

The logo for EXA Infrastructure, featuring the letters 'EXA' in a large, bold, white sans-serif font above the word 'INFRASTRUCTURE' in a smaller, white sans-serif font. The logo is contained within a white square border that is partially overlaid by an orange horizontal bar.

EXA
INFRASTRUCTURE

The main title of the document, 'Managed Fibre Network', is written in a large, white, sans-serif font. It is centered within a white rectangular frame that is partially overlaid by an orange vertical bar on the left and an orange horizontal bar at the bottom. The background of the entire slide is a close-up photograph of a dense network of fiber optic cables in various colors (orange, blue, yellow) viewed through a dark, hexagonal mesh screen.

Managed Fibre Network



The EXA connectivity product portfolio

	Wavelength	Spectrum	MFN	Dark Fibre
EXA responsibility	<ul style="list-style-type: none">• Manages fibre and ILA physical infrastructure• Owns & manages DWDM line system• Owns & manages transponder cards• Service activation	<ul style="list-style-type: none">• Manages fibre and ILA physical infrastructure• Owns & manages DWDM line system	<ul style="list-style-type: none">• Manages network at every level (physical, optical and electrical)• Network design, procurement I&C and testing• Spares and maintenance• Service activation	<ul style="list-style-type: none">• Manages fibre and ILA physical infrastructure
Client responsibility	<ul style="list-style-type: none">• Connect to demarcation point	<ul style="list-style-type: none">• Owns & manages transponder cards• Service activation	<ul style="list-style-type: none">• Connect to demarcation point	<ul style="list-style-type: none">• Manages network at optical and electrical level.• Network design, procurement I&C and testing• Spares and maintenance• Service activation



- Lower bandwidth
- Higher cost/Gbit
- Plug and Play
- Minimal customer obligations

- Highest bandwidth
- Ownership economics
- Higher complexity
- Customer has full control

The Use Case: Managed Fibre Networks

When an organisation outgrows Wavelength or Spectrum services, it typically makes the jump to a dark fibre network which it lights with its own DWDM equipment. Whilst this often provides the lowest cost per Gbit, it introduces a new layer of operational complexity requiring additional staff, new skill sets, local field engineering teams, logistics capabilities and spares depots. These are required in each country of operation.

Additional complexity is introduced by the need for local legal entities to own fibre IRUs and optical equipment in-country, each of which needs an appropriate telecommunications license, and will be subject to local Tax, VAT, import duties and other statutory, compliance and regulatory obligations.

A Managed Fiber Network provides all the benefits of dark fibre and equipment ownership, whilst removing the operational and administrative overhead. This is provided as a full turkey solution, enabling customers to cost effectively deploy into new markets quickly and effortlessly.

Managed Fibre Network

Full Control, Outsourced Expertise

EXA Infrastructure's **Managed Fibre Network (MFN)** offers a turn-key solution that outsources the design, installation, and maintenance of fiber networks, while giving customers full control and ownership economics.

Dedicated Fiber with Expert Design and 24/7 Management

The service includes dedicated fibers, customer-selected equipment, professional design, seamless implementation, and continuous monitoring and management of network performance.

