



PAYOFFS FOR ISPS

⚙️ Maximize ROI

You've already made the investment—now stretch the value of your fiber deployments by enabling multi-use applications.

⚙️ Partner

Municipalities, utilities, and transportation agencies are actively looking for fiber-based partners to deploy DFOS-enabled projects.

⚙️ Differentiate

Stand out in a crowded market by offering sensing-as-a-service or municipal integration partnerships.

⚙️ Monetize

Charge for access to real-time infrastructure data—without laying a single new mile of fiber.

Ella Pratti



Rethink What Fiber Can Do

Fiber isn't just a vehicle for internet service—it's an underutilized asset with the potential to transform how communities function and how ISPs deliver value. With technologies like **Distributed Fiber Optic Sensing (DFOS)**, your existing fiber can:

- Detect physical changes in the environment—like seismic activity, structural strain, or traffic patterns
- Act as a sensor network for utility grids, pipelines, and critical infrastructure
- Enable faster emergency response through vibration and sound detection

Why Now!

30%

30% of public infrastructure projects now include smart tech, and it's rising fast.

20%

Only 20% of Americans are aware that fiber can be used for anything beyond internet access.

What You Can Do Today

Assess your current network routes for strategic DFOS use (bridges, pipelines, public infrastructure)
Partner with local or regional public agencies exploring smart city or infrastructure monitoring projects
Explore OSS/BSS platforms (like Sonar) that support integrated workflows for multi-use fiber operations

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