

Newsletter



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June Newsletter 2020

Welcome to the June 2020 edition of the OPTOKON newsletter, which comes at a time when for some countries, the effects of the global coronavirus pandemic are easing. By taking precautions in accordance with the Emergency Declaration of the Czech Republic and adapting production to fulfil contracted orders, our manufacturing plants have been operating at 100% staff and we continue to work on orders and development projects. You can find the message from Jiří Štefl, the General Director of the OPTOKON Group, evaluating the the audited result of our last fiscal year 2019.

A Message from Jiří Štefl, the General Director of the OPTOKON Group

In 2019, OPTOKON, a.s. achieved results that surpassed all previous results throughout the company's near thirty-year history. This was due to a positive boom in the market and several major projects. Worldwide, the OPTOKON Group achieved sales of 12.7 million euros. This is an increase of more than 24% compared to 2018. The EBIT margin exceeded our planned target of 1.5%.

It was essential for the further development of our company that in mid-2019, the transformation process of separation from the American company Methode Electronics, Inc. was completed. Therefore, independence took place at exactly the right moment, at a time when there is a long period of economic stagnation.

OPTOKON saw positive results in all regions in this exceptionally strong financial year. Sales in the Middle East increased by more than 46% due to many significant projects. High double-digit growth rates were also achieved in North Africa. Investments in these two markets have paid off. In Asia, OPTOKON benefits from our presence in Malaysia, where we have our production of optical connectors and two workplaces for our accredited calibration laboratory. The results from Southeast and Central Europe also exceeded our target for 2019. A key strategic goal was to expand our business activities in Turkey and the nearby region by establishing registered "OPTOKON Turkey" offices in Bodrum and Ankara. Our presence in Turkey aims to support our marketing activities and technical cooperation with local major Turkish companies.

Further strategic intentions were the decision to expand the activities of our subsidiary OptoNet Communication and thus kickstart its independent development and build "DATA CENTER VYSOČINA and a Training Center", which will be implemented by following the recommendations of the "Uptime Institute" at the "TIER 3+" level.

New products:

OFT-4212
Fiber optic 4-channel
optical testing system



LMSW-E33 - Ruggedized 1/10
Gigabit Ethernet Layer 2 Managed
PoE



LMSW-E33-82P PATENT PENDING:

LMSW-E33-82P is registered as a utility model with the Industrial Property Office under number PUV 2020-37577

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At the end of 2019, the strategic plan for the company's direct investment in OPTOKON Kable in the Czech Republic was approved resulting in OPTOKON expanding its value-added chain. With the new plant for the production and development of optical cables, we will now significantly contribute to the dynamic development of the market.

I believe that market dynamics will decrease significantly in 2020. The COVID-19 outbreak is constantly increasing its negative impact worldwide, which also leads to our growing concerns about maintaining our market position and the health and safety of all our employees. At the same time, the crisis must lead to a greater emphasis on strengthening cybersecurity. However, this requires the adoption of our quality strategy and advanced security solutions. To reverse the negative trend, it is also important to support our company in the fields of innovation and production. From my point of view, it is "artificial intelligence" that will aid both our production and in setting up systems and controlling processes. At the same time, we must keep in mind that investing in "artificial intelligence" should be seen as an investment in people not just in technology.

However, we are optimistic about gaining additional market share in 2020. In particular, we need to further optimize our competitiveness with new products and improve our production processes.

