



Why Partner With MRV?

Because we're awesome.



Optical Communications Systems®

Empowering the Solution Provider

Why Become an MRV Optical Communications Systems® Solution Provider?

MRV Optical Communications Systems® believes that collaborative relationships with our vendor and reseller customers encourages creativity in developing and supporting programs that result in delivering the best possible outcomes. Our optical solutions are future-proof to technology shifts and service changes, and are ready to support high bandwidth applications.

We employ a “Channel First” strategy for our market-leading solutions in Out-of-Band Networking, Carrier Ethernet Access, Mobile Backhaul, and Optical Transport and WDM markets.

A shining example of our effective “Channel First” strategy is the exclusive relationship we have established with Interlink Communication Systems, customer-focused, value-add Distribution Company, representing select manufacturers of networking products to a global network of Solution Providers, Value Added Resellers, System Integrators and Network Service Providers.

Active in Fast Growth Markets. Why Not Join Us?

- Significant growth in business Ethernet services across all sectors drives transition from legacy to packet based networks
- Mobile Backhaul Networks for the migration to Ethernet over fiber
- Optical transport and Wave Division Multiplexing driven by Ethernet/IP network transformation projects that increase traffic demands
- WDM – Dell’Oro Group: WDM equipment fuels optical market growth. Total worldwide optical transport equipment revenue forecasted to exceed \$13B in 2012 in large part due to strong growth in the WDM segment.

Top Reasons to Partner with MRV Optical Communications Systems®

- A Channel-driven company with attractive partner programs
- Better-than-most margin potential
- Limited competition
- Deal registration
- Value add service opportunities to bolt-on installation and support for ongoing revenue
- MRV is active in fast growth markets
- World-class service and support programs, including nationwide logistics
- Field sales resources
- Worldwide presence
- Reliable, managed Optical Transport



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EMPOWERING
THE OPTICAL EDGE™

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MRV Communications, Inc. is a leading global provider of carrier ethernet access, WDM optical transport, and infrastructure management equipment and solutions, as well as network integration and managed services. Our solutions enable the delivery and provisioning of next-generation optical transport and carrier ethernet services over any fiber infrastructure.

Learn How YOU can become an MRV Solution Provider Today!

Call: 800-338-5316

Click: mrv.com/partners

Email: partners@mrv.com