

Excel System Overview





What is Excel?

Excel structured cabling, networking and IP physical security products constitute an end-to-end solution where performance, ease of installation and cost effectiveness are prerequisites. With an emphasis on compatibility and standards compliance 'from cable to cabinet', reliability and product availability, Excel is the complete value for money solution.

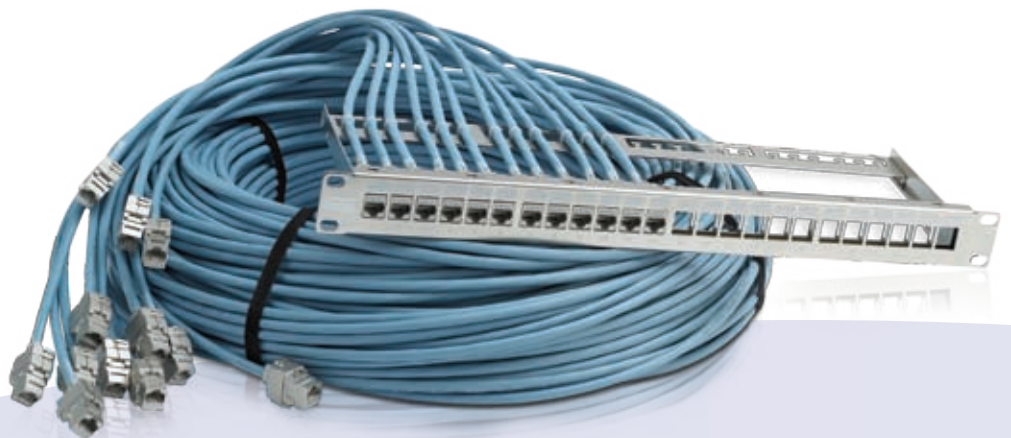
Since the brand was conceived in 1997, Excel has enjoyed formidable growth. As reported in the 2007 and 2008 BSRIA reports, Excel is now the number 4 structured cabling brand in the UK, making its transition from own-label to mainstream product set complete.

The meteoric rise of the brand reflects a growing demand for an affordable, reliable, standards-compliant alternative to the so-called 'pillar brands'. Excel is able to deliver this mix as a result of strategic sourcing and strict European quality assurance, which combine to make the brand an increasingly viable option.

Market Position

Through close and well established relationships with integrators and distributors, the Excel brand is now established throughout Europe and the Middle East and continues to increase market share as more and more users recognise the benefits of the system.

- No. 4 solution within the UK (2006 and 2007) measured by value of copper products shipped
- Market leader in price and product design providing 'best of both Worlds' solution
- Copper and optical fibre optical system in standard and pre-terminated options
- Customers across a range of vertical markets:
 - *Local and central government*
 - *Education and health*
 - *Retail*
 - *Corporate establishments*
 - *Hotel and leisure*
 - *Finance*



The Excel Range

The Excel range is extensive and is continually enhanced in line with customer requirements.

The Excel range includes:

- Category 5e UTP and F/UTP
- Category 6 UTP and F/UTP
- Category 6a f/FTP
- Multi and Singlemode optical fibre cabling systems
- FTTx optical fibre systems - Q4 2008
- MTP high density pre-terminated fibre systems - Q4 2008
- Voice cabling and accessories
- Wall and floor standing cabinets
- Trunking and containment
- Installation accessories and consumables

Excel Copper Cabling

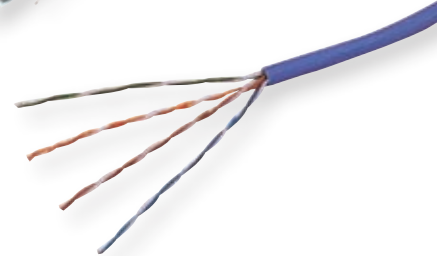
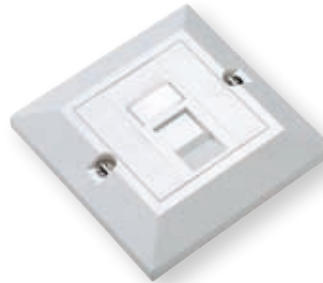
Excel Category 6a