OPTOKON Forthcoming Exhibitions

SEDEC 2020

15.9.2020 - 17.9.2020
ATO Convention & Exhibition Center
Ankara, Turkey

HEMUS 2020

30.9.2020 - 3.10.2020
International Fair Plovdiv
Plovdiv, Bulgaria

The following exhibition has been rescheduled until 2022:

DSA 2020

28.3. - 31.3. 2022
MITEC, Kuala Lumpur, Malaysia

ECOC 2020

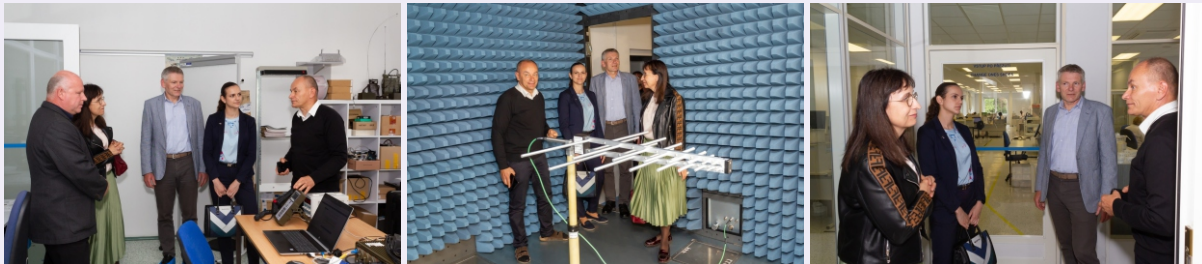
7.12.2020 - 9.12.2020
Brussels Expo
Brussels, Belgium

Company News

Visit of the President of the Defence and Security Industry Association of the Czech Republic (DSIA) to OPTOKON

On 9.6.2020, RNDr. Jiří Hynek, the President of the Defence and Security Industry Association of the Czech Republic (DSIA), accompanied by Ing. Kristýna Stejskalová, visited OPTOKON headquarters in Jihlava.

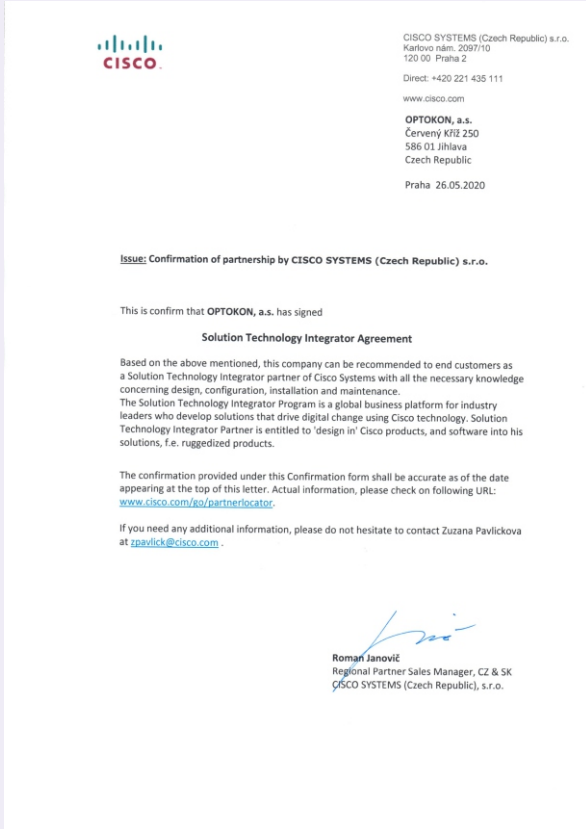
During his visit, Dr. Hynek was shown the production of passive and active elements as well as the newly built testing laboratory that provides services in the field of mechanical testing of cables and accredited temperature measurement containing equipment for EMC tests.



OPTOKON has an EMC chamber providing the measurement of electromagnetic compatibility of electrical products, including the option of measuring in a shielded chamber that meets demanding military standards. Dr. Hynek expressed his support for promoting the interests of the Czech defense and security industry as much as possible both in the Czech Republic and abroad during his visit.

Company News

Cisco STI Partnership Certifications



The ICT Division development has strengthened its capabilities in the area of operational and cybersecurity and for stationary – fixed and mobile – operational networks. As cyber defense and security are key capabilities of the military and the public safety and security segment, the division required a product portfolio to reflect this.

In 2019, the division took a major step toward this with the Cisco Solution Technology Integrator partnership acquisition, which allows OPTOKON to promote and to sell our ruggedized Cisco-based products into the global Cisco community.

