

# Exploration and Application of FTTR in pre-installation Market



Full fiber connection



Gigabit Full Coverage

# Why choosing FTTR : Gigabit ultra-fast main optical modem can meet the Wi-Fi cover the whole house

Dual frequency/Wi-Fi6 F5G Gigabit ultra-fast main optical modem  
 = Traditional modem + Cable + Router  
 One device cover the whole house WI-FI

Wi-Fi speeds up and realizes no bandwidth loss



Rate experience  
 ↑ 6 times  
 (100M->500M)



Network space ↑  
 20 times  
 (5% -> 100%)



High business stickiness  
 (Wi-Fi service+Smart home)

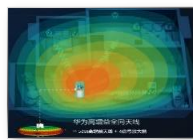
Cost ↓ 33%  
 (269 CNY-> 180 CNY)

## Wi-Fi 6 key technologies guarantee gigabit experience



Real Gigabit

Living room speed 1000M



Through 1 wall

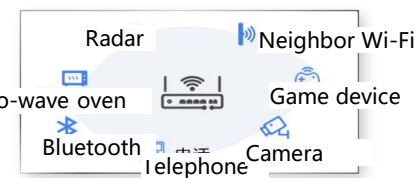
360 degree coverage, full fiber connection



Low latency

Network slicing, delay < 7ms

VR  
 Gaming  
 Educate

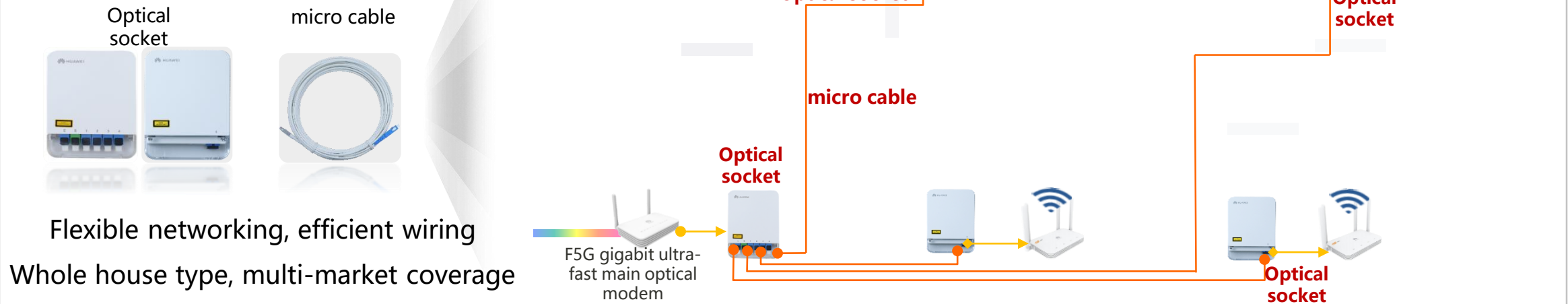


0 Stuck

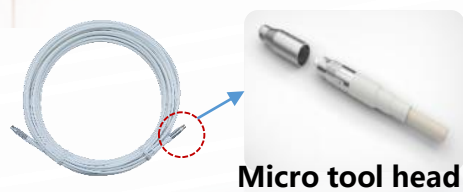
Intelligent identification to avoid interference

# The advantages of F5G FTTR pre-installation: lower cost, longer life, and simple laying

## Normalized ODN wiring scheme

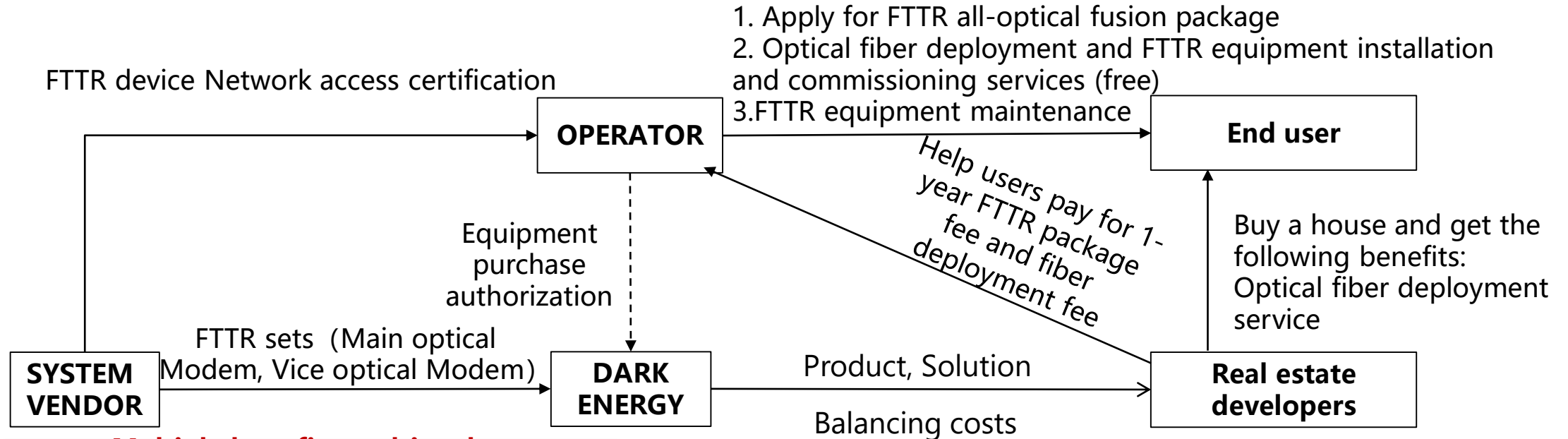


## Pre-installation (new/re-fitment) : Innovative micro-cable, no need for professional technicians



- **Enhanced micro tool head design, easy to lay**  
Lead through the tube, easy to draw, no welding
- **Supports up to 16 access points**  
Flexible deployment, wall-mounted, flexible installation of 86 type junction box