- Delta verified performance
- Based on a dual shielded f/FTP cable
- Independent certification pending
- Toolless 360° Shielded Keystone Jack
- Excellent product quality and design
- No nonsense 25 years warranty programme
- Pre-terminated option



Excel Category 6

- Delta verified performance
- 'Installation friendly' headroom as standard
- Low smoke zero halogen cable as standard
- Choose from Keystone Jacks and PCB Module Outlets
- No nonsense 25 years warranty programme
- Pre-terminated option



Excel Category 5e

- Delta verified performance
- Broad range of cables and components
- The markets broadest product set
- No nonsense 25 years warranty programme
- Pre-terminated option



Excel Fibre Optic Cabling

The Excel fibre range provides a broad choice of multimode and singlemode solutions backed by a 25 year product and application warranty.

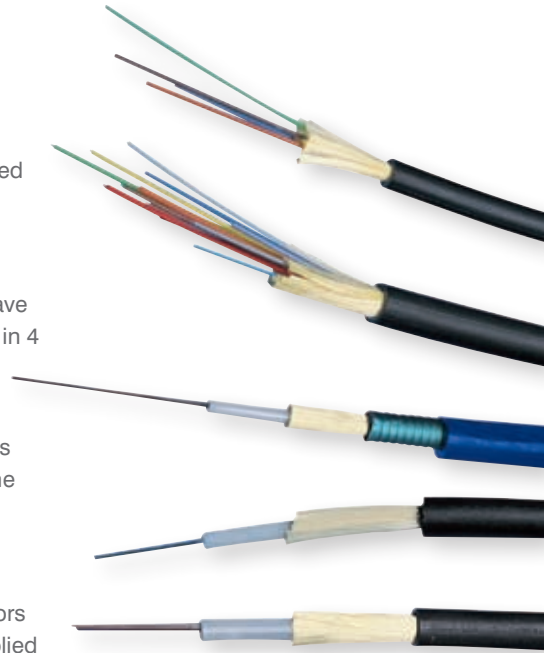
Excel Internal/External Grade Fibre Cable – Multimode OM1/OM2/OM3 – Singlemode OS1

The Excel range of fibre comes in a choice of loose tube and tight buffered designs and have been specifically manufactured for internal and external applications. Available from stock in 4 to 24 fibres, black LSOH outer sheath and also in pre-terminated lengths subject to a short lead time.

The Excel Loose Tube Fibre – single sheath CST Armoured cable is new to the range and is available in multi and singlemode. With a corrugated steel tape and a blue LSOH sheath the cable is rodent resistant and suitable for both indoor and outdoor applications.

Excel Fibre Cable Assemblies – Multimode OM1/OM2/OM3 – Singlemode OS1

The Excel range of duplex fibre cable assemblies are constructed from high quality connectors and are available in a choice of lengths. Each cable has a short strain relief boot and is supplied with a test report detailing insertion loss.

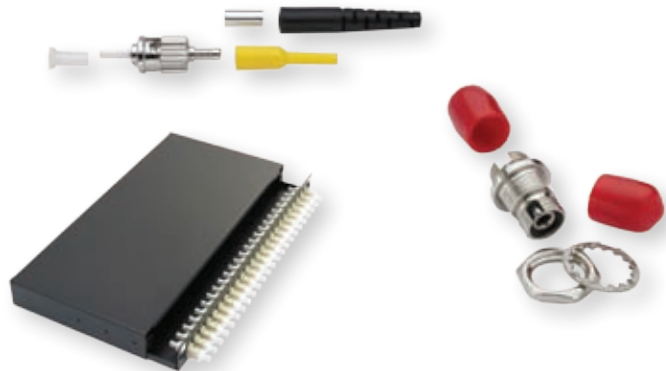


Excel Connectors and Adaptors

- ST, SC, MTRJ, LC
- Ceramic ferrule, individually bagged cable and pigtail boot

Excel Fibre Patch Panels

- Sliding drawer style as standard
- Supplied loaded with 4 to 24 adaptors
- ST, SC, MTRJ, LC
- Supplied with basic cable management kit



Excel Warranty

- 25 year product and application warranty as standard on all installations
 - *Covers copper, voice and fibre if required*
- Registered sites covered by 25 year application warranty
 - *Link warranty as standard, channel on application*
 - *Issued to latest published standards*
 - *Bandwidth warranty*
- Warranty applications typically processed in 5 working days.



