



The main idea of the xbest.pl company is to provide the highest quality of sales, service, maintenance and consultancy to people in the telecommunications and ICT industry. Access to fast and efficient fibre optic Internet is the foundation for the development of the modern economy. At xbest.pl, we help drive this economy by providing continuous access to fibre optic solutions.

We would like to invite you to find out more about our business profile.

FIBRE OPTIC NETWORKS  
**THE FUTURE**  
WITHIN YOUR REACH

SEE FOR YOURSELF!





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### Service centre

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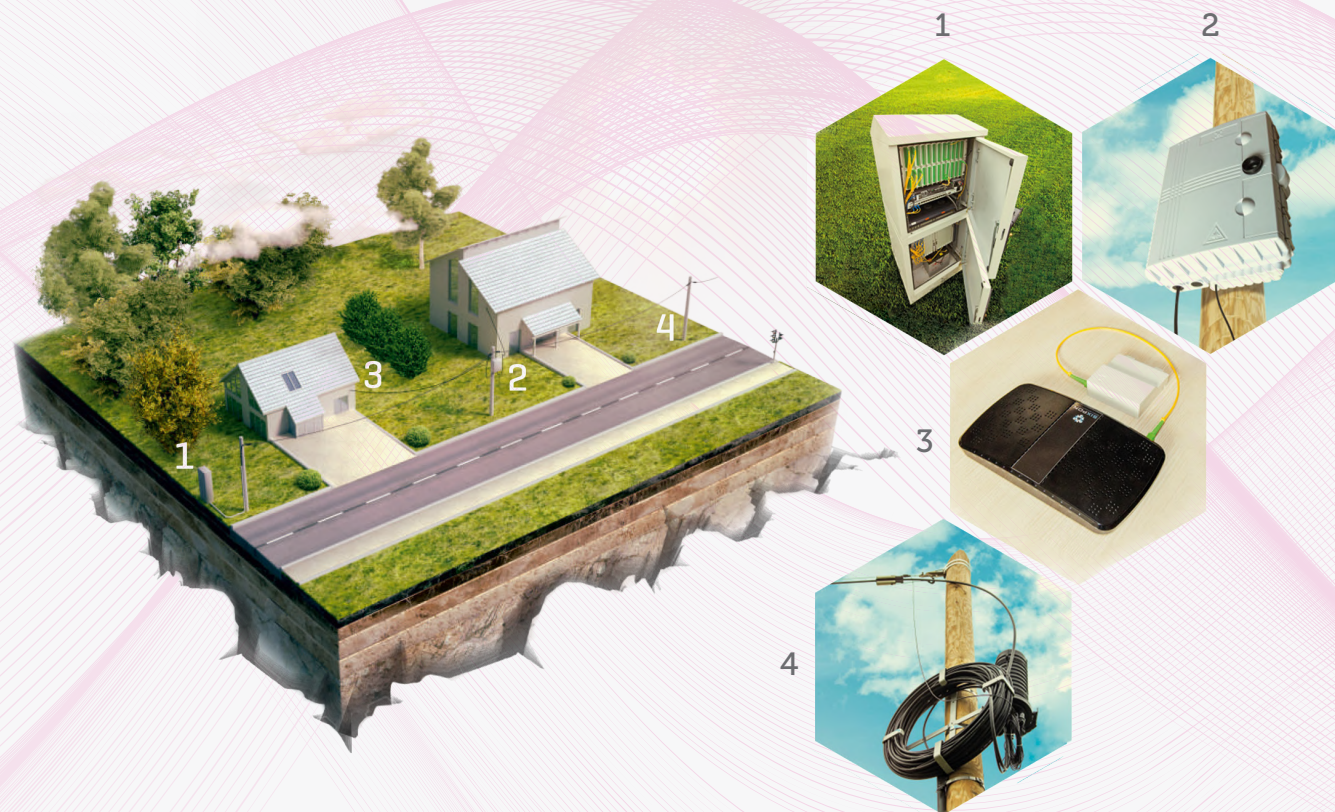
## THE FUTURE OF XBEST.PL COMPANY 6

40





In our offer:



We're creating  
**fibre optic networks**  
 with passion







At xbest.pl, we are guided first and foremost by a philosophy of quality and a high standard of customer service. The fibre optics industry is constantly evolving, and with it access to faster and more efficient Internet. The same applies to our company - constant development and broadening of knowledge of the broadly understood ICT industry is our highest value. Therefore, the greatest potential of our company is not only high quality products, but also qualified employees - starting with an organised logistical and warehouse background, through an extensive sales department, and ending with the management staff. We look forward to doing business with you!

**CEO**  
Szymon Sowa  
s.sowa@xbest.pl



**CEO**  
Krystian Skiba  
k.skiba@xbest.pl



# 5 steps towards success





# G eneral information



FOUNDATION  
2007



EMPLOYEES  
80



PRODUCTS  
above 6000

## Main headquarters: POLAND:

- WARSAW
- RYBNIK

## Other branches:

- GREAT BRITAIN
- CZECH REPUBLIC
- CHINA

GREAT  
BRITAIN  
(LONDON)

