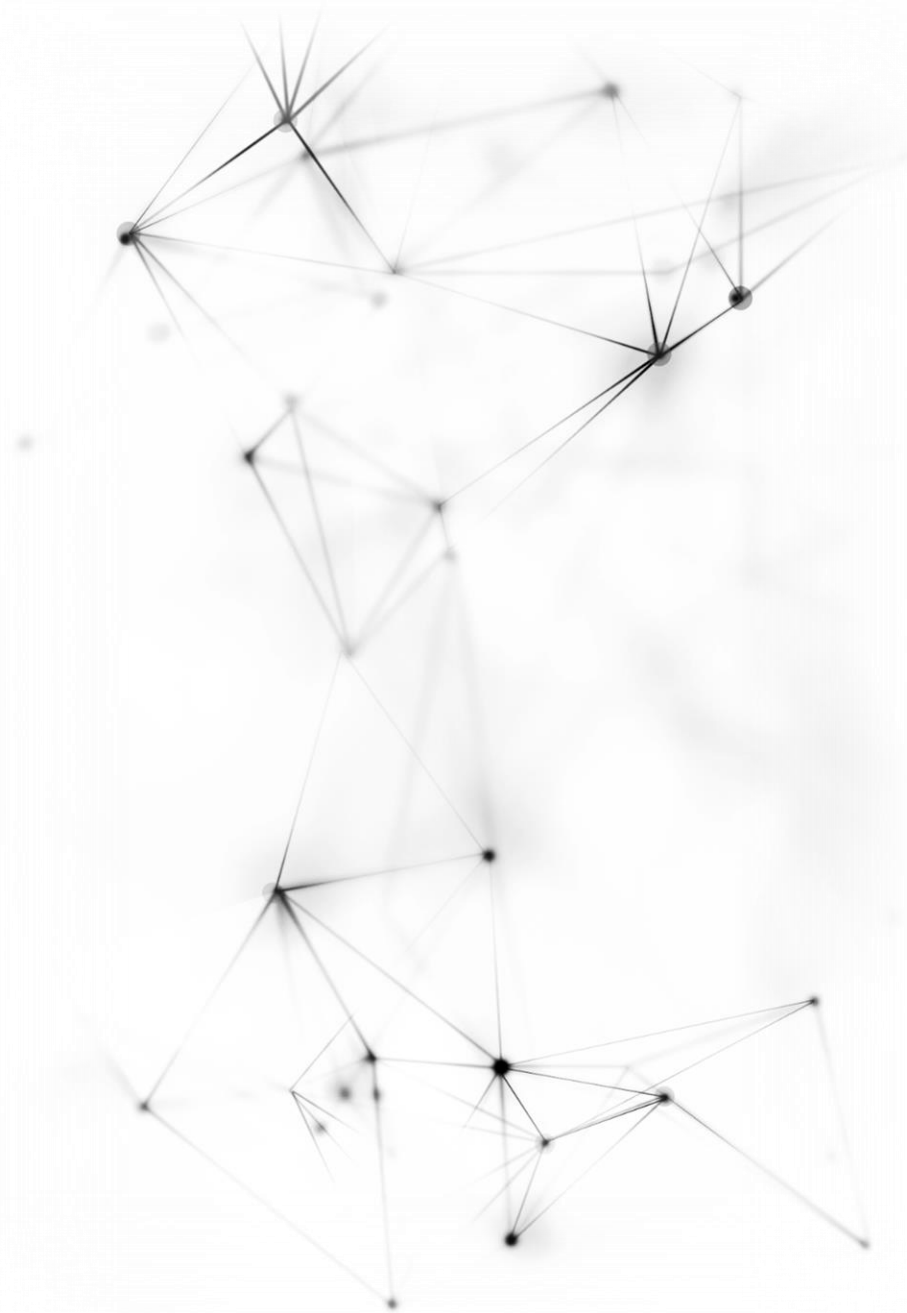




Corporate Presentation - Summary 2019



Agenda

- **About Us**
- Solutions
- Services
- Products
- References



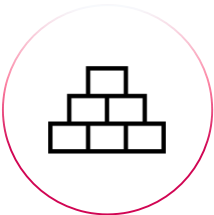
About Fotech



Fotech offers end-to-end solutions in **information and communication technologies, telecommunication, and ULV systems.**

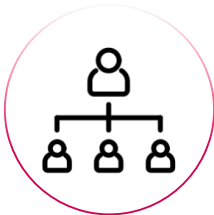
Its employees possess product/system **competency certificates** of its global vendors and internationally-accepted corporations such as **BICSI, PMI, and Uptime Institute.**

Its processes are certified by **ISO 9001** quality standards, and **Health & Safety** audits are done periodically.



