





### **INDUSTRY STATS SNAPSHOT**

HTI Martin Technical Research Survey of 89 network owners and network contactors study on network failure.

- 98% of Network Contractors experienced fiber failures during the installation process
- 92% of Network Contractors use Isopropyl Alcohol (IPA) as a cleaning agent
- 30% of Network Contractors use compressed air for cleaning

#### Truck Roll Back Expense Stats:

- "The average truck roll is ~ \$150 NOT including labor. Labor \$50/hour. The average PRISM truck roll results in a three hour visit." Matt Olson, Principal Architect at CenturyLink at CONF 2014
- National Association of Regulatory Utility Commissioners estimates a truck roll costs upwards of \$275 in 2014 and that does not take into consideration the cost of parts.

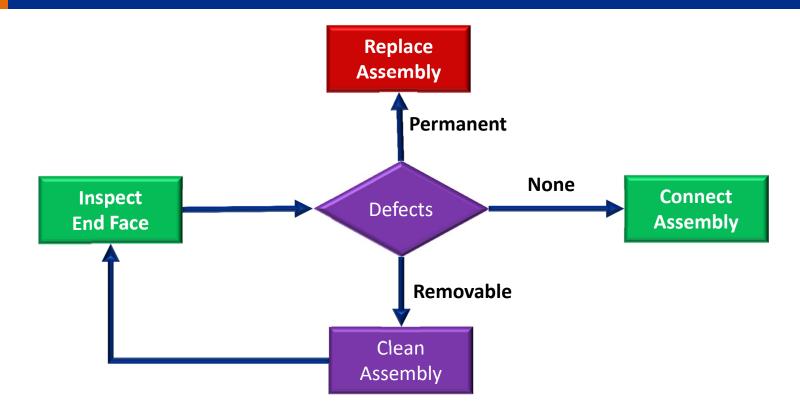
80% of a network installation expense is labor.

Doing the job right the first time reduces costs & frustration





### BEST PRACTICE : INSPECT → CLEAN → RE INSPECT



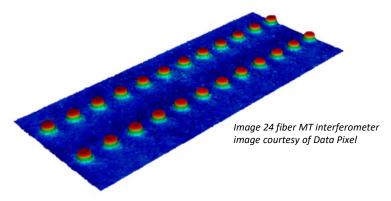
- Recommended process from **iNEMI IPC 8497-1** & **IEC 61300-3-35**
- <u>Never</u> assume a new cable assembly or transceiver is clean
- No cleaning process is 100% every time and inspecting the end face is important



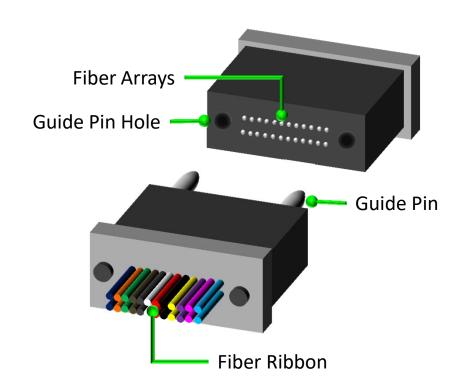


# **CRITICAL FACTORS FOR MATING MT FERRULES**

Fiber protrusion varies between 1 $\mu$ m to 3  $\mu$ m



- Fiber protrusion and end face geometry
- Shape & tolerance of guide pins
- Tolerance of the fiber and guide pin hole



It only takes a minuscule dust particle in the right place to wreak havoc





# **MATING MPO CONNECTORS**

Mated MPO connector image courtesy of US Conec





QSFP 40GBASE-SR4 image courtesy of Arista

### **Contact Friction:**

- Connector slider
- Retention clips in adapters and transceivers
- Guide pins

Wear debris is a common source for causing dust particulates



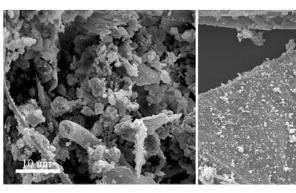


# **ENVIRONMENTAL SOURCES OF DUST CONTAMINATION**

- Dead skin, hair, and clothing lint
- Foam based swabs and paper based wipes
- Zinc whiskers from electroplated surfaces
- Paper & cardboard packaging materials
- Protective end caps for connectors and adapters
- Airborne based pollen, molds, concrete dust

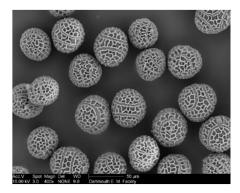


Zinc Whiskers Source: NASA Electronics Parts & Packaging Program



Left: Dust from top of cabinet. Right: Paper
Fiber(wood) from inside drawer
Source: Karen Bryniolf Pedersen & Morten Ryhl-Svendsen National Museum of