WARSAW

RYBNIK

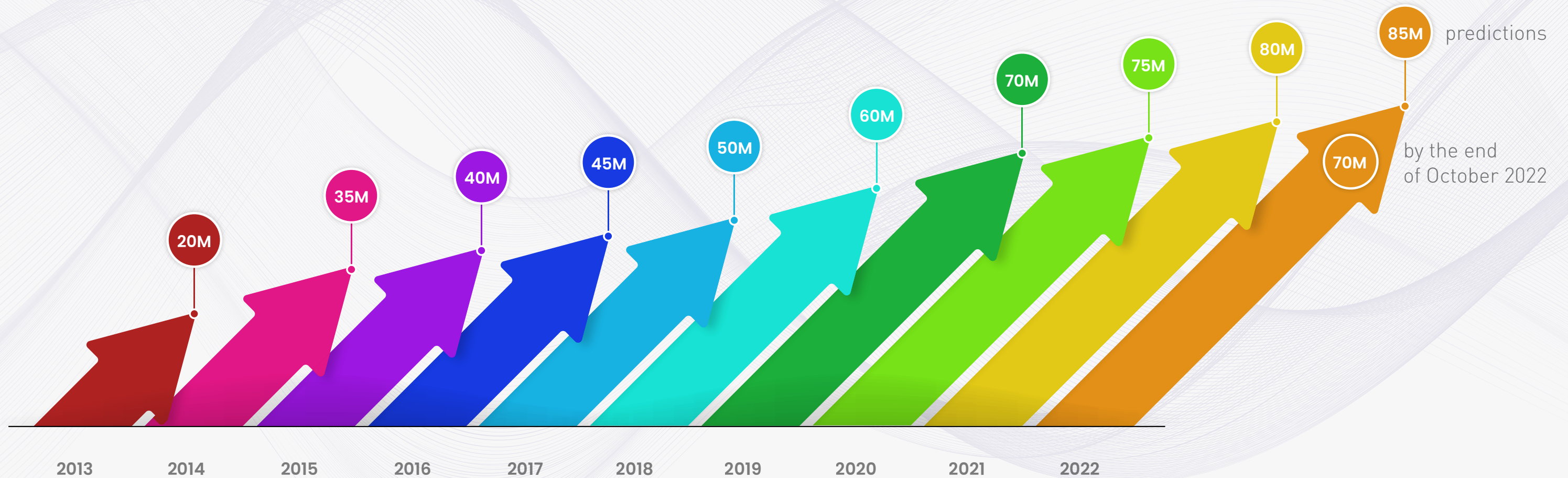
CZECH  
REPUBLIC  
(OSTRAVA)

CHINA  
(SHENZHEN)



# Sales figures

The high quality of the products we sell, our participation in numerous industry conferences, our pro-client approach to transactions and our various marketing and advertising activities all contribute to a steady increase in sales revenue. The expansion of international markets and the constant extension of our range with new products and solutions reinforce our conviction that the upward trend will be maintained.

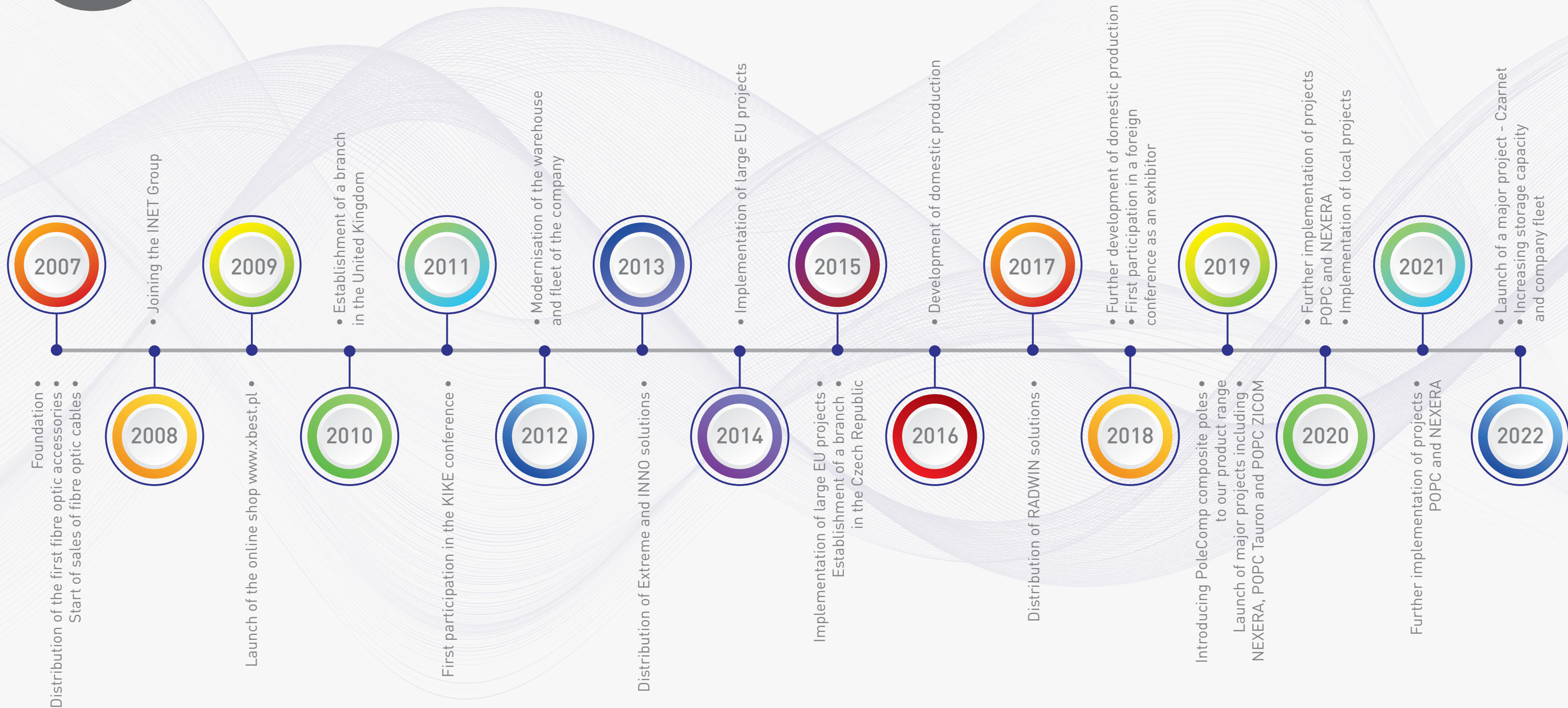


\*The sales revenue shown relates to fibre optic cables and accessories only.