1989

FOUNDATION YEAR



1-50

EMPLOYEES



300+

REFERENCES



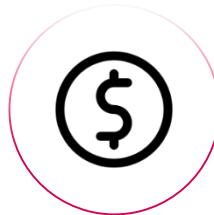
30+

ACTIVE BUSINESS
PARTNERS



1 Million TL

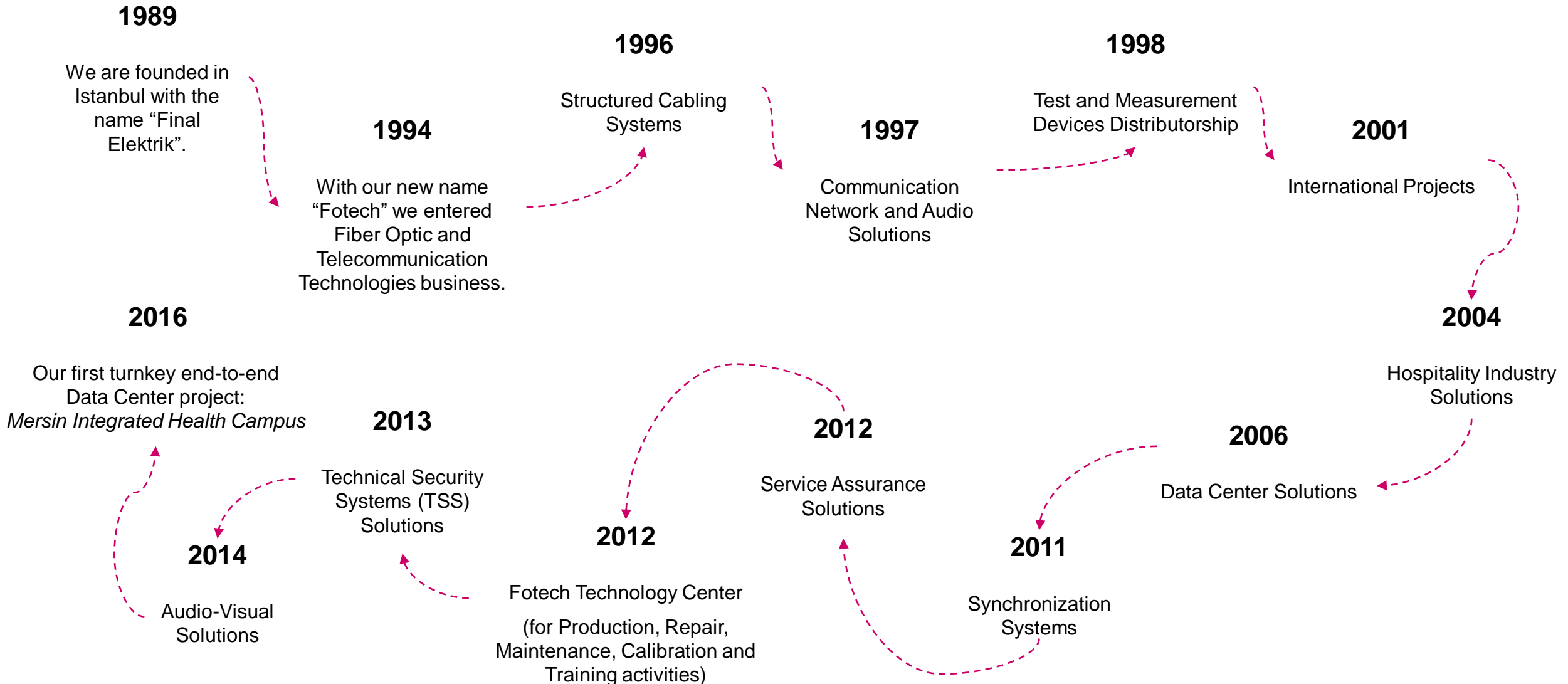
CAPITAL



\$10 Million USD

AVG. ANNUAL TURNOVER

Our History



Core Industries We Offer Services



TELECOM



CONSTRUCTION



FINANCE



TRANSPORTATION



HOSPITALITY



EDUCATION














HEALTH












DEFENCE

Our Competencies

SOME OF COMPANY CERTIFICATES

	EXFO Platinum Level Certified Service Center - <i>We are 1 of the 20 centers around the world!</i>
	EXFO Certified Training Partner - <i>We're 1 of the 3 partners in the world!</i>
	SUMITOMO Certified Service Center
	MICROSEMI Business Partner
	IDEAL NETWORKS Business Partner
	COMMSCOPE Business Partner
	CORNING NPI (Network of Preferred Installers)
	CISCO Premier Certified Partner
	HUAWEI Registered Partner
	DELL Registered Partner
	HPE Business Partner

SOME OF EMPLOYEE CERTIFICATES

	Project Management Professional (PMP, by Project Management Institute)
	Accredited Tier Designer for Data Centres (ATD)
	BICSI Installer Technician
	CTS (Certified Technology Specialist) CTS-I (Certified Technology Specialist – Installer)
	Certified Data Centre Designer (CDCD)
	SYSTIMAX Design and Engineering SYSTIMAX Installation and Maintenance NETCONNECT ACT I, ACT II, ACT III
	Certificate of Implementing CISCO IP Routing (ROUTE) Certificate of Implementing CISCO Data Centre Unified Fabric (DCUFI) CISCO Certified Network Associate Routing and Switching (CCNA)
	Accredited Pre-sales/Sales Professional - Enterprise Networking Accredited Integration Specialist - Network Infrastructure Master Accredited Systems Engineer - Network Infrastructure
	TesiraFORTÉ Certification Training Audio Training for Technicians

Agenda

- About Us
- **Solutions**
- Services
- Products
- References

Fotech Offers



NETWORK SYSTEMS AND INTEGRATION



DATA CENTER



ULV SYSTEMS



SYNCHRONIZATION



SERVICE ASSURANCE



TEST AND MEASUREMENT

Network Systems and Integration

- ▶ **Network Systems**
- ▶ **Server / Storage / Virtualization**
- ▶ **IP-Based Audio and Video Solutions**
- ▶ **Structured Cabling Systems**



Related Products



Network Systems

Computer Room DAS Systems Wireless Comm. Systems Network Security LAN/WAN Network Transport Services

Server / Storage / Virtualization

- Open System Server
- Server Consolidation and Virtualization
- Server Back-Up
- Storage Systems
- Desktop Virtualization Systems (VDI)
- System Maintenance and Support

Structured Cabling*

Data Center Cabling Commercial Building Cabling Outdoor Cabling

**Preterminated Cables, Cable Channels, Open Frame/Cabinet, Smart Cabling Solutions, Management Software*

IP-Based Audio & Video

- IPTV and Digital Signage Systems
- IP-Based and Analogue Exchange
- Hotel Management Systems (PMS) Integration
- Hotel Room Telephones
- Call Center