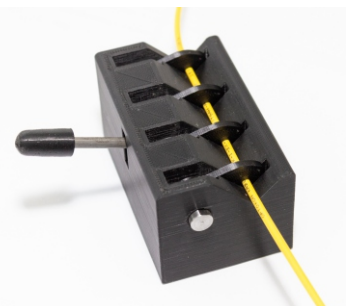
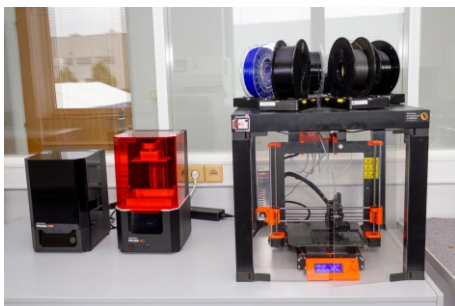
In May this year, OPTOKON signed a Solution Technology Integrator Agreement meaning that the company is entitled to 'design in' Cisco products and software into OPTOKON solutions. OPTOKON was the first Cisco partner in the Czech Republic.

OPTOKON is also a Select Certified Partner of Cisco with Express Specialization.

OPTOKON products released in cooperation with Cisco to date are the LMSW E2U Managed Switch, the LMSW-E33 Switch, and the LMSR-R63 Router. Further details can be found on page 8 in the new products section.

3D Printing at OPTOKON

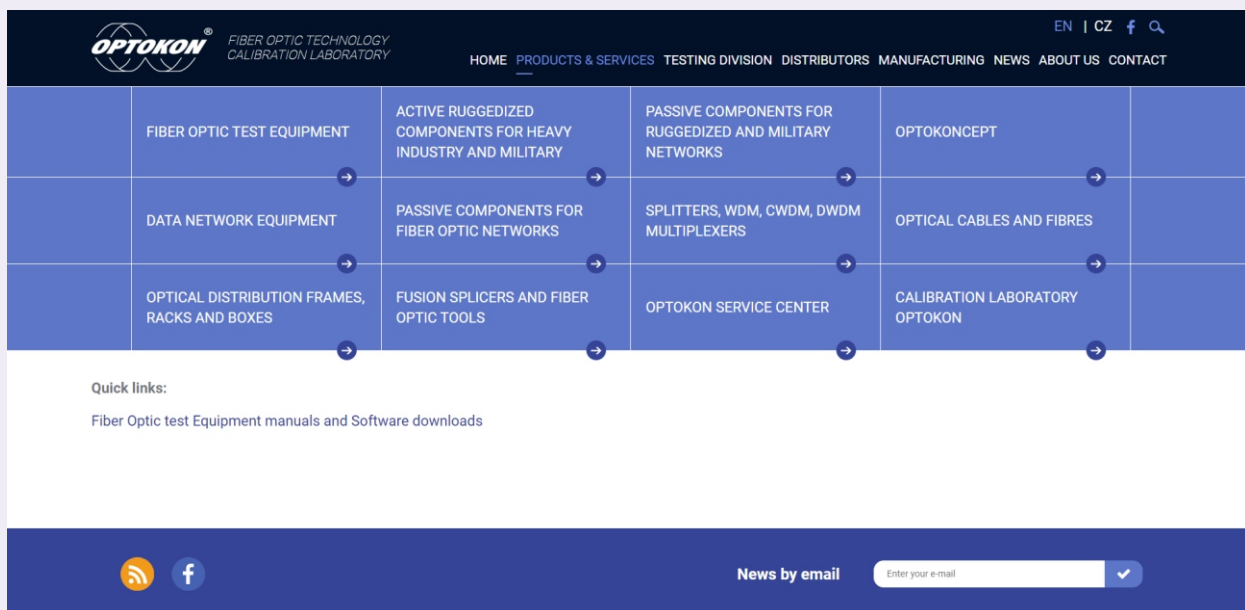
OPTOKON monitors developments in new technologies related to the company's production content and as a result, 3D printing technology is now included in the supported technologies. The company use 3D printers for solid filament printing and MSLA liquid resin printing. Printouts from a 3D printer have widespread use in the development of our products, where they significantly shorten the production time of prototypes and mean we can respond very quickly to customer requirements. In production, we use 3D printing for the production of assembly and foundation jigs, where the speed of implementation from design, through construction to actual production has proven invaluable. There is also significant use when testing our products during the production of test fixtures. In the future, we plan to acquire high precision micro-CNC technology to supplement our production options.