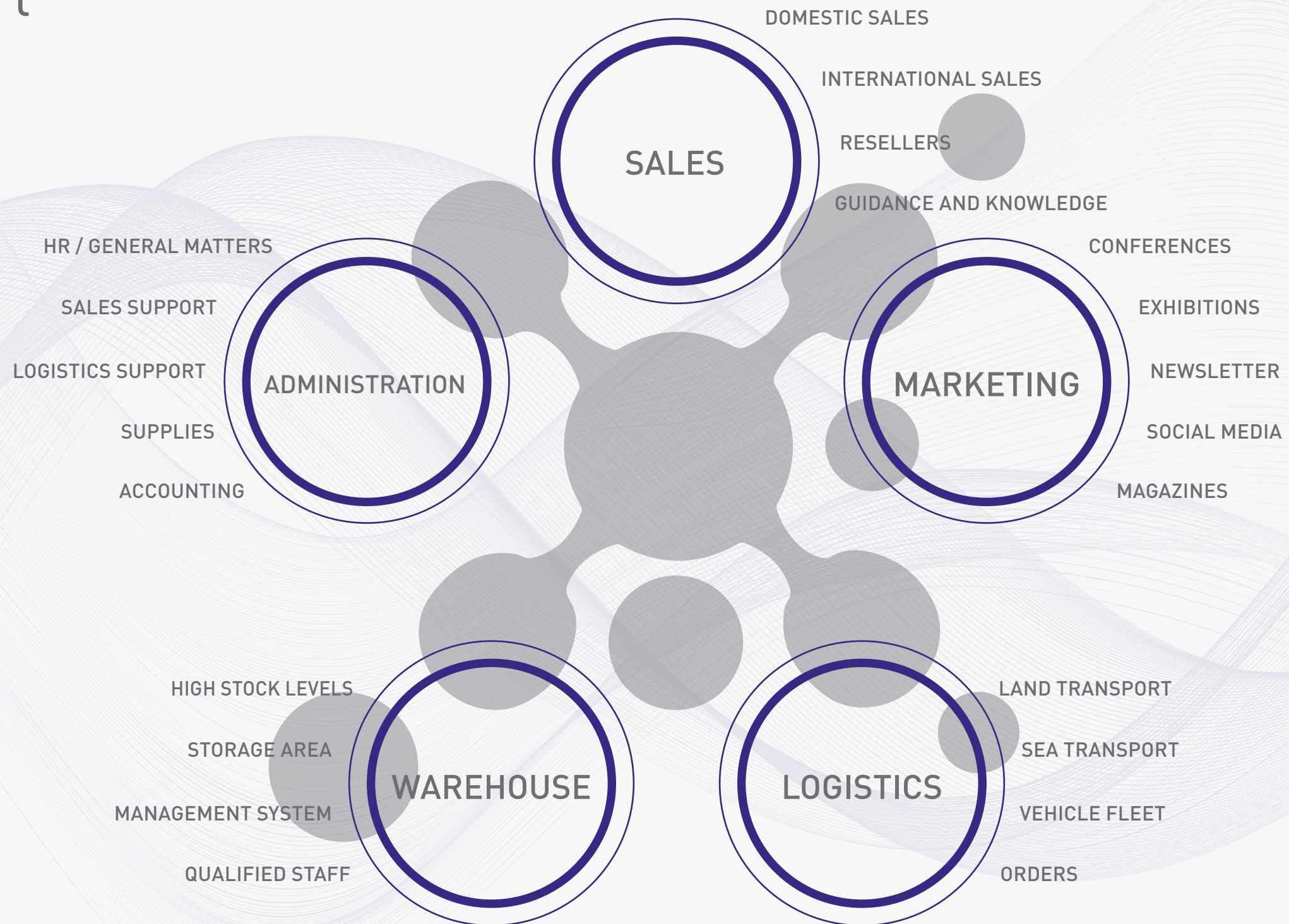
# Company history

The xbest.pl company was established in Rybnik in 2007. It has developed from a small shop into one of the largest wholesalers of fibre optic cables and accessories in Europe. Thanks to maintaining a large stock, we are able to carry out large orders/projects as soon as we receive an order. The company's position on the market can be seen in its close cooperation with such industry-recognised brands as EXTREME NETWORKS and INNO INSTRUMENT. The company's dynamic growth is due to its knowledge of market needs, qualified staff, consistent implementation of set goals and organisational background.