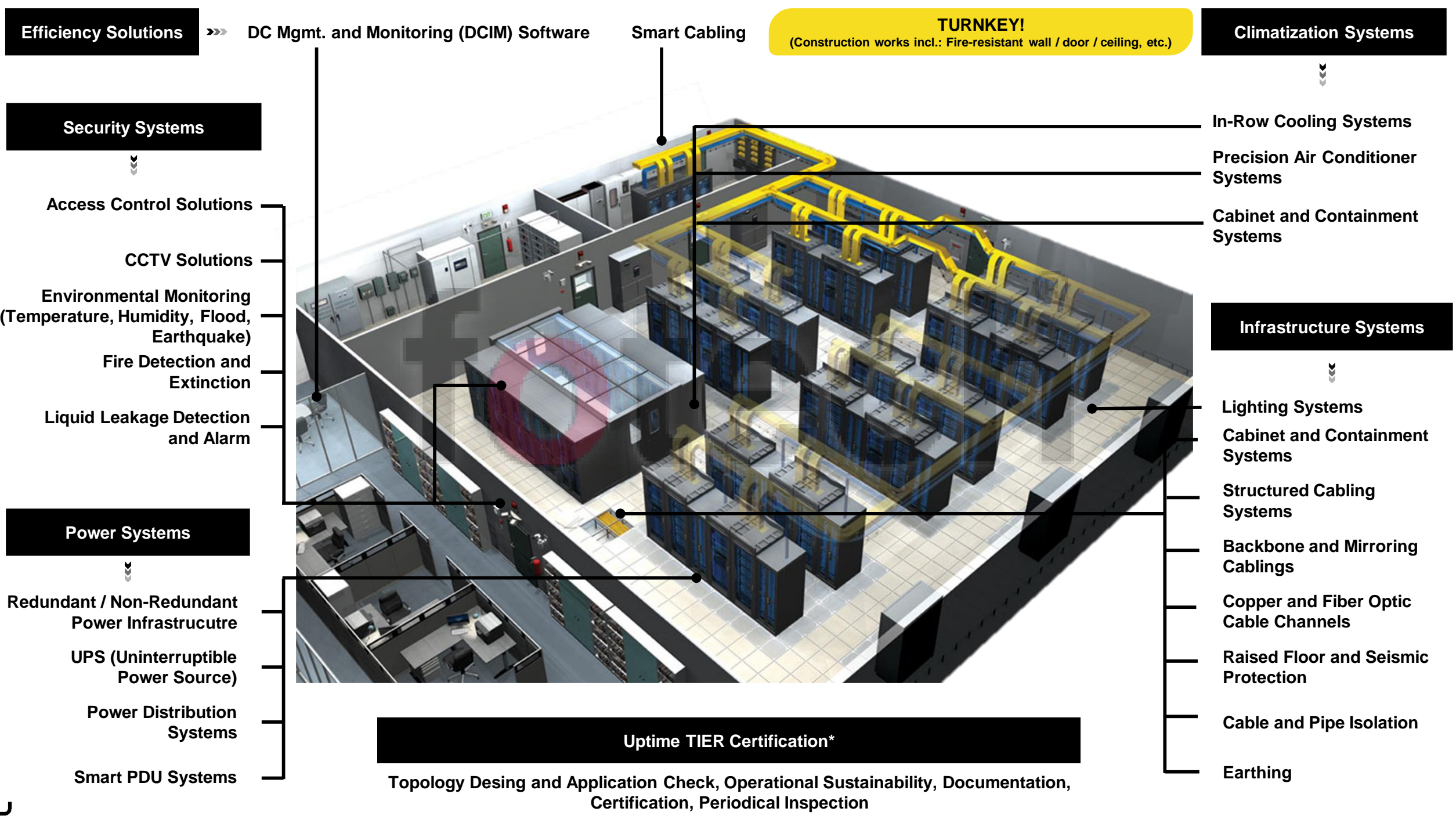
Data Center

- ▶ **Efficiency Solutions**
- ▶ **Power Systems**
- ▶ **Climatization Systems**
- ▶ **Security Systems**
- ▶ **Infrastructure Systems**
- ▶ **Uptime TIER Certification**



Related Products





ULV Systems

- ▷ **CCTV**
- ▷ **Access Control**
- ▷ **Audio-Video Systems**
- ▷ **KVM (Keyboard, Video, Mouse)**
- ▷ **Control Rooms**
- ▷ **Fire Detection & Announcement**
- ▷ **Public Announcement System**



Related Products



CCTV

Audio-Video Systems

IP and Analog CCTV Systems

Video Mgmt, Control and
Analysis Systems

Video Storage Systems

KVM
(Keyboard, Video, Mouse)

KVM Switch (Secure /
Enterprise / IP-Enabled)