Company News

Company Website

OPTOKON has revamped the company website, which is now fully optimized for mobile devices. At the same time, the website has been simplified and navigation improved for ease of use. Our customers now can find more product information about the products as the revamped website is connected to the new OPTOKON product database. For our branches and partners, we have set up email notification with each datasheet change, including a description of the changes. This should help everyone to be better informed about OPTOKON new products, changes and updates. The website is currently in Czech, English and Russian language, Turkish will be added by the end of July. Additional translation and languages will be available shortly and we will continue to improve the website on an ongoing basis.



WWW.OPTOKON.COM

Company News

Featured products from OPTOKON and OPTOKON Kable

New OPT-ER-2 Rack

The newly designed OPT-ER-2 rack is based on the latest customer requirements. The optimally developed stand uses all the available design options to achieve the most efficient result for the customer.

The main advantages of the rack include a higher IP Code = Ingress Protection Rating (Ingress of solid objects and liquids protection) while the rack fulfils class IP41. Another key feature of the OPT-ER-2 is the low weight achieved by using aluminium alloy 5754, which also provides excellent corrosion resistance and very high strength. The advantage of the rack's low weight is reflected in lower transport costs and easy handling. The OPT-ER-2 stand is easily disassembled into just a few parts and assembly for the customer is straightforward.



[Download datasheet](#)