Global Fiber Network Delivering Tailored Interconnection Solutions

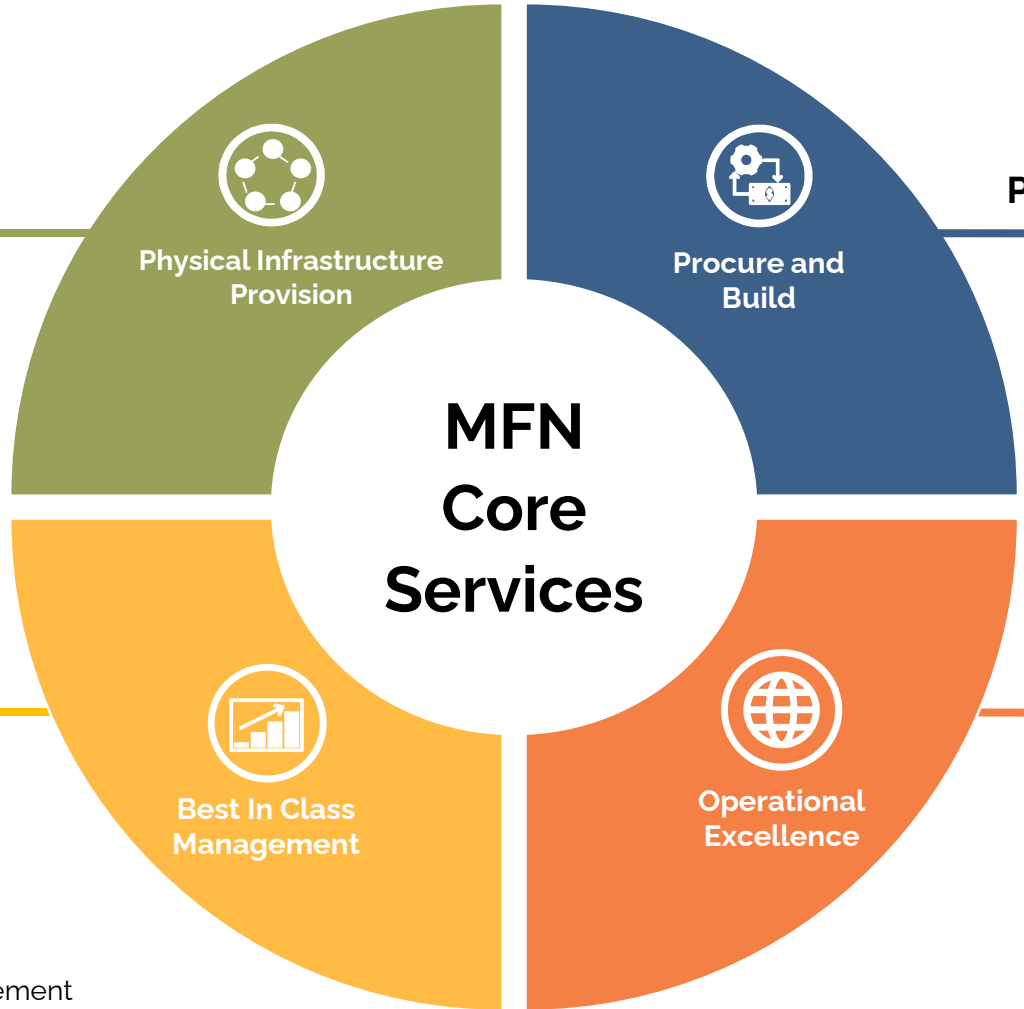
With over 155,000 kilometers of fiber spanning 38 countries and more than 500 points of presence, EXA Infrastructure is uniquely positioned to deliver tailored interconnection solutions to meet specific customer demands across Europe, the US, and beyond.

Dark Fibre and Colocation

- Provision underlying dark fibre
- Prepare colocation facilities for equipment installation
- Integrate 3rd party infrastructure where required
- Construct new fibre where required

Service Assurance

- Integrated into NMS and OSS systems
- Technical Design Authority
- Change, Configuration and Capacity management
- Bespoke reporting and Service management options
- Northbound NMS interface options



Project managed deployment

- System design & validation
- Hardware procurement
- Project management
- System deployment and testing
- Documentation and handover to operations

Technical Operations

- 24x7 NOC Monitoring and Fault management
- 1st, 2nd & 3rd line technical support
- Logistics, sparring and hardware replacement
- FLM dispatch and remote hands

Unparalleled operational experience

EXA Infrastructure has over 20 years experience operating one of the largest optical networks in Europe. By leveraging EXA's scale and operational maturity, our customers benefit from reduced costs and best of breed technical management.

Cost Effective Hardware Procurement & Deployment

Leverage EXA's volume buying power with Infinera and Ciena, and our established logistics team to handle equipment deployment and import/customs administration.

Experience Network Operations team

With hundreds of DWDM nodes deployed in the network, our engineers are experts at designing and operating optical transmission networks

Mature NMS and OSS systems

Your optical network will be fully documented and integrated into our OSS stack. Vendor NMS systems facilitate fault management, configuration management and capacity planning.