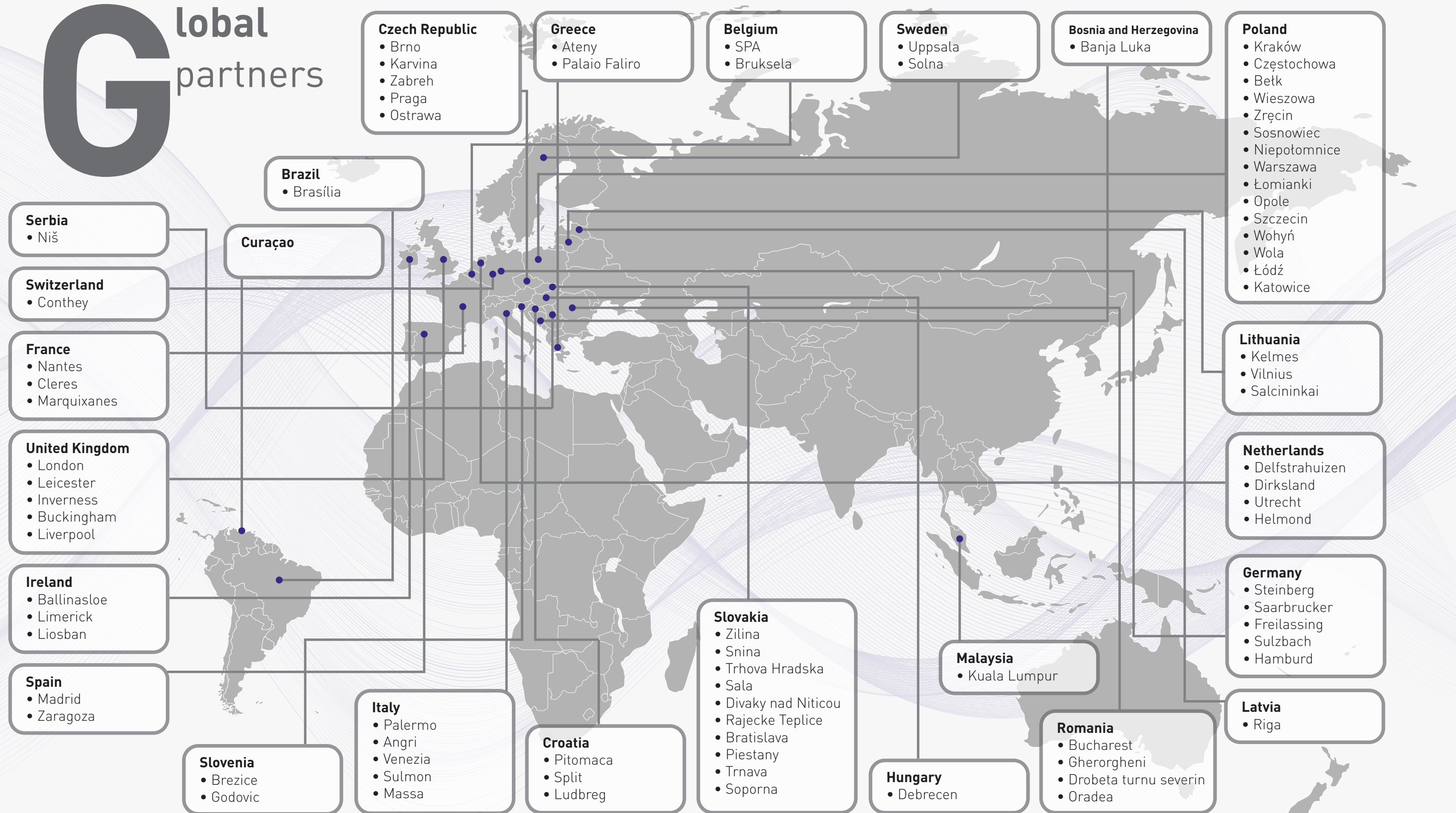


# Organisation chart





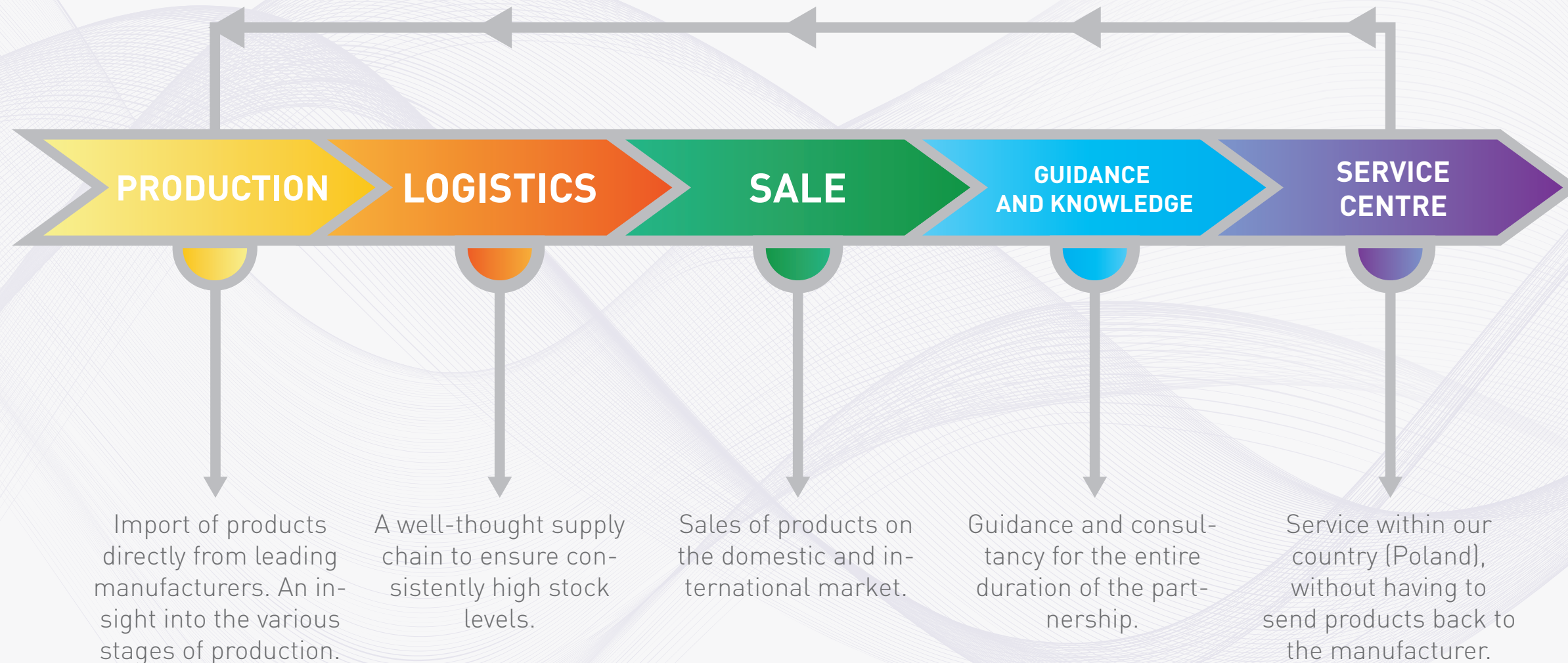
# Global partners





# Supply chain

At xbest.pl, we are aware of how important order processing time is. Thanks to efficiently managed logistics, high stock levels and our own transport fleet, we ensure that even very large orders are processed within a few working days.





