



## “Where in the World Will I Find This?”

### *Component Evaluation – Worldwide Sourcing*

Egret Technologies assisted a major telecommunications equipment provider with a worldwide search for its most critical optical transceiver component. The company relied on Egret Technologies’ expertise for vendor identification, technical evaluation, price-performance analysis, and for final quality and cost metrics to secure key supplier relationships.

**Situation:** A major telecommunications equipment manufacturer providing GPON (gigabit passive optical network) technology sought to improve the price-performance of its product line by selecting “best-in-class” supply chain partners. Their initial focus was to evaluate sources for a critical and expensive component in their broadband access products, the optical transceivers.



This component represents 40-50% of the cost for the customer premises equipment and 30-40% of the cost of the service provider equipment, thus making it essential to choose reliable, high-quality vendors. While all optical transceiver suppliers complied with common

form factor: the Small Form Pluggable (SFP) defined in a Multiple Source Agreement (MSA) industry standard, there are variations in technical performance and compliance.

**Solution:** Egret Technologies provided end-to-end component and vendor evaluation services by:

- Identifying 20 potential domestic and offshore suppliers for the SFP optical transceiver components
- Surveying and ranking comparative technical performance and delivery specifications for each vendor
- Preparing a Request for Quote (RFQ) for the client to obtain product samples and prices
- Testing samples through Egret Technologies’ proprietary automated optical transceiver qualification process to validate conformance to specifications (e.g. eye diagrams, bit error testing, receive sensitivity, standards mask compliance and margin)

- Analyzing performance and pricing differences (varied by over 300% between vendors) for suitability
- Recommending acceptable target pricing for second round RFQ's to three top-ranked vendors

As an added service, Egret Technologies also recommended subtle PCB footprint updates to broaden the telecommunication manufacturer's available field of high-performing suppliers in future product releases.

**“Turning Innovation into Profit” Results:** The manufacturer achieved strong, effective,

profitable supply chain relationships with vendors whose proven, tested optical transceiver technologies would enhance their design and cost requirements.

According to the Director of Supply Chain Management, “Relying on Egret Technologies to manage the optical transceiver component and supplier qualification process assured our technical, quality and cost objectives will remain unsurpassed in the market. Their work has given us a lasting competitive advantage.”

Egret Technologies is a superior electronic design partner to global vendors of technology products. We are an innovative, solution-driven, US-based engineering design firm specializing in optical, electronic, and mechanical hardware, as well as embedded software systems. We provide concept development, product design and project engineering. Contact Egret Technologies at (866) 96-EGRET or [Innovate@EgretTechnologies.com](mailto:Innovate@EgretTechnologies.com)