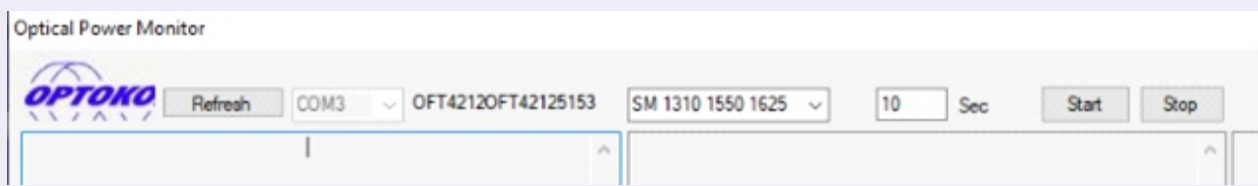


Company News

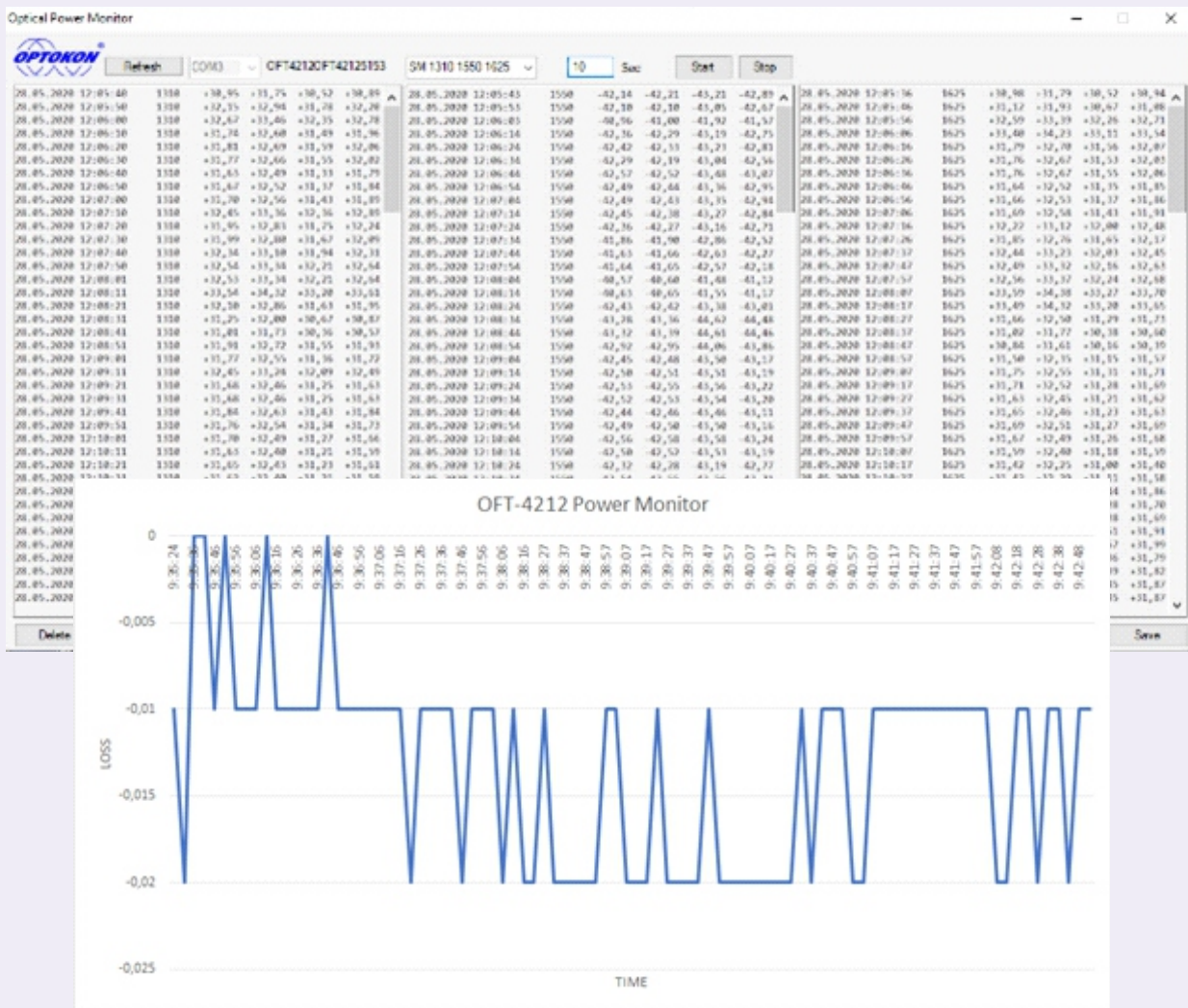
New OPM software

The OPM (Optical Power Monitor) software controls the [OFT-4212](#) unit and together provides a long term, four-channel monitoring station. This allows the user to choose which wavelength or combination of wavelengths that need to be monitored and to set the sampling period in seconds. All samples are recorded in separate windows for each wavelength and have a timestamp with date and time. The recorded data can be saved in text format and easily copied to spreadsheets for further examination.

The current version supports 1310, 1490, 1550 and 1625nm for single mode applications, and 850 and 1300nm for multimode.



OPM – connection setup, parameter setting

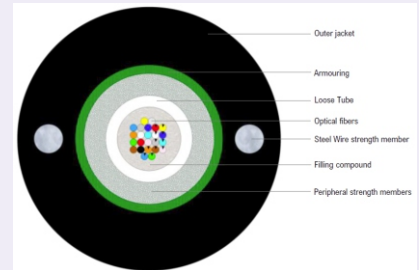


Company News

OPTOKON Kable Outdoor CST+SW armored Uni-tube Cable (GC)

The new outdoor CST CST+SW armored Uni-tube Cable from OPTOKON Kable has high mechanical resistance and full (100%) resistance against rodents. The cable has a guaranteed long service life and is designed for direct installation (laying directly into the ground) without any need for additional mechanical protection. The cable is used for the construction of long-distance optical routes in difficult terrain conditions.