# Fibre optic cables OPTIX

# OPTIX®

We have a wide range of fibre optic cables for overhead, duct, micro duct, underground, indoor and special installations. The guiding principle in our company is the quality of the products we sell, which leads to customer satisfaction. Thanks to detailed control at all stages of production and the use of the highest quality materials - we provide reliable fibre optic cables that guarantee success in the construction of fibre optic infrastructure.





# Fibre optic cables

## OPTIX

### Self-supporting / ADSS cables

# OPTIX®

Fibre optic overhead cables reinforced with aramid fibre. The HDPE sheath is resistant to high and low temperatures and harmful weather conditions. All fibres and cable tubes are color-coded in accordance with the EIA/TIA-598 standard. Fibre optics are based on high quality prefabricated components from a global manufacturer.

In our offer:

- OPTIX Cable ADSS-XOTKtsdD AC105 2.7kN (up to 50m SPAN - NESC Heavy)
- OPTIX Cable ADSS-XOTKtsdD AC206 4.0kN (up to 100m SPAN - NESC Heavy)
- OPTIX Cable ADSS-XOTKtsdD AC301 6.0kN (up to 150m SPAN - NESC Heavy)





# Fibre optic cables

## OPTIX

### Universal cables

# OPTIX®

Universal fibre optic cables are designed for laying in primary and secondary teletechnical ducts by pneumatic and mechanical methods, directly in the ground and for overhead installation. All fibres and tubes of the cable are color-coded in accordance with the EIA/TIA-598 standard. The optical fibres are based on high quality prefabricated components from a global manufacturer.

In our offer:

- OPTIX Cable ARAMID Z-XOTKtcdD 1.2kN (up to 80m SPAN - NESC Heavy)
- OPTIX Cable STEEL Z-XOTKtc 1.2kN (up to 60m SPAN - NESC Heavy)
- OPTIX Cable FRP Z-XOTKtcd 1.2kN (up to 35m SPAN - NESC Heavy)
- OPTIX Cable GLASS Z-XOTKtcdDb 1.0kN (up to 40m SPAN - NESC Heavy)
- OPTIX Cable GLASS PLUS Z-XOTKtcdDb 1.2kN (up to 50m SPAN - NESC Heavy)
- OPTIX Cable FLAT Z-XOTKtcdp FC101 1.0kN (up to 70m SPAN - NESC Heavy)
- OPTIX Cable FLAT Z-XOTKtcdp FC102 1.0kN (up to 70m SPAN - NESC Heavy)
- OPTIX Cable FLAT Z-XOTKtsdp FC201 1.0kN (up to 70m SPAN - NESC Heavy)
- OPTIX Cable FLAT Z-XOTKtsdp FC202 1.0kN (up to 70m SPAN - NESC Heavy)