FTTx – The “Fourth” Utility

The ongoing demand for increased bandwidth by both the business and consumer community led by applications such as IPTV, Music downloads, online gaming and triple play networks has led to incredible advances in the telecommunications industry now making it the fourth utility.

Our current outdated copper infrastructures limit the service being able to be provided by telecom operators and service providers and has led to the building of Fibre To The Home (FTTH) networks. Future networks will be based upon various fibre optic FTTx architectures.

Excel is able to provide a complete range of passive connectivity products for all types of Fibre Optic networks, whether it be P2P (point to point) or PON (Passive Optical Network).

The Excel range of FTTx products only use the highest quality components. Independently certified by an approved Telcordia partner for patchcords, WDM and optical splitters. The highest quality fibre G.657/B (Bend Insensitive Fibre) is used in the manufacture of all components and connectivity.

The Excel FTTx Product Range includes:

- Optical Patchcords UPC (-55dB R.L) and APC (-65dB R.L), G.657/B bend insensitive optical fibre (GR.326 certified)
- Optical Splitters 1x2 to 1x 64 both FBT (Fused Biconic Tapered) and PLC (Planar Light Wave Chip), (GR.1221 and GR.1209 certified)
- Optical Attenuators UPC and APC (GR.901 certified)
- External and Internal splice or cross connect closures (up to IP66 rating)
- Pre-fabricated multi fibre “drop cables” factory tested

Excel MTP Pre-terminated, High Density Optical Fibre Systems

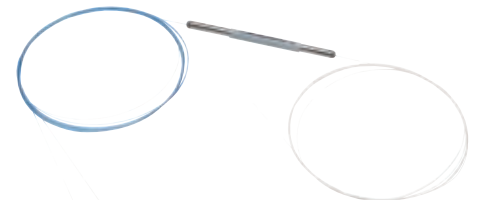
The Excel range of MTP pre-terminated products provide a reliable, rapidly deployed solution to high density fibre cabling requirements for either FTTx or data centre applications. Our totally modular solution comprises pre-terminated 12 through to 24 fibre trunk cables with a range of pre-loaded cassettes which can be loaded into a choice of rackmount housings. Each trunk cable is supplied with a test report and each installed system supported by the Excel 25 year warranty.

Excel Voice Cabling

The Excel voice cabling system offers a range of cables for all types of applications and installation conditions, as well as a complete set of line jack units, box connections and RJ45 voice patch panels.

We offer, from stock, a choice of multipair cables, manufactured to CW specification and suitable for internal and external applications or Category 3 options for voice and low speed data applications.

The Excel range of voice connectivity products meet all possible requirements from standard LJU's, high density RJ45 patch panels, through to 20 to 1380 pair box connections.



Cabinets and Enclosures

Wall Mounted Enclosures

The Excel 19" wall mount enclosure series are available from stock in a choice of 390mm or 500mm depths and are supplied fully assembled.

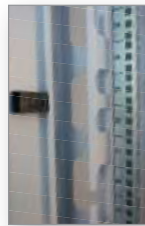
- Available in six heights, 6u, 9u, 12u, 15u, 18u and 21u
- Choice of colour – grey or black
- Quick release doors and side panel
- Adjustable front and rear 19" mounting profiles
- Removable cable entry panel in top and base



Floor Standing Cabinets

Each cabinet is designed with strength, ease of use and aesthetics in mind, and is suitable for both cabling and equipment installations

- Available from 12u – 47u in most widths and depths
- Choice of depths – 600mm, 800mm and 1000mm
- Metal-framed smoked safety glass front door
- Enhanced vertical patch cable management system – 800 series only
- Quick release doors and side panels, all lockable
- Swing lock handle on front door
- 1u height marking on 19" mounting profiles
- Adjustable front and rear 19" mounting profiles
- Open base for maximum cable access
- Load carrying capacity 400KG
- Available assembled or flat pack
- Free next day delivery on 12u to 42u cabinets within UK mainland



Server Racks

The Excel range of server racks provide a choice of designs to meet the growing need to house servers, Ethernet and voice switches, routers and general network equipment in specially designed 19" enclosures. Each option takes into account equipment mounting and loading, ventilation, access, aesthetics and budget to provide a unique breadth of choice from one manufacturer.