[Datasheet can be downloaded here](#)



New Products

OFT-4212 Fiber optic 4-channel optical testing system

The OFT-4212 introduces a monitoring and testing system designed for long term measurement of time depending on the changes of optical power level. The system includes four input channels Power meter, Light source and reporting software – Optical Power Monitor. The system is available with 2 multimode 850/1300 nm or 4 single mode 1310/1490/1550/1625 nm working wavelengths.

[Datasheet can be downloaded here](#)



OFDU-CAP-J Rack Mount Cabinet for CAPM Cassette

The OFDU-CAP-J cabinet is primarily intended for convenient placement of CAPM cassettes. The unified modular system enables easy storage and fastening of CAPM cassettes and can be extended according to operator needs. The OFDU-CAP-J terminates up to 144 fibers in a 3U distribution frame and can take up to 12 prewired CAPM cassettes. Produced from aluminum alloy 5754 material, the cabinet offers excellent corrosion resistance and remarkably high strength.

[Datasheet can be downloaded here](#)



Ethernet Aggregation switches MES53xxA

MES5316A, MES5324A, MES5332A switches are high-performance devices with 10GBASE-R/1000BASE-X that can be used as aggregation switches in carrier networks and small data centers. The devices support operating bandwidth of 1 Gbps (SFP) and 10 Gbps (SFP+), which provides flexible use and smooth transition to higher data rates. The non-blocking architecture guarantees lossless packet forwarding at high loads with minimum and predictable delays for all types of traffic.

[Datasheet can be downloaded here](#)



New Products

LMSW-E2U Ruggedized Ethernet Layer 2 Managed Switch 2x 1G WAN, FO HMA or RJ-45 4x LAN 10/100BASE-T

The OPTOKON® LMSW-E2U ruggedized switch based on Cisco® technology extends switching capabilities to mobile and embedded networks that operate in extreme environments. The flexible, compact form factor of the switch, powered by advanced Cisco IOS® Software, provides highly secure data, voice, and video communications to stationary and mobile network nodes, making it ideal for use in harsh environmental conditions. The switch can fit all standard 24 V DC power systems and operates in a wide operating temperature range of -40 to +75°C.

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Solution Technology Integrator
of Cisco Systems**



LMSW-E33 - Ruggedized 1/10 Gigabit Ethernet Layer 2 Managed PoE Switch, 2x 10G WAN, FO HMA or RJ-45 8 or 24x LAN 10/100/1000Base-T, PoE

The OPTOKON® LMSW-E33 ruggedized switch based on Cisco® Embedded Service Switch (ESS) 3300 extends switching capabilities to mobile and embedded networks that operate in extreme environments. The flexible, compact form factor of the switch, powered by Cisco IOS® Software, provides highly secure data, voice, and video communications to stationary and mobile network nodes, making it ideal for use in harsh environmental conditions. The switch can fit all standard 24 V DC power systems and operates in a wide operating temperature range of -40 to +70°C.

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LMSW-E33-82P PATENT PENDING :

LMSW-E33-82P is registered as a utility model with the Industrial Property Office under number PUV 2020-37577

LMSR-R63 - Ruggedized next Gen Gigabit Router 2x GE WAN + 4x GE LAN ports

The OPTOKON LMSR-R63 ruggedized router based on Cisco Next Gen GE Embedded Router 6300 is optimized for military networks that require IP routing and services. The compact router provides highly secure data, voice, and video communications to stationary and operational-tactical network nodes.

The router supports a variety of management functions, including Cisco DNA, Web UI, IOx, MIB – SNMP (version 2 and 3), syslog etc. and can fit all standard 24 V DC power systems. The router operates in wide operating temperature range -40 to +70°C and can operate as a stand-alone device or it can be installed into 19" rack.

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