# Fibre optic cables

## OPTIX

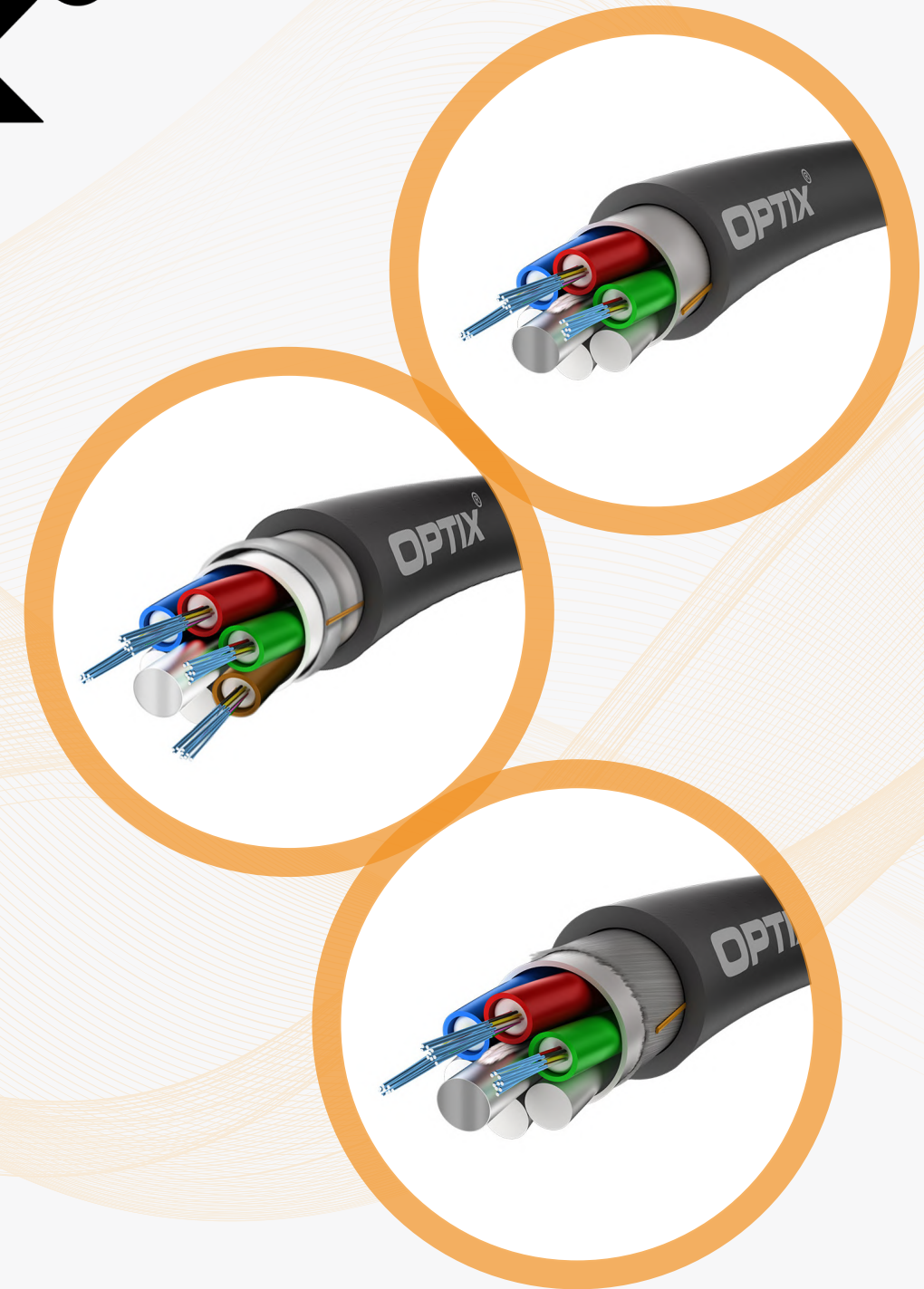
### Duct cables

# OPTIX<sup>®</sup>

Fibre optic duct cables of multi-tube construction, characterised by high flexibility and drag resistance. Equipped with a central reinforcing element (FRP rod) and water blocking elements, which are a moisture wicking fibre/moisture barrier tape and hydrophobic gel. The sheath is made of HDPE. Fully dielectric (with the exception of the STRONG cable, which is reinforced with corrugated steel tape). All fibres and tubes of the cable are color-coded in accordance with the EIA/TIA-598 standard.

In our offer:

- OPTIX Cable DUCT Z-XOTKtsdD 3.0kN
- OPTIX Cable SAVER Z-XOTKtsdD 1.8kN
- OPTIX Cable SAVER PLUS Z-XOTKtsdD 2.7kN
- OPTIX Cable LIGHT Z-XOTKtsd 1.5kN
- OPTIX Cable STRONG ZKS-XOTKtsFf 2.5kN
- OPTIX Cable DAC (Direct Access Cable) Z-XOTKtcdD 1.2kN





# Fibre optic cables

## OPTIX

### Microduct cables

# OPTIX®

Microduct fibre optic cables in two different variants: with a multi-tube construction (Micro Z-XOTKtmd, Z-VOTKtmd) and with a central tube (Micro ZW-XOTKtcdD, ZW-VOTKtcdD). The cables are fully dielectric. Reinforced by a central strengthening element in the form of an FRP / ARP rod. Resistant to high and low temperatures. All fibres and cable tubes are color-coded in accordance with the EIA/TIA-598 standard. Fibre optics are based on high quality prefabricated components from a global manufacturer.

In our offer:

- OPTIX Cable MICRO EPFU ZW-XOTKtcd MC101 0.05kN
- OPTIX Cable MICRO ZW-XOTKtcdD MC201 0.15kN
- OPTIX Cable MICRO ZW-VOTKtcdD MC205 0.25kN
- OPTIX Cable MICRO Z-XOTKtmd MC301 0.65 - 1.0kN
- OPTIX Cable MICRO Z-VOTKtmd MC302 0.65 - 1.0kN





# Fibre optic cables

## OPTIX

### FTTX cables

# OPTIX®

The offer of xbest.pl includes a wide range of optical fibre cables for use in the installations of the so-called last mile (FTTX). We offer: indoor/outdoor Airflow, Air-Tube, easy access Vertical cables, flat overhead S-NOTKSdp cables and flat cables ARP ZW-NOTKSdp for indoor installations. In addition, transparent OPTIX GHOST and round Mini LSZH cables, which are perfect for installations in offices and flats.

In our offer:

- OPTIX Cable AIRFLOW S-QOTKSdD 0.8kN (up to 80m SPAN - NESC Heavy)
- OPTIX Cable AIRFLOW S-QOTKSdD 2F (2x 0.9mm) 0.8kN (up to 80m SPAN - NESC Heavy)
- OPTIX Cable AirTube S-XOTKtmdD 0.6kN (up to 50m SPAN - NESC Heavy)
- OPTIX Cable S-NOTKSdp 0.6kN (up to 50m SPAN - NESC Heavy)
- OPTIX Cable S-NOTKSp 0.6kN (up to 50m SPAN - NESC Heavy)
- OPTIX Cable ARP ZW-NOTKSdp 0.08kN
- OPTIX Cable BREAKOUT W-NNOTKtsd 0.15 - 1.0kN
- OPTIX Cable BREAKOUT W-NNOTKSd 1.5kN
- OPTIX Cable VERTICAL W-NOTKSd 1.0kN
- OPTIX Cable VERTICAL MULTI W-NNOTKSd 1.0kN
- OPTIX Cable Multi LSZH W-NOTKSdD 0.8kN
- OPTIX Cable MINI LSZH W-NOTKSdD 0.12kN
- OPTIX Cable FireBlock B2CA W-NOTKSdD 0.5kN
- OPTIX Cable GHOST W-VOTKSd 0.06kN





# Copper and solar cables COPIX



High quality copper cables available in two product groups: four-pair 'twisted-pair Ethernet' cables and solar cables for photovoltaic installations. The installation cables are available in various versions and constructions to suit the different requirements of the planned network.