KVM Extender, Tray,
Accessories

Public Announcement
System

Fire Detection &
Announcement

Video Wall Systems

Digital Signage Systems

Meeting Rooms Multimedia
Systems

Tele/Video Conference
Systems

Professional Audio and Video
Systems

Control Rooms

Video Wall Systems

Record Monitoring Centers

Remote Control and
Respond Systems

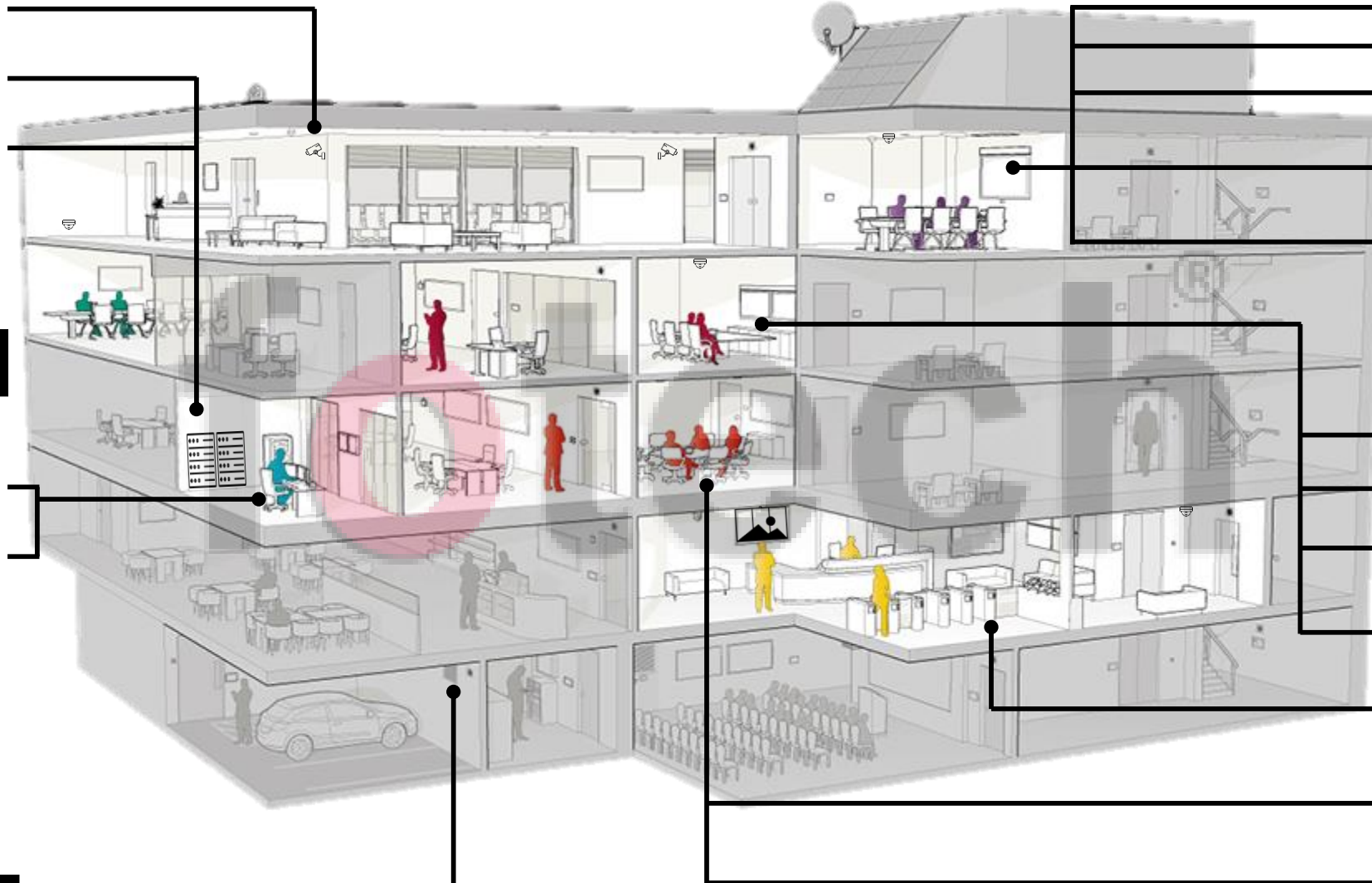
KVM Systems

Card / Biometric Access
Control Systems

Mgmt., Control, Reporting
and Recording Systems
Software

Intercom Systems

Access Control



Synchronization

- ▶ **Primary Reference Sources**
- ▶ **GNSS Solutions**
- ▶ **PTP / SyncE / NTP Solutions**
- ▶ **SSU / SDU Solutions**



Related Products



GNSS Solutions

Antenna Solutions
(Galileo, BeiDou, GPS and GLONASS)

Monitoring Stations

Real Time Kinematic /
Precise Point Positioning

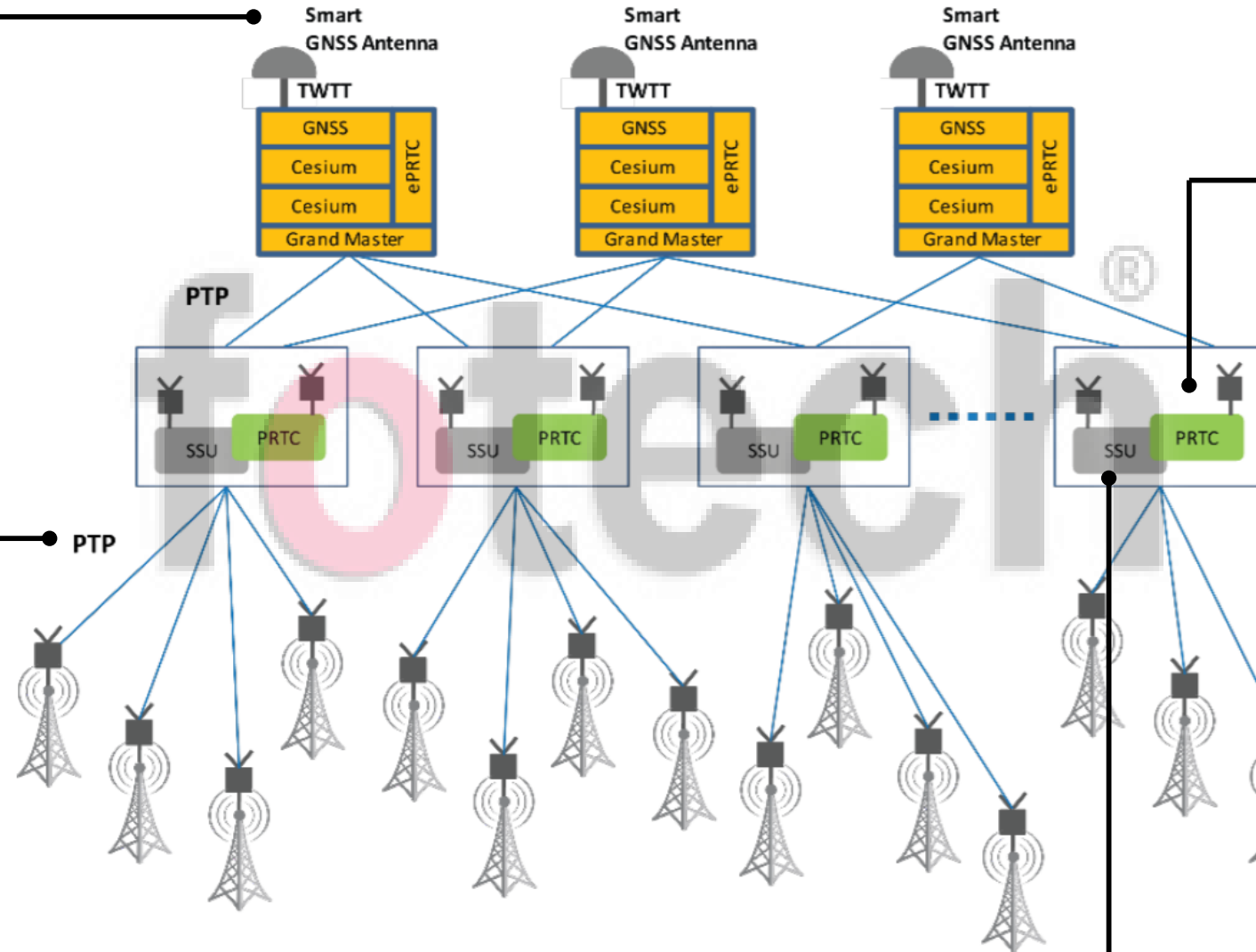
ePRTC / Cesium Atomic Clock Source

Avoiding Threats caused by GNSS
Weaknesses

New ITU-T G.8272.1 Standard
(Cesium Atomic Clock Source does not
meet this)

Integration with 5071A Cesium
Frequency Standard

Network Commissioning and
Management



PTP / SyncE / NTP Solutions

Carrier Grade
Synchronization

Corporate NTP / PTP
Solutions

Network Management
System (NMS) Reports

SSU (Synchronization Supply Unit) Solutions

Avoiding Noise by Synchronization
Signal Filtering

Distribution for other local
equipment's synchronization

“Holdover Mode”

Service Assurance

- ▶ **Fiber Network Monitoring and Mgmt**
- ▶ **Carrier Wi-Fi Monitoring and Mgmt**
- ▶ **VoLTE QoE Solutions**
- ▶ **Performance Monitoring and Mgmt**
- ▶ **Network and Service Topology**



Related Products



Fiber Network Monitoring and Mgmt

Quick Troubleshooting Preventive Test Definition Periodical Error Reporting Work Order Creation Integration with GIS-Based Systems

Carrier Wi-Fi Monitoring and Mgmt

Central Service Assurance and Analytics

Device and Mgmt Systems Integration

QoE Monitoring, Test and Reporting

Optimal Service and QoE / QoS

Quick and Cost-Effective VoLTE Service and Monitoring

Full Network Monitoring

VoLTE QoE Solutions

Network and Service Topology

Real Time Network and Service Topology

Visibility, Troubleshooting, Workflow Data Ordering*

*For NOC, SOC and Maintenance systems

Automatic Network Line Identification and Activity Prioritization

Central Multi-Change Plan Coordination

Performance Monitoring and Mgmt

Real Time Test of Service Quality
(Packet Loss, Jitter, Delay)