Source: Karen Brynjolf Pedersen & Morten Ryhl-Svendsen National Museum of Denmark

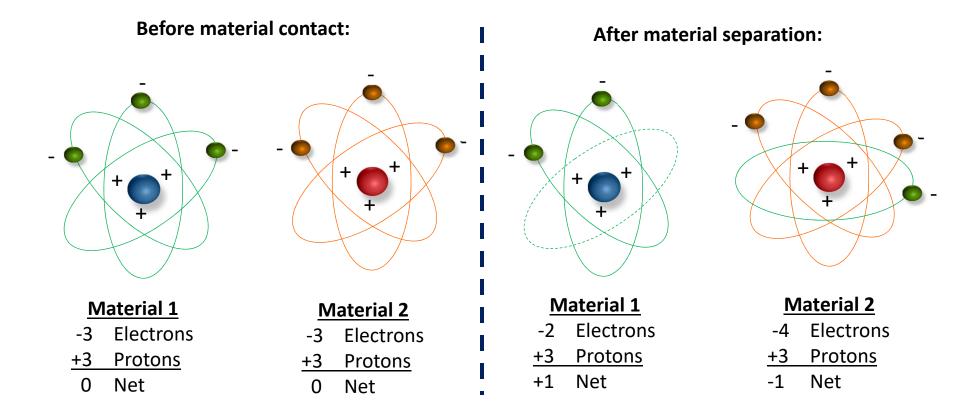


Flower Pollen
Source: Dartmouth College Electron
Microscope Facility

Dust contamination is inevitable and the most common end face contaminate



### **ELECTROSTATIC CHARGE FROM CONTACT FRICTION**



Most structured cabling applications have low humidity and susceptible to triboelectric charging

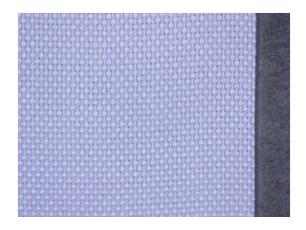




# **CASSETTES FOR CLEANING MT END FACES**



- Cassettes are good for cleaning end faces in production environment
- Uses micro woven, ultrasonically cut cleaning ribbon
- Capable of dry or wet-dry cleaning



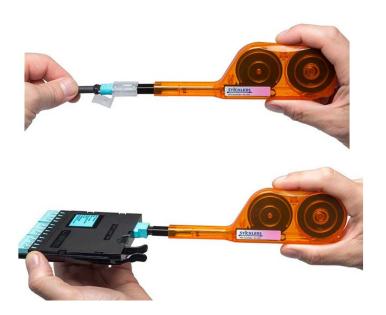








## **CLICKER FOR CLEANING MT END FACES**







- Clickers are good for cleaning end faces during network installations
- Cleans both in adapter (male MT) and cable assemblies (female MT)
- Uses micro woven, ultrasonically cut cleaning ribbon and self aligning

#### **Best Practice for Wet-Dry:**

- Apply small amount of cleaning fluid to an optical grade wipe
- Touch the cleaning tip of the clicker on the wet spot on the wipe
- Do NOT apply the cleaning fluid directly to the cleaning ribbon



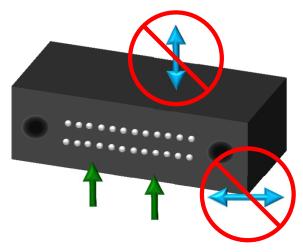


# STICKS FOR CLEANING IN ADAPTER MT END FACES

- Sticks are good for cleaning end faces that have difficult to remove contamination
- Stick and fluid eliminates electrostatic charge
- Always wipe the end face single direction going along the parallel array











# **CUTTING CORNERS WITH KNOCK OFF PRODUCTS**



- Clickers and cassettes cleaning performance is 100% dependent on all of the components working together as a mechanical system
- The knock off manufacturers reduce production costs by using lower quality components, expanding the tolerances on the components, and eliminating quality control steps





#### **Telltales of Knock Off Products**

- No Brand name
- No manufacturer
- No country of origin
- Generic packaging





### **CAVEAT EMPTOR ON KNOCK OFF PRODUCTS**

#### When YOU make the decision to purchase knock off products, You exposed your company to:

- Using products that will have no support when quality instances happens
- Jeopardized relationships and lost of trust with legitimate suppliers
- Potential legal action for violating product patents
- Lower profits (if you are a distributor reselling the knock off products or end user having to clean end faces multiple times)



Assuming 80%+ of an installation cost is labor, a high quality product gets the job done right the first time and lowers your OPEX.





# Thank you for your time.

Brian Teague
Product Line Manager – Sticklers® Fiber Optics

briant@microcare.com

C: +1.860.406.2576

www.sticklerscleaners.com