In our offer:

- Copper cables (Category 5E)
- Copper cables (Category 6)
- Copper cables (Category 7)
- Solar cables





# T ransceivers OPTEC

*optec*®

Since the founding of the OPTEC brand, a lot of effort has been put into quality control and staff training to offer the best quality products to customers; the factory has received ISO 9001:2008 certification. OPTEC Technology modules undergo many quality verification tests, established an international quality assurance system and strictly implemented standardised management and control at the design, development, production, installation and service stages.

In our offer:

- SFP Modules : RJ45 / Dual / WDM / CWDM / DWDM
- GBIC Modules: RJ45 / Dual / WDM / CWDM
- SFP+ Modules: RJ45 / Copper / Dual / WDM / CWDM / DWDM
- XFP Modules: Copper / Dual / WDM / CWDM / DWDM
- X2 Modules
- XENPAK Modules
- GPON/GEPON Modules: GPON OLT / GPON ONU / GEPON OLT
- Compact SFP Modules
- QSFP+ 40G Modules to: QSFP+ AOC / POC / 4xSFP+ AOC / POC / DUAL 40G
- CFP 100G Modules
- CFP2 100G Modules
- SFP28 Modules
- QSFP28 400G Modules





# Patchcords, pigtails, adapters, accessories **CONNLINK & OPTO**



A wide range of accessories required for the expansion of optical fibre networks. Patchcords and pigtails in various connector configurations and lengths, on single-mode fibres (G652.D / G657.A2 / G657.B3) and multimode fibres (OM1 / OM2 / OM3 / OM4, OM5). Fibre optic adapters made of the highest quality components for the lowest attenuation. Passive splitters in symmetrical and asymmetrical configurations, equipment for connecting and terminating optical fibres without the need for a fusion splicer, and passive components used in wave multiplication technology (MUX / DEMUX / OADM).

In our offer:

- Pigtails
- Adapters
- Armored patchcords
- Multipatchcords
- Armored pigtails
- Splitters
- Fast connectors
- Splice protectors
- Fibre optic attenuators
- Multiplexers / Demultiplexers / OADM
- WDM filters





# Fibre optic splice closures and enclosures TYCON, TRACOM



We offer a range of universal applications to improve splicing and fibre organisation throughout the fibre architecture. We have practical, compact enclosures - for installation directly in the customer's home, or 19" wide enclosures and patchpanels for installation in fibre optic cabinets. For indoor installations, we also recommend lockable wall-mounted enclosures. For outdoor installations, we offer flat mount enclosures and fully hermetic splice closures Tracom and Tycon. In addition, we have a wide range of RACK cabinets.

In our offer:

- Splice closures
- Cabinets
- Enclosures
- Patch panels
- Splice trays





# M

ounting accessories  
for overhead lines  
**SDÜNNGER, TELCOM**

Sdünnger®

TELCOM

Integrated solutions for the fully comprehensive installation of an overhead fibre optic network. Very large selection of brackets and supports. Steel tapes and suspension brackets made from the highest quality materials.

In our offer:

- Steel banding tapes
- Banding machines
- Anchoring cable clamps
- Suspension clamps
- Buckles for steel banding tapes
- Pole brackets
- HDPE covers
- Cable organisers
- Frame cable reserves
- Mounting hooks
- Cable rodders
- Rollers for laying and hanging up cables





# PON - Passive networks LEOX



This is a Polish brand of GPON terminal equipment. Their greatest advantage is the use of a proprietary design of the device itself and its software, which is flexible enough to guarantee compatibility with OLT devices from leading manufacturers.

In our offer:

- Single port ONT
- Single port ONT 2.5GE
- ONT with CATV port
- Multiport ONT
- Transceiver functioning as ONT





# X PON solutions SIXPON



**SIXPON**  
SMART • EFFICIENT • SYNC

Specialised active devices for PON networks. All SIXPON components are fully compatible with equipment from global manufacturers such as ZTE, Huawei and Dasan. Our product range includes: GPON ONU client devices, small-sized OLTs and SFP transceivers with integrated GPON ONT chipset.

In our offer:

- Sixpon ONU: FX601 / FX601R / FX612 / FX612W / FX660 /
- Sixpon OLT: C5882G / Power module / Uplink card
- Sixpon GPON ONU STICK SFP





# Composite poles, accessories

## POLECOMP



Extremely lightweight and strong structures, providing an excellent alternative to traditional wooden and concrete poles. They are made from a high quality polymer composite, consisting of several layers of fabric/glass mat with polyester resin, making them very strong with very low weight. The estimated service life is 40 years.

In our offer:

- Variations in durability: 0.7kN, 1.6kN, 2.5kN
- Height variants: 7m, 8.5m & 10m.





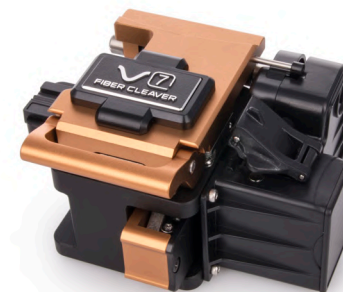
# Fibre optic fusion splicers, measuring equipment INNO



Xbest.pl is the Authorised Main Service Centre and Authorised Main Distributor of the INNO brand in Poland. All fibre optic splicers from the Korean manufacturer come with a 3-year warranty. In addition, they are waterproof, shockproof and dust-proof.