The Excel offering comprises of three designs from cabling style glass fronted doors with 1000mm depths through to high loadbearing racks also 1000mm deep with features such as vented front door, vented rear wardrobe doors and stabilising plinths.



Power Distribution Units – Fixed Socket Style

An extensive range of professional grade power distribution units designed specifically for the 19" electronic enclosure markets. Offered with a comprehensive range of socket choice to suit wall mounting or floor standing cabinets.

- Robust all aluminium housing
- Range of socket density from 4 to 12
- BS1363 sockets angled for optimum cable dressing on vertical mount units
- Illuminated and fully shrouded switch
- External Earth Facility
- Range of socket styles:
 - *Standard BS1363 style socket*
 - *Surge Protected BS1363 and IEC 320 style socket*
 - *EN 60309 style socket (BS4343)*
 - *IEC 320 style socket*



Excel Power Distribution – Modular Socket Style

The Excel Modular Power Distribution system offers unrivalled flexibility and extends the useable life of the power distribution system installed within cabinets and data centres.

Core to the system is a lightweight yet robust aluminium housing into which a wide range of multisocket modules can be snapped into place. Each user can therefore create a vertical power distribution unit populated with socket density and style to suit current requirements. Combination style units can be created, for example a mix of IEC 320 'Kettle style' units and standard 3 pin BS1363 style.

A maximum of six power modules can be snapped into the housing, total socket density depends on the socket style selected.

In addition to socket style and density flexibility, user options are enhanced by the ability to 'hot swap' or 'hot add' power modules at any time. So, if you need eight sockets now - IEC 320 style - then suddenly need an extra three BS1363 sockets, just snap in another power module. No new power strip, no equipment downtime, no engineering skill required for installation. Simple, cost effective and flexible – everything users of Excel have come to expect.



Excel Marketing

To support you in the promotion and sale of the Excel Cabling System we have devised a complete range of high quality collateral material that is available to you in electronic format and in some cases hard copies:

- Excel Overview Brochure
- Excel Case Studies
- Excel Cabinet Brochure
- Excel Specification Sheets
- Excel End User PDFs
- Excel Category 6a Brochure

To download copies of all of the literature visit www.excel-networking.com

Excel Web Site

www.excel-networking.com is entirely dedicated to the Excel system and includes a full online catalogue, general information and a full downloads area where you can download every available piece of Excel literature.



Pre-terminated Solutions

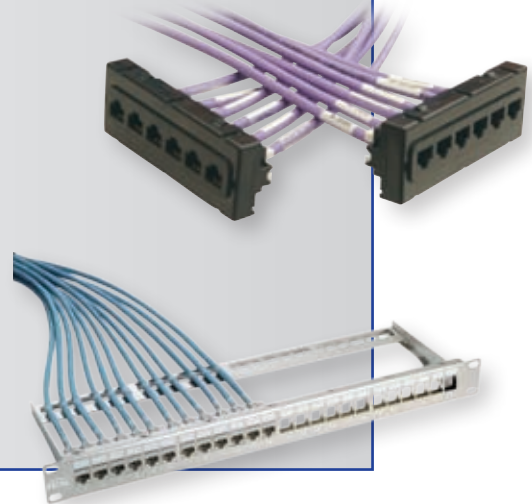
If you are faced with limited time available on site for installation or are involved in rapid deployment projects, such as a disaster recovery, then a pre-terminated solution is ideal.

Whether your installation is for an Excel copper or fibre requirement, using our pre-terminated solution will provide you with a fully traceable and warranted system and could reduce the installation time as much as 75%.

Excel Pre-terminated at a glance:

- Simple to use, specify and install
- Use standard products – no costly manufacture of specific products
- Copper – you choose: Category 5e, 6, 6a, unshielded or shielded*
- Fibre – you choose: Multimode, Singlemode, ST, SC, LC, FC or MTRJ
- Cost effective – but doesn't erode your margins
- Warranted – supported by Excel
- Traceable – cable batch, engineer, cable test
- Saves time – reduces installation time by up to 75%
- Eliminates waste on site
- Maximizes cable usage
- Reduces risk on site – eg product performance
- Reduces logistics time on site – eg storing/unloading, labelling

* Unshielded Category 6a - Q4 2008




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EXCELLENCE IN NETWORKING


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