Network Operations Optimization

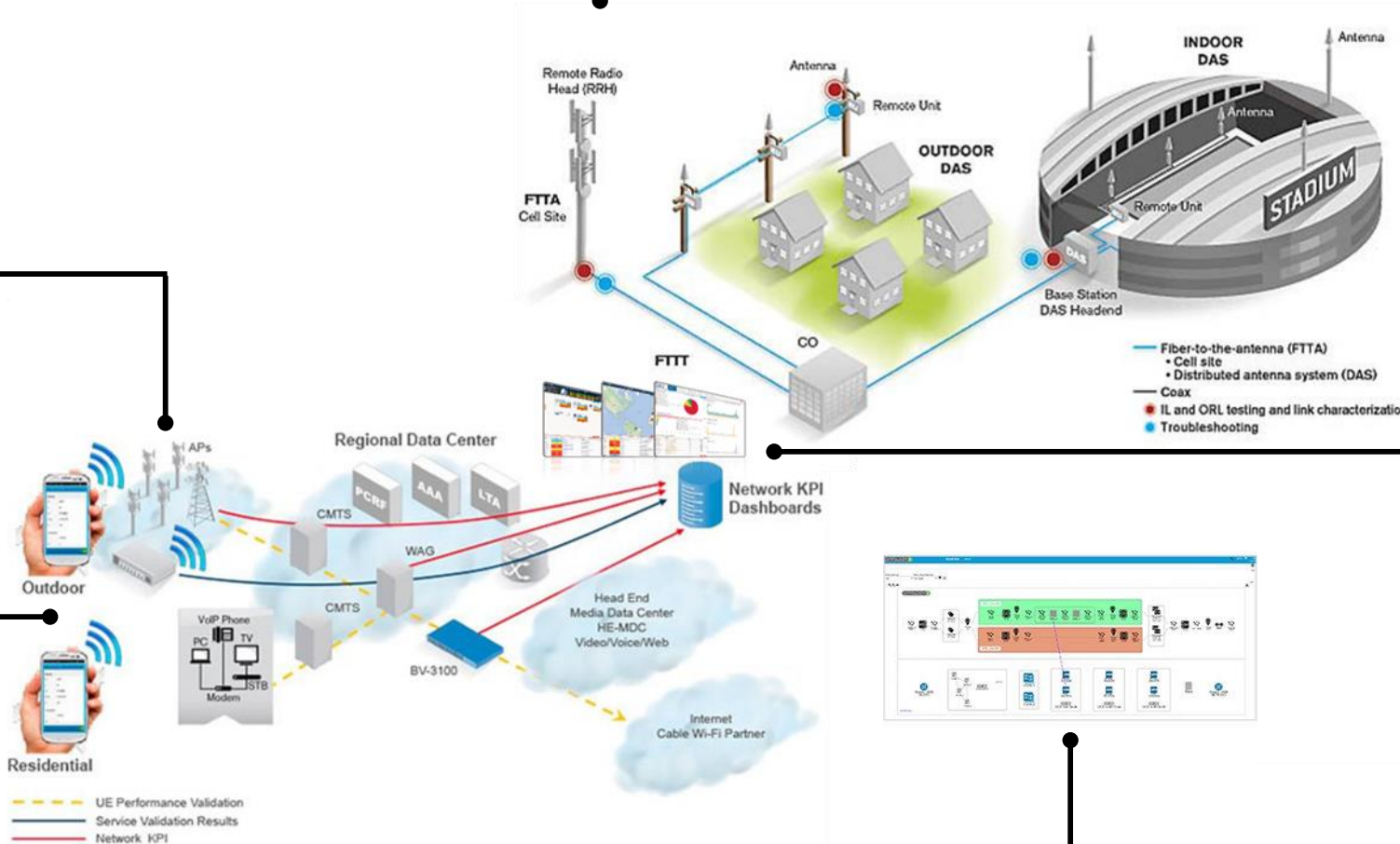
Capacity Planning

QoE Analysis and Troubleshooting

Change Management

SLA Management

Customized Reportings

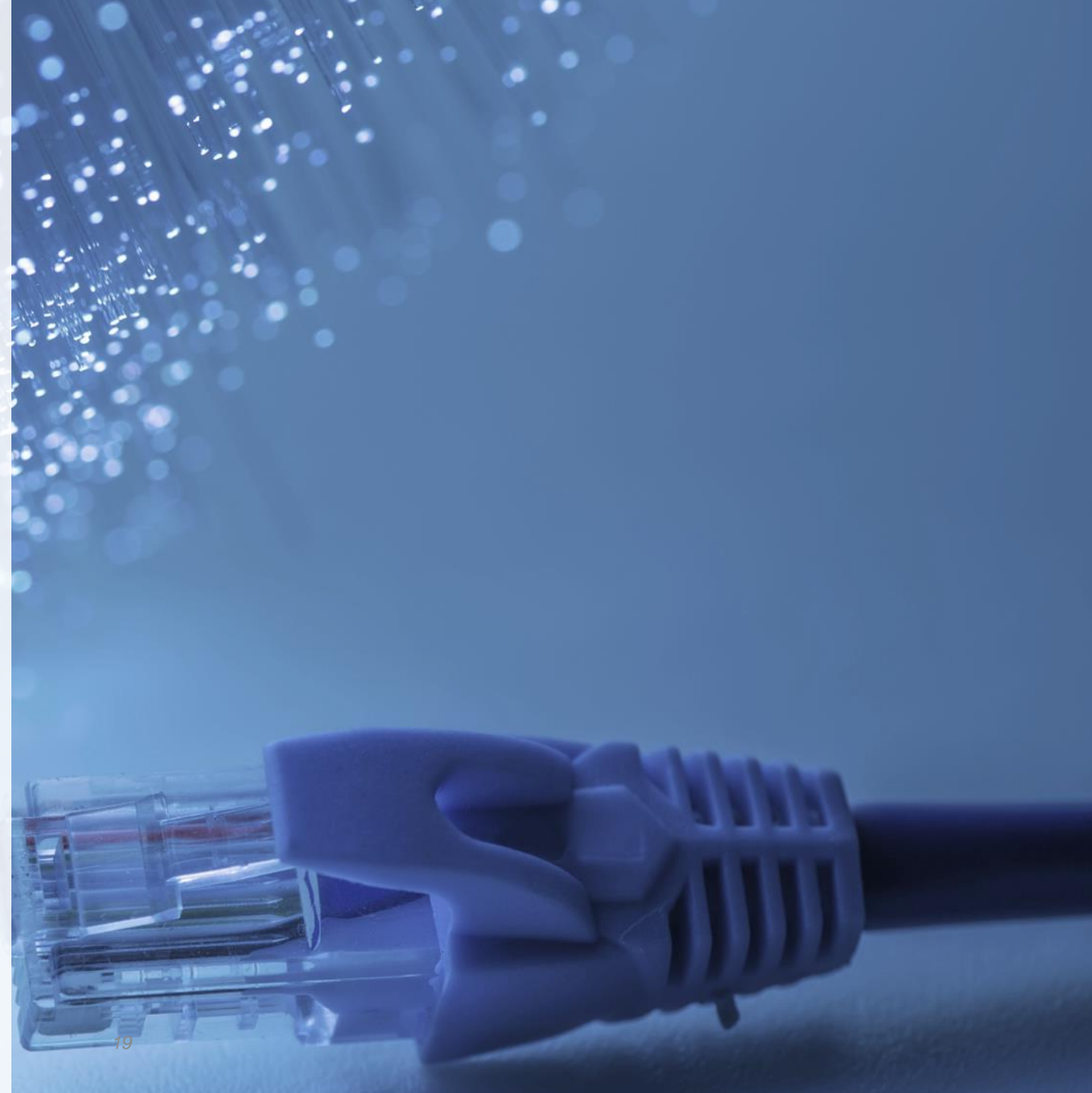


Test and Measurement

- ▶ **Fiber Optic and Copper Cable Test / Certification Devices**
- ▶ **Wireless Network Test Devices**
- ▶ **Transport and Datacom Test Devices**
- ▶ **Virtual Network Test Solutions**
- ▶ **Fusion Splicers**
- ▶ **Device Renting and Measurement Services**



Related Products

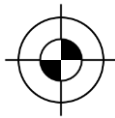


Test and Measurement Specific Services



Repair / Maintenance ▶

- All types of functional tests
- Improvements and service updates
- Maintenance
- Fault Diagnosis
- Repair
- Part Replacement
- Software Update
- Test Patch Cord Replacement



Real Calibration ▶

In our Technology Center, on the following devices:

OTDR, OPM, PPM, FVA, Datacom, Transport, DSL, Copper

- We do Real Calibration -reseting to factory settings-
- Verification operations, using the same equipment & procedures with vendors, by our specialists trained and certified by them

*The essential modules of the equipment are being calibrated by the vendors once a year at their sites, and the monitoring of our calibration activities is done by them.



Training (BICSI Credits) ▶

By our Exfo-trained and certified trainers:

- | | |
|----------------------------|--------------------------------------|
| • Fiber Optic Fundamentals | • OTN and G.709 |
| • OTDR | • Ethernet and Fiber Channel |
| • OSA | • VoIP |
| • CD / PMD | • IMS |