In our offer:

- Fibre optic fusion splicers
- Fibre optic cleavers
- Optical reflectometers (OTDR)
- Holders for fusion splicers
- Splice protectors





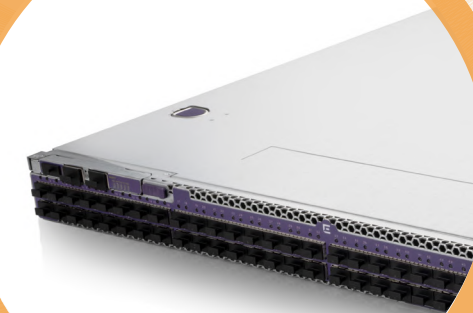
# Switches, converters, CATV EXTREME, D-LINK



Xbest.pl is also an Authorised Distributor of Extreme Networks, D-Link, TP-LINK products and the Main Distributor of Vision and OptecLink brands. Extreme Networks - a world leader in innovative solutions for internet security. Extreme switches provide users with efficient and reliable operation of devices and applications. D-Link: A global giant in the market for network infrastructure solutions. Switches are designed for residential and business customers, available in a variety of port combinations. Fast Ethernet switches and Layer 2 and Layer 3 switches.

In our offer:

- Fast Ethernet Switches
- Gigabit Switches
- 10 Gigabit Switches
- Layer 2 Managed Switches
- Layer 3 Managed Switches
- 40 Gigabit Switches
- 100 Gigabit Switches





# P

Switches, converters,  
CATV  
TP-LINK, VISION,  
OPTECLINK

**TP-LINK®**  
The Reliable Choice

VISION

OptecLink

TP-LINK is a global supplier of networking products. High quality standards due to the use of modern production technologies. TP-LINK-branded converters provide conversion of optical signals to copper cables. Vision - Specialised equipment for processing optical systems (CATV). High quality EDFA optical amplifiers, optical receivers and transmitters. OptecLink - A group of media converters that convert the signal received from copper cables to optical fibre (and vice versa). They provide data transmission even over very long distances. The converters can operate as stand-alone devices or can be installed in a 19" RACK cabinet.

In our offer:

- EDFA amplifiers
- Receivers
- Transmitters
- Media converters
- Power supply units





# Cable organisation accessories **TRYTEX**



We offer high quality self-locking cable ties made of PVC. They are available in two colors and a variety of width and length configurations, making them suitable for a wide range of applications.





# LoRaWAN technology LORA WAVE



A wide range of devices designed for use in IoT (Internet of Things) networks. This is a solution that is becoming increasingly popular in industry, the design of smart cities and the construction of smart homes. The company offers a range of components for building such a network, through transmitters and receivers, various types of sensors to testers.





# Industrial and rechargeable batteries **MAXCELL**

# MaxCell

The batteries are manufactured using VRLA-AGM technology, which ensures that they are safe to use (no risk of acid leakage in the event of damage) and maintenance-free (no need to top up the electrolyte). In addition, they do not require special rooms with ventilation and are environmentally friendly. The housing is made of high quality ABS plastic.

In our offer:

- XBL – Standard
- XBP – Long Life
- XBS - Security





# S

## ervice centre

**Rapid response -**  
our service centre guarantees  
a rapid response to repair requests



**Domestic service centre -**  
we have our own service centre  
with qualified employees



**Post-warranty service -**  
we also provide services beyond  
the standard warranty period





# C onferences

xbest.pl actively participates in Polish IT technology conferences, including:



Conference for people in the ISP industry: meetings with suppliers of telecommunications equipment and services, as well as presentations of innovative technologies.

Neutral platform for the exchange of experiences and discussion of further steps in the development of the telecommunications services market and new technologies in Poland and worldwide.

The largest conference for the telecommunications industry in Poland, with over 700 participants, is aimed at small and medium-sized operators and IT technology service providers.

Conference of the Polish Association of Electronic Communications (PIKE), which brings together around 110 companies and is an integral part of the Polish electronic media market.

Conference for small and medium-sized telecommunications operators focusing on changes in the telecommunications market, new regulations or prevailing trends.

The second largest conference in Poland, featuring: industry meetings, telecommunications solutions, lectures and numerous presentations.

The conference, whose main principle is the integration of cable operators, as well as the presentation of the latest suggestions from equipment suppliers and design solutions.



# C onferences





# C onferences

xbest.pl also actively participates in international IT technology conferences, including:



A conference organised by the world's largest data provider IBX, offering the fastest application performance, lowest latency worldwide and a digital ecosystem for financial, enterprise and cloud networks.



MikroTik User Meeting is a series of international conferences with IT professionals from around the world.



Exhibition and Congress of the broadband internet, cable and satellite TV industry. A periodic event that has been attracting operators, Internet providers and telecommunications equipment suppliers for over 15 years. More than 450 exhibitors from 37 countries.



ECOC is one of the industry's major international conferences, with an exciting and comprehensive range of cutting-edge fundamental and applied research. Each year, ECOC offers unique insights into leading-edge developments in optical communications and unmatched networking with more than 5000 participants from around the world.



A series of conferences organised by the global leader in innovative internet security solutions Extreme Networks.



The exhibition for IT software, hardware and innovative technology has been held annually in Germany since 1986, and is popular with people from all over the world.



# C onferences





# F ind us here!

## FACEBOOK

Visit us on our official fanpage on FACEBOOK!



## NEWSLETTER

Information about new products and promotions!

## YOUTUBE

Visit us on our official YOUTUBE page!





# S

trategic  
partners



WASKO

NEXERA



MULTIPLAY



NETIA



T Mobile



NASK



# Magazines



iNEWS



ICT Professional



KIKE News



TV SAT Magazyn



ISPortal



# W

e keep on  
developing!

1 CONTINUOUS DEVELOPMENT  
OF NEW NETWORK SOLUTIONS

2 CONTINUOUS DEVELOPMENT OF OUR STAFF  
THROUGH A SERIES OF TRAINING COURSES

3 EXPANSION INTO FOREIGN MARKETS  
• ASIA • AFRICA • EUROPE • AMERICA

4 INTRODUCTION OF NEW, INNOVATIVE  
TECHNOLOGIES

5 COLLABORATION WITH OTHER  
INTERNATIONAL PRODUCERS