Sampling Process

In the case of compatible optical transceivers, the ability for the customer to trial the product is a very important and necessary part of the buying process. We are very happy to provide samples to the customer for validation and testing within the network. In fact we love sampling because we know that having received and tested the samples the customer is much more likely to place an order for the product!

Our process for the customer to receive samples is simple and there is no obligation upon the customer. We jointly agree which samples will be provided and in what quantity and what price and then customer signs a form to state that they will evaluate the product over a given time period (usually 1 month). The samples are freely issued to the customer at no cost. Once the trial period has elapsed, the customer returns the samples with no costs of any sort or sends a valid purchase order to purchase the samples.

To arrange a trial please speak to your regular contact or click here to submit an enquiry.