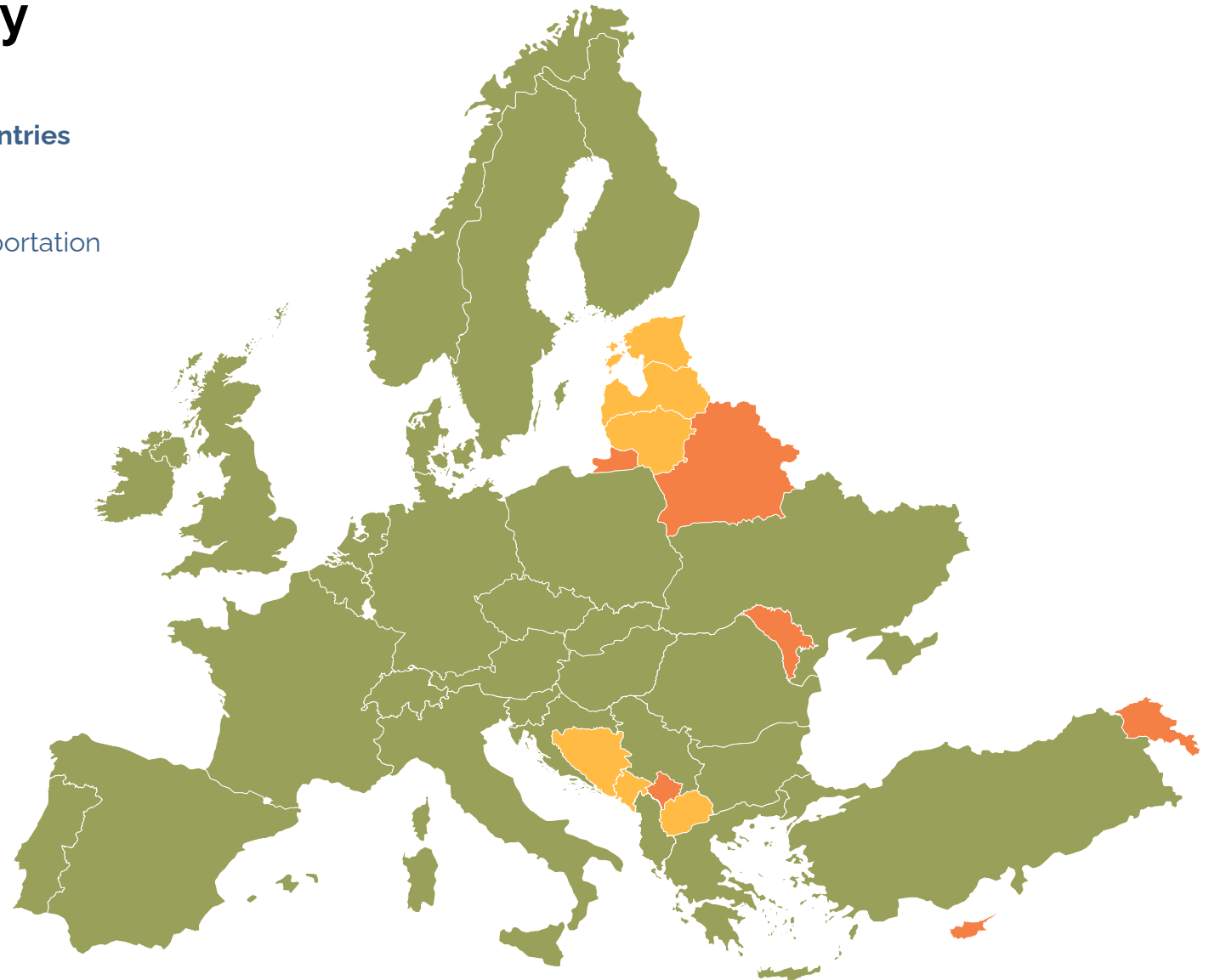
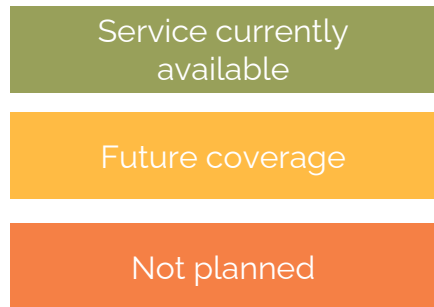
Broad geographic coverage

Our fibre infrastructure covers the breadth of Europe. We have extensive engineering and logistics capability across the continent. We operate local legal entities with telecom licenses in all countries where MFN is available

Broad service availability

The MFN service is available in 29 European countries plus United States and Canada

- ✓ Legal entity for equipment ownership and importation
- ✓ Telecom license
- ✓ Local engineering presence
- ✓ Logistics capability
- ✓ Sparring depots



Visit us at exainfra.net

**This is EXA Infrastructure.
Where growth happens.**