| • CPRI | • 2G, 3G |
| • Copper Certification | • LTE |
| • SONET / SDH | • Data Center Technologies and Tests |

- ★ Fotech is 1 of the 20 “Exfo Certified Service Centers” around the world! With the “Platinum” – highest- level!



Since
2012!

- ★ - We are the distributor and authorized service / calibration center in Turkey for Exfo test and measurement devices,

We are the distributor & authorized service center for,

- Sumitomo Electric fusion splicers and accessories,
- Ideal Networks F/O and Copper Certifiers,
- Microsemi synchronization devices



- ★ Fotech is 1 of the only 3 “Exfo Certified Training Partners” around the world!

We provide free BICSI “CEC” credits along with our training certificates!



All these services are provided in 630 sqm technology center of ours, called **fotech**[®]
Technology Center

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Services

PROFESSIONAL



Consultancy,
Project Management and Supervision



Design and Engineering



Installation and Integration



Test and Commissioning

SUPPORT



Service Level Agreements
(SLA)



Repair / Maintenance



Real Calibration



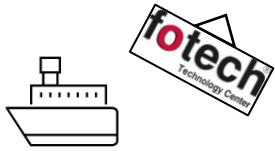
Training with Certificate



PRODUCT DESIGN AND DEVELOPMENT



Custom-Made
Cable Groupings



Custom-Made Production
for Defence Industry



Special-Purpose Boutique
Production

OUTSOURCE



Providing Outsource

fotech[®]

Technology Center

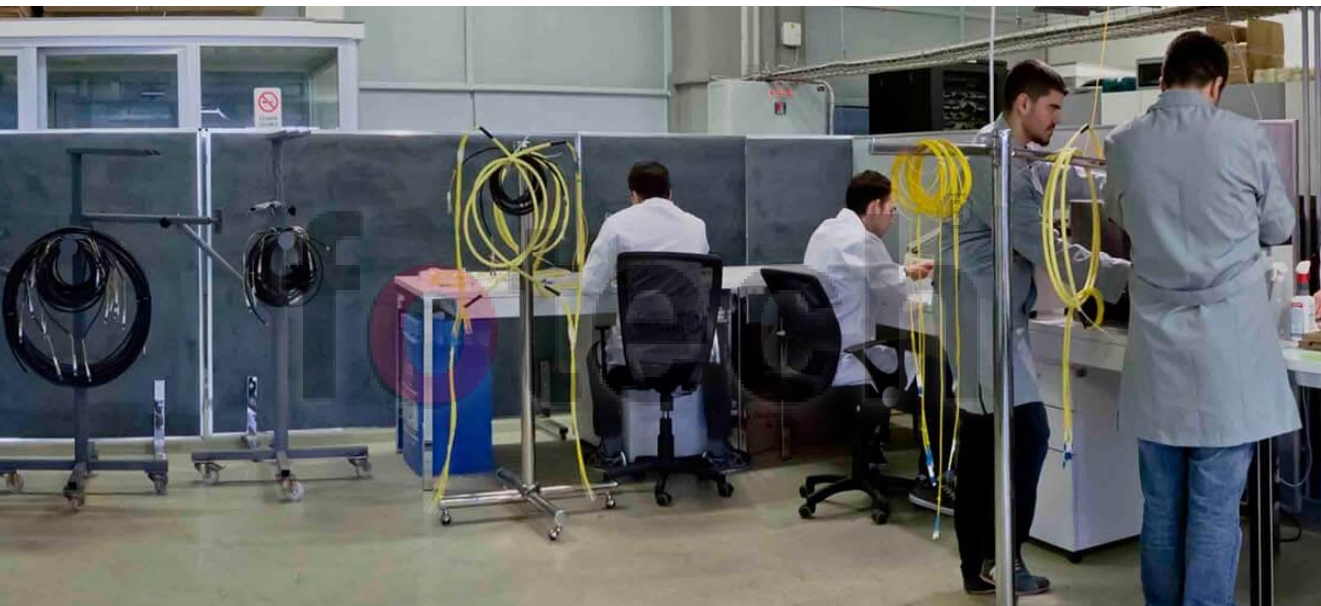


REAL, CERTIFIED FIBER OPTIC DEVICE CALIBRATION

in **fotech**[®]
Technology Center



Fotech Technology Center





CERTIFIED, TRAININGS!

