

Press Release

AirFaster lights up challenging coastal network with Smartoptics

Oslo, Norway – February 20, 2025 – Smartoptics, a leading provider of optical networking solutions, today announced that AirFaster Telecomunicaciones, a communication services provider based in Mexico, has deployed Smartoptics open line systems for a 600 km network up the coast of Baja California to Tijuana, Mexico. The Smartoptics solution provides flexible and cost-efficient connectivity. This enables AirFaster to offer competitive services to customers.

AirFaster is a communication service provider (CSP) operating on the Pacific Ocean coast of Baja California in Mexico. The CSP's network covers five cities, running 600 km along the coast from its HQ in Ensenada to Tijuana, which borders San Diego, California, in the United States. This coastal fiber route poses geographical challenges, requiring both aerial and underground fiber. Smartoptics open line systems are used to provide flexible and reliable DWDM networking along this route.

"Compared to other vendors we have spoken with, Smartoptics are better at listening. Instead of trying to force us into higher bit rates sooner than necessary, they enable us to go at our own pace and grow in steps with an easy upgrade path to 100G and 400G. We appreciate the no-nonsense approach of Smartoptics, giving open and honest answers to our questions. The fact that top management actively engages even with relatively small providers like us speaks volumes in my opinion," says Victor Serrano, Technical Director, AirFaster Telecomunicaciones.

Tijuana, Mexico, serves as an important interconnection point for cross-border services between the US and Mexico. However, the costs associated with the geographical challenges of the coastal fiber route in Baja California have traditionally been prohibitive to smaller CSPs. This is why cost-efficient DWDM links are a key success factor for AirFaster in serving this network.

"Our open line systems are designed to be energy efficient with one of the most compact form factors in the market, only taking up 1U of rack space. This helps AirFaster keep costs down and break into the territory of larger CSPs with disruptive and competitively priced connectivity. We are proud to support AirFaster in this effort as we at Smartoptics share this challenger DNA and mentality ourselves," says Armando Carmona, Business development director LATAM, Smartoptics.

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About Smartoptics

Smartoptics provides innovative optical networking solutions and devices for the new era of open networking. Our customer base includes thousands of enterprises, governments, cloud providers, Internet exchanges as well as cable and telecom operators. We have an open networking approach in everything we do which allows our customers to break unwanted vendor lock-in, remain flexible and minimize costs. Our solutions are used in metro and regional network applications that increasingly rely on data center services and specifications. Smartoptics is a Scandinavian company founded in 2006. We partner with

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leading technology and network solution providers such as Brocade, Cisco and Dell and have a global reach through more than 100 business partners.

For additional information about Smartoptics, please visit <https://smartoptics.com/>

About AirFaster Telecomunicaciones

AirFaster Telecomunicaciones specializes in delivering cutting-edge connectivity and telecommunications solutions. Our main focus is on providing high-speed internet services, fiber optics, and wireless solutions for both businesses and individuals, ensuring reliable coverage and an exceptional user experience. With a highly skilled team and state-of-the-art technology, we are committed to keeping our customers connected in an increasingly digital world.

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