Direct Sales of Switches Servers and Optical Modules



Overview

Optical transceivers and their various components are integral to supporting capacity and performance within various configurations for data center optics (exhibit).

Key Takeaways

Switches, servers, and optical modules are available for direct purchase from leading suppliers like Cisco, Broadcom, and NetworkTigers, with high-speed optical modules increasingly critical for AI and cloud data centers. Suppliers and Direct Purchase OptionsNetworkTigers offers a wide range of tested, refurbished, and new networking and data center hardware, including switches, routers, SFPs, firewalls, and optical modules. They provide enterprise-grade equipment with fast shipping and support for government, educational, and commercial networks, making them a reliable source for direct purchases.

Cisco provides direct sales of its full-stack networking products, including Catalyst and Meraki switches, UCS servers, and optical transceivers. Cisco also offers discounts on eligible products, software, and services, along with configuration guides, support, and lifecycle management tools for enterprise deployments. Broadcom supplies high-performance data center switches, routers, network adapters, and optical transceivers.

Their portfolio includes merchant silicon for Ethernet switching, Fibre Channel directors, and server connectivity solutions, supporting modern cloud, AI, and enterprise environments.

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Optical Modules Market and Trends

Optical modules, or transceivers, are essential for high-speed data transmission between switches, servers, and storage devices. The global market is projected to grow from $17. 6 billion in 2024 to $56.

8 billion by 2031, driven by AI, cloud computing, and high-bandwidth data center requirements. Modern data centers increasingly demand 400G, 800G, and 1. 6T optical modules to support dense GPU clusters and AI workloads.

These modules are no longer just supporting components but are critical for optimizing compute efficiency, energy usage, and cost per unit of compute. High-speed optical transceivers, including InP-based EML designs, are produced by a limited number of specialized manufacturers due to complex fabrication and alignment requirements. Supply constraints can impact data center expansion and AI infrastructure deployment.

Key Considerations for Direct Purchases

Compatibility: Ensure optical modules match the switch or server interface (e.g., QSFP, SFP+, CFP). Performance: Consider line-rate, bandwidth, and latency requirements for AI or cloud workloads. Vendor Support: Direct purchases from Cisco or Broadcom provide warranty, software updates, and technical support.

Refurbished Options: Suppliers like NetworkTigers offer tested, refurbished hardware at lower cost, suitable for budget-conscious deployments. Scalability: Plan for future upgrades, as high-speed optical modules and switches are critical for expanding AI and cloud infrastructure. By sourcing directly from these suppliers, organizations can secure reliable, high-performance switches, servers, and optical modules while staying aligned with the latest data center and AI networking trends.

Article Content

McKinsey Direct Opportunities in networking optics: Boosting supply

Optical transceivers and their various components are integral to supporting capacity and performance within various configurations for data center optics (exhibit).

Optical Circuit Switches Market worth $2.52 billion by 2032

Optical Circuit Switches Market Trends & Insights: The adoption of optical circuit switches enables data center operators and cloud service providers to improve network efficiency by...

Optical Switches Market

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The Optical Switches Market worth USD 8.06 billion in 2026 is growing at a CAGR of 9.54% to reach USD 12.71 billion by 2031. Broadcom Inc., Cisco Systems Inc., Huawei Technologies

Optical Modules

This report aims to provide a comprehensive presentation of the global market for Optical Modules, focusing on the total sales volume, sales revenue, price, key companies market share and

Global Optical Modules Sales Market Report, Competitive Analysis

The global Optical Modules market is strategically segmented by company, region (country), by Type, and by Application.

Optical Component Startup Tracker

The number of venture-backed optical component startups has exploded - the Optical Component Start-Up Tracker identifies these companies and their value propositions.

LightCounting Predicts Explosive Growth for OCS and Optical Modules

At a recent seminar, LightCounting projected that the shipment volumes of optical transceiver modules and Optical Circuit Switches (OCS) will see explosive growth over the next five

Chinese Optical Modules Own 7 of the Top 10 Seats. So Why Are

Innolight and Eoptolink are estimated by industry sources to supply roughly 60% of NVIDIA''s 800G volume, controlling the critical plumbing of AI data center optical interconnects. Yet

Global Optical Module Market: Towards High Speed 400G Optical

The demand for higher Ethernet speeds, coupled with the popularity of cloud computing, IoT and virtual data centres, has driven a dramatic growth in the global optical transceiver market to

How To Choose Optical Modules For Servers

Some customers are confused about this—they want to buy optical modules for servers, so why ask about network adapters? Below we will explain the reason. Those who are familiar with

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The Most Comprehensive Guide Of Optical Modules

Explore the ultimate guide to optical modules. Learn types, functions, performance metrics & how to choose the right module for your fiber network.

The Evolution of Optical Modules: Powering the Future

High-Speed Optical Modules: From 400G to 3.2T and Beyond Understanding Optical Modules: The Basics Optical modules are the unsung

Global Optical Modules Sales Market Report, Competitive Analysis

It typically plugs into the interface slots of switches, routers, servers, storage devices, or OTN/WDM equipment to achieve bidirectional conversion between electrical and optical signals, and

800G Client Optics in the Data Center

The vast data centers used by cloud service providers have thousands of identical racks of servers and networking equipment. When hyperscale data center operators start deploying a new generation of

How To Choose Optical Modules For Servers

Those who are familiar with servers know this, and those who are not will learn from this article: unlike switches, servers are not equipped with ports for plugging in optical modules directly.

ODM Sales Soar as Hyperscalers and Cloud Providers Go Direct

ODM Sales Soar as Hyperscalers and Cloud Providers Go Direct TechInsights'' 2023 server market analysis shows that the world spent $120 billion on over 13.5M servers in 2023.

From optical modules to chips -

OPTICAL MODULES FIRST If AI is the brain, optical modules are the nerves -- converting electrical signals to light and back at blinding speed, shuttling data between servers inside data

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