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# ¶1: Startup Failure Post-Mortems 2017 Second Update (6/9/17)

¶2: AOptix Technologies

¶3:

¶4: Title: [It's Lights Out for AOptix](#)

¶5: Title Link:

<https://www.lightreading.com/mobile/backhaul/exclusive-its-lights-out-for-aoptix/d/d-id/720915>

¶6:

¶7: Product: [AOptix Technologies](#)

¶8: Product Link: <https://www.cbinsights.com/company/aoptix>

¶9: Long-time Free-Space Optics (FSO) player AOptix has shut up shop and is selling off its assets at auction next week... the company is currently trying to shop around its intellectual property.

¶10: A source tells Light Reading that AOptix's hybrid radio-FSO units were expensive, selling for up to \$80,000 a link. Carriers in the US and beyond are looking at wireless backhaul as alternative to fiber, but the expectation is that it should be cheaper and easier to install as well.

¶11: **AOptix Technologies**

¶12: COMPUTER HARDWARE & SERVICES | Specialty Computer Hardware

¶13: [aoptix.com](http://aoptix.com)

¶14: **Founded Year**

¶15: 2000

¶16: **Stage**

¶17: Dead | Dead

¶18: **Total Raised**

¶19: \$113.64M

¶20: **About AOptix Technologies**

¶21: AOptix Technologies is a commercial developer of Adaptive Optics (AO) technology. Through the combination of iris recognition and other biometrics techniques, the company's identity solutions deliver fast, easy and accurate identification and verification for a wide range of applications including automated boarding and immigration at airports and international borders. Its communications solutions deliver reliable, long-range, ultra-high bandwidth wireless communications to alleviate mobile backhaul congestion and other network chokepoints. Its solutions are derived from the company's optical technologies originally developed for scientific research and further developed with DARPA for advanced defense applications.

¶22: **AOptix Technologies Headquarter Location**

¶23: 695 Campbell Technology Parkway

¶24: Campbell, California, 95008,

¶25: United States

¶26: 408-558-3303

¶27:

¶28: **Exclusive: It's Lights Out for AOptix**

¶29: DAN JONES, [Mobile Editor](#) 2/5/2016

¶30: Link:

<https://www.lightreading.com/mobile/backhaul/exclusive-its-lights-out-for-aoptix/d/d-id/720915>

¶31: Long-time Free-Space Optics (FSO) player AOptix has shut up shop and is selling off its [assets](#) at auction next week, Light Reading has learned.

¶32: Two industry sources told us that the company is ceasing operations this month. Light Reading has been told that the company is currently trying to shop around its intellectual property. Whatever happens with an IP sale, the company is *definitely* auctioning off the contents of its Campbell, Calif., headquarters next Wednesday. One source tells us that all employees "are gone" already.

¶33: Light Reading tried to reach the company Friday afternoon, but all calls were directed to voicemail. The company is also no longer being represented by its former public relations firm, Lewis PR, which was last listed as a contact in November 2015.

¶34: AOptix first started as a well-funded FSO startup in 2000. After the telecom bubble deflated, it built 80Gbit/s air-to-air and air-to-ground links for the Defense Advanced Research Projects Agency (DARPA) and the US Air Force. (See [AOptix Gets \\$18M](#) and [AOptix Raises \\$12.9M.](#))

¶35: In 2011, the company took that military know-how and developed a combined millimeter wave (mmWave) radio and optical product for wireless backhaul. In 2012, it closed \$42 million in Series E funding. (See [AOptix Rejoins the Backhaul Bandwagon.](#))

¶36: In January 2015, AOptix appointed former [Brocade Communications Systems Inc.](#) (Nasdaq: BRCD) CEO Michael Klayko as its new chief executive "through its next stage of rapid growth" as the company received a further round of extra investment. (See [Brocade Names New CEO.](#))

¶37: In total, the company is said to have received up to \$150 million from investors. One source says that AOptix received a \$45 million round in the summer of 2015.

¶38: The company had appeared to be advancing its wireless broadband push, winning a "Cool Vendor" award from [Gartner Inc.](#), and a "Fierce 15" startup accolade in 2015. AOptix's last announced deal was a trial to unwire Hong Kong with local company, Top Express, unveiled in September 2015. (See [Magic Quadrant or Gartner 'Graft'?](#) and [Meet the Queen of Laser Radio Tech.](#))

¶39: A source tells Light Reading that AOptix's hybrid radio-FSO units were expensive, selling for up to \$80,000 a link. Carriers in the US and beyond are looking at wireless backhaul as alternative to fiber, but the expectation is that it should be cheaper and easier to install as well.

¶40: We'll update this story if we get any more details on the fate of AOptix.

¶41: — Dan Jones, Mobile Editor, [Light Reading](#)

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¶45: image: AOptix Technologies Completes Air Force Flight Test Program Of Laser Communications System, from: <https://www.photonicsonline.com/doc/aoptix-technologies-completes-air-force-0002>

¶46: