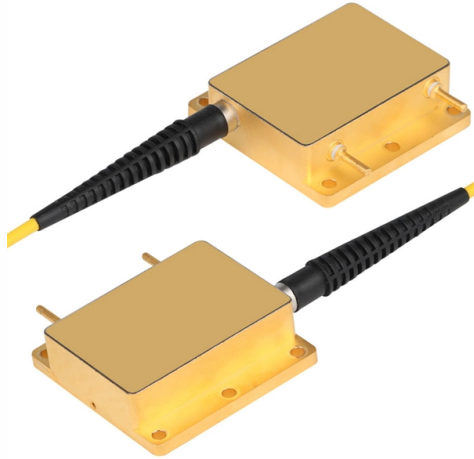


Price of industrial optical modules in Vietnam



AI Overview

Industrial optical modules in Vietnam typically range from USD 50 to USD 500 per unit, depending on type, speed, and supplier, with bulk orders and factory-direct purchases offering lower costs.

Market Overview Vietnam imports most of its optical modules, with major importers including CAMMSYS Vietnam, Sunny Opotech Vietnam, and Shunyun Technology Hanoi, which together account for nearly half of the country's imports. The market is driven by the rapid expansion of 5G networks, fiber-to-the-home (FTTH) deployments, and data center growth, with major players like FPT Telecom, Viettel Group, VNPT, Huawei, and ZTE dominating distribution. The Vietnam fiber optic component market was valued at USD 1.25 billion in 2023, reflecting strong demand for high-speed connectivity.

Price Factors

Module Type: SFP (Small Form-factor Pluggable) modules for 100/155 Mbps links are on the lower end, around USD 50–100 per unit. Higher-speed modules (10G, 25G, 40G, 100G) for data centers or telecom backhaul can cost USD 200–500 per unit, depending on laser type (FP vs DFB) and transmission distance.

Supplier and Purchase Method: Local distributors may charge a markup, increasing unit prices by 10–30% for small orders. Factory-direct purchases from Chinese manufacturers like Wolon can reduce costs significantly, especially for bulk orders, and ensure compatibility with Cisco, Juniper, and Huawei equipment.

Volume and Contract Terms: Bulk procurement for telecom operators or data centers often includes discounts, lowering the effective price per module. Smaller, urgent orders may incur higher costs due to shipping and handling.

Technological Specifications: Modules with longer transmission distances (up to 80 km) or advanced features like reprogrammable StarPOD technology are priced higher. Standard short-range modules for enterprise networks are more affordable....

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