

DMSI

Capacity Mode vs. Allocation Mode

DMSI's Advantage in a Constrained Market

The data center fiber optic market is facing an unprecedented supply constraint. Most manufacturers are operating in Allocation Mode — prioritizing their largest customers while everyone else waits. DMSI operates differently.

The Industry Problem: Allocation Mode

Industry (Allocation Mode)	DMSI (Capacity Mode)
• Raw component constraints • Largest buyers get priority • Limited flexibility for mid-market • Extended lead times — weeks to months • No custom design support	• Expanded U.S. and Philippines manufacturing • New U.S. MMC-dedicated facility (2026) • Quotes answered in minutes to hours • Custom designs delivered in days • Serves all customer sizes equally

What This Means for Your Customers

- No allocation queues — DMSI does not operate a tiered waitlist based on order volume.
- Predictable lead times — production is planned and capacity is reserved to fulfill commitments.
- Next-generation architecture support — Base16 (MMC16 & MPO16), MMC24, and VSFF (MMC & MDC) connectors ready now.
- Ultra-high fiber count capability — trunk assemblies from 576 to 6,912 fibers support the largest data center backbone deployments.
- Scalable production footprint — dual facilities with identical equipment ensure no single point of manufacturing failure.

Market Trends Driving Demand

High-Density Infrastructure	Growing demand for higher fiber counts per rack unit — driving adoption of MMC24 and Base16 architectures.
VSFF Connector Migration	Federal agencies and hyperscalers shifting from legacy MPO/LC to Very Small Form Factor connectors (MMC & MDC).
Base16 Architecture	Replacing Base12 MPO in new data center builds, requiring MMC16 and MPO16 capable suppliers.
Rollable Ribbon Cable	190/200µm single-mode rollable ribbon up to 3,456 strands enabling unprecedented density.
TAA / NDAA Compliance	Increasing federal mandates require domestic manufacture — DMSI's Venice, FL facility delivers.