WITH *Bicsi*[®] CREDITS
in **fotech**[®]
Technology Center

Fiber Optic Fundamentals, **OTDR**, OSA, CD
/ PMD, **CPRI**, Copper Certification, SONET / SDH,
OTN and **G.709**, Ethernet and Fiber
Channel, VoIP, IMS, 2G, 3G and LTE,
Data Center Technologies and Tests

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- About Us
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Our Partners

Fotech's main objective with having these partners is to support the solutions it offers to its customers with value-added, customizable products, and help their customers to have simpler processes by being the only contact after sales.



Network Systems and Integration, Data Center and ULV Products



- Control Room Solutions
- KVM Switch & Extender
- Video Wall
- Digital Signage
- Networking
- Audio-Visual
- Media Converter
- Industrial Switch

For more:
<http://www.fotechpartnershop.com/en-tr/Store>



- Metro Ethernet
- FTTX
- IP Triple Play
- Media Converter
- Industrial Switch
- PoE Products
- IoT Products



- Data Center Cabinets
- In-row Cooling
- Containment
- Transportation Industry Solutions



- CWDM
- Transceiver
- SFP/Gbic



- IPTV Systems



- xWDM Products
- Fiber Optic Multiplexer
- Switch
- Modem



- Liquid Leakage Detecting Cables (oil, jet fuel, diesel and hydrocarbon liquids, water, chemicals with water)
- Liquid Leakage Detecting Devices / Sensors



NS&I DC ULV



Synchronization Products



- Primary Reference Sources
- GNSS Antennas
- PTP / SyncE / NTP Products
- SSU Products



- Industrial and Utilities industries specific NTP products



- RF and Global Navigation Satellite Systems (GNSS) components



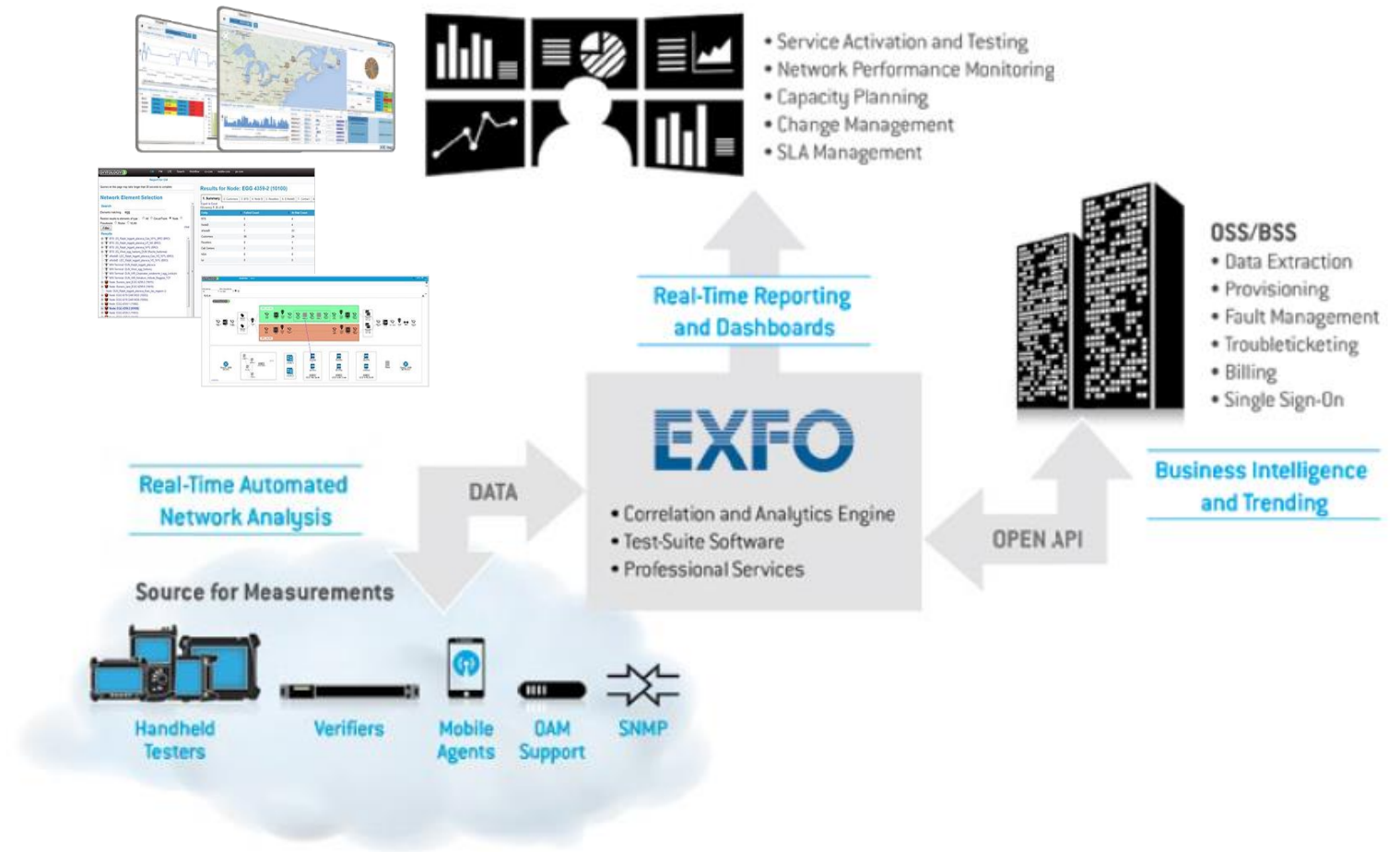
- Synchronization Test Equipment



Service Assurance Products



- Fiber Network Monitoring and Management
- Carrier Wi-Fi Monitoring and Management
- VoLTE QoE Solutions
- Performance Monitoring and Management
- Network and Service Topology



Test and Measurement Products (1/3)



- Power Meter
- OTDR
- OLTS
- CD/PMD Testers
- OSA
- Fiber Verifiers and Certifiers
- Fiber Inspection Probes
- Ethernet Testers
- DSx/PDH and Legacy SONET/SDH Testers
- Fiber Channel Testers
- Virtual Network Testers
- IPTV Testers
- VoLTE Devices
- Optical RF Devices



- Fusion Splicers and accessories
- Passive Optical Products (e.g. Optic Splitters)



- LTE/5G Testers
- Simulator Analyzers
- eNB Load Testers



* Fotech is 1 of the only 20 “**EXFO Certified Service Centers**” around the world and has the **Platinum (highest) level**, and Fotech is 1 of the only 3 “**EXFO Certified Training Partners**” around the world. By this means, we can offer repair, maintenance and real calibration services by our trainers trained by Exfo.