# FTTR pre-installation key business mode (—) ——Real estate



## Multiple benefits to drive the FTTR pre-installation market

Beneficiary	Benefit
Real estate	Increase the selling point of the house (build a technology house), premium housing prices
Operator	Develop high-value FTTR integration package users in batches
End user	Enjoy FTTR gigabit converged package with low threshold

### DARK ENERGY (mobile terminal equipment agent) :

- 1、 Product and technology promotion, promote FTTR solutions to real estate developers;
- 2、 As a core resource integrator, integrate real estate developers and operators;
- 3、 Link operators and real estate developers to balance the costs of both parties.

# Pre-installation Project Pilot Strategic Signing in Dongguan Vanke Songyue Garden

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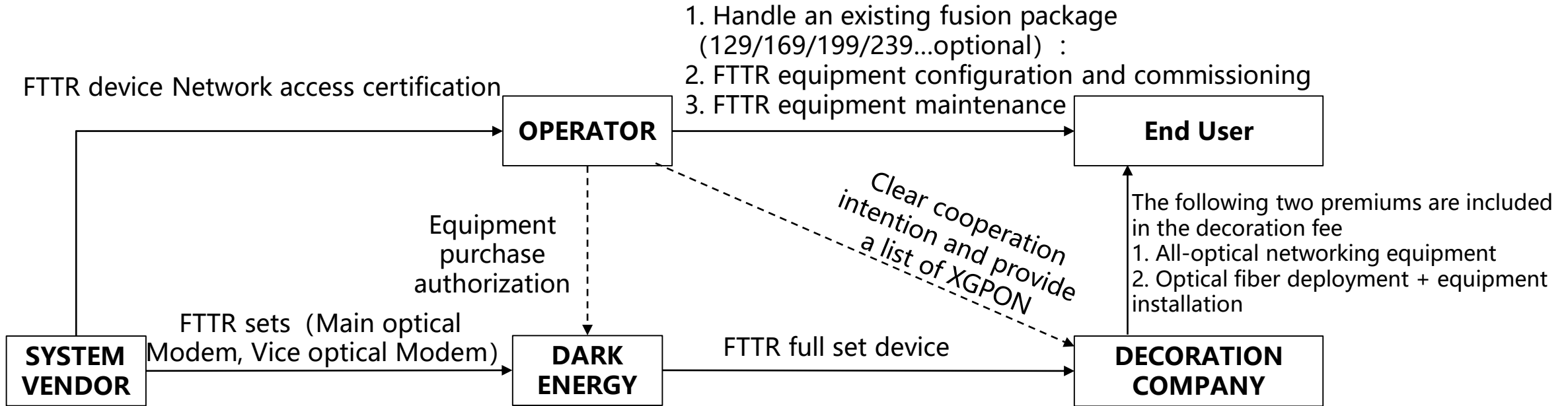
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# FTTR pre-installation key business mode (二) —— Decoration company



## Multiple benefits to drive the FTTR pre-installation market

Beneficiary	Benefit
Decoration company	Increase decoration selling point, equipment premium profit
Operator	Develop high-value integration package users in batches, and decoration companies help deploy optical fibers to reduce workload
End user	The whole house Wi-Fi deployment is directly completed during the decoration process, more convenient, and the premium part has a lower perception than the

## DARK ENERGY (mobile terminal equipment agent) :

- 1、 Product and technology promotion, promote FTTR solutions to real estate developers;
- 2、 Product supply, providing products for decoration companies;
- 3、 providing technical services for decoration companies.

# Difficulties and Solutions of Pre-installation for FTTR (一)

## 1、 Pre-installation problems for real estate developers::

### ➤ The problem of the solution design and cost control of the developer's optical fiber access room,,

- A. The cost of the optoelectronic composite cable solution is high.
- B. The future access of ordinary optical cables into the room is complicated.
- C. The cost of pre-embedding and installing the 86 type box equipment is higher.

## Solution:

1. Suggest developers choose plan B first, take the lead in realizing FTTR in the lowest cost;
2. Guide operators and developers to communicate, give equipment subsidies to install 86 type boxes and vice optical modem equipment in advance

# Difficulties and Solutions of Pre-installation for FTTR (二)

## 1、 Pre-installation problems of decoration:

- **Decoration company design to guide customer demand and cost accounting control issues?**
- **The urgency of high-speed network needs?**

## Solution:

- 1. Train the designer, take the FTTR solution as the standard configuration of the design solution, and install 86 type boxes and vice optical modem equipment in advance;**
- 2. From the economic point of view, consider FTTR advantages of save energy, long-term price and long services time;**
- 3. Obtain the donated main and vice optical modem equipment from the operator in advance to save costs.**



FTTR



# THANKS !

Make Gigabit Optical Networks Like Air  
all the time  
everywhere

让千兆光宽像空气一样，无时无刻、无处不在