** Fotech can offer repair/maintenance/calibration services for **Sumitomo Electric**, **Ideal Networks** and **Microsemi** products.

Test and Measurement Products (2/3)



- LAN Tester / Certifiers
 - Network Transmission Testers
 - Copper/Fiber Network Troubleshooters
 - In-line Network Troubleshooters
- Telecom Testers
 - G.SHDSL Synchronisation Testers
 - Enterprise/Carrier Transmission Testers



- Renting of various Test and Measurement Devices



- “Polarization Dependent Loss Meter”, “Tunable Laser Source” for testing CWDM and PON components
- Modular platforms supporting Cable Assembly Test System
- Optic Attenuators, Benchtop and Rack-Mount Switches
- Inspection Devices



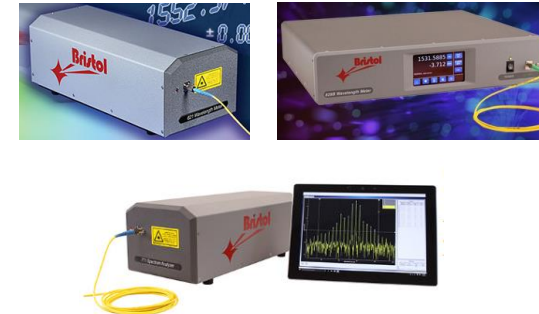
Test and Measurement Products (3/3)



- Products measuring and managing light parameters containing phase, polarization, PDL and PMD effects



- Laser and Precision Test Equipment used in Engineering/Manufacturing tests



Other Brand We Cooperate With

Networking and Audio Systems



ULV Systems



Structured Cabling Systems



Power Systems



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Data Center Solutions

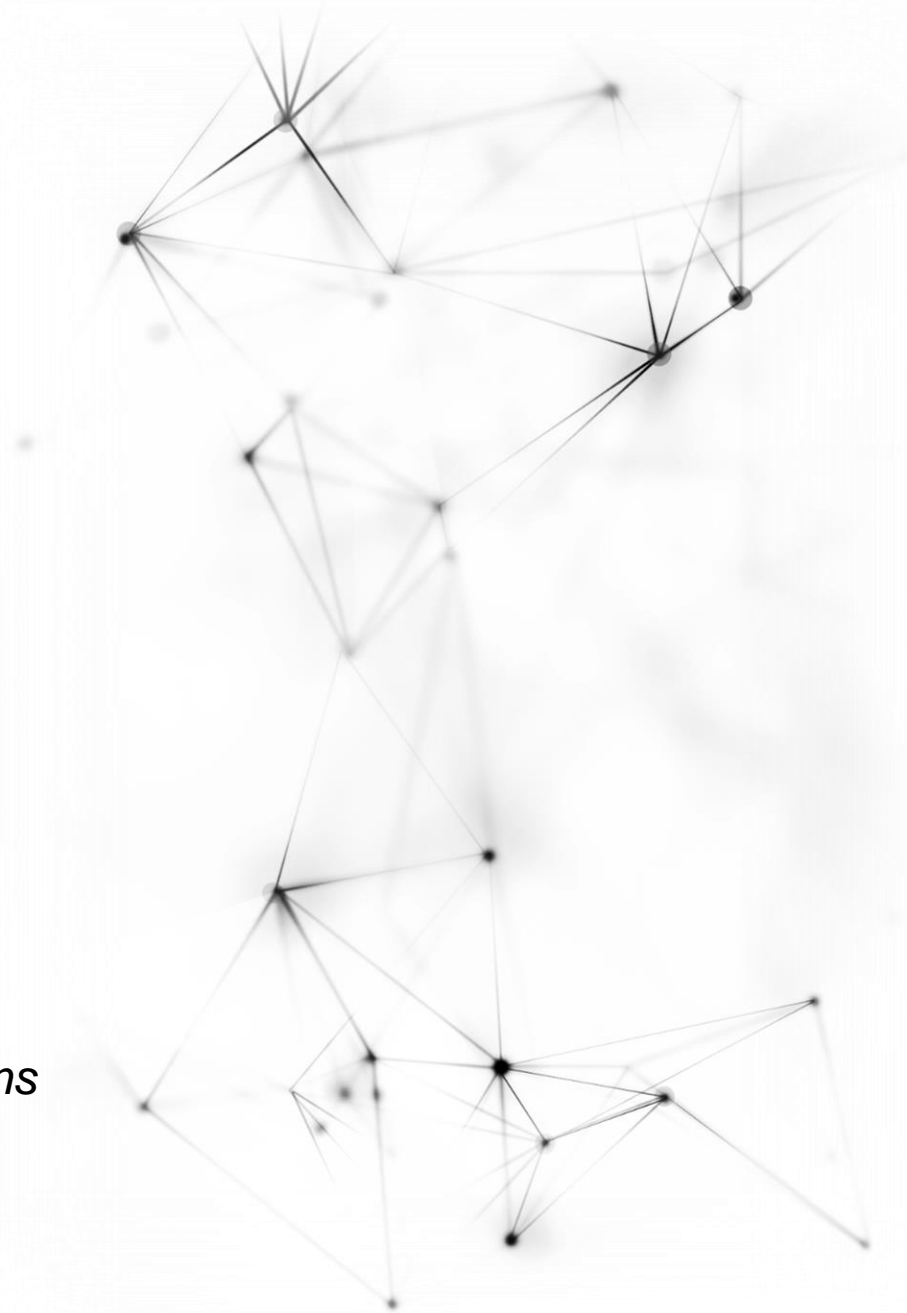
Network Systems and Integration – ULV Solutions

Synchronization Solutions

Service Assurance Solutions

Test and Measurement Solutions

Production Solutions



Some of Our References on Solution Basis

Network Systems and Integration / ULV

Data Center











Synchronization









Service Assurance



Test & Measurement











**SAVE YOUR VALUABLE TIME AND SIMPLIFY YOUR PROCESSES BY DOING
ONE-STOP-SHOPPING AT **fotech**[®], FOR ALL YOUR ICT NEEDS!**

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