

Excel Partner Programme - International

Excel is a world-class premium performing end-to-end infrastructure solution
- designed, manufactured, supported and delivered - without compromise.

www.excel-networking.com

excel
without compromise.





Introducing Excel

Excel is a world-class premium performance end-to-end infrastructure solution - designed, manufactured, supported and delivered - without compromise.

Excel is driven by a team of industry experts, ensuring the latest innovation and manufacturing capabilities are implemented to surpass industry standards for quality and performance, technical compliance and ease of installation and use.

With an emphasis on compatibility and standards compliance 'from cable to rack', reliability and product availability, Excel is the complete trusted solution. Since the brand was launched to the UK market in 1997, Excel has enjoyed formidable growth and is sold in over 70 countries throughout EMEA. Excel has offices in Birmingham, St Neots and City of London in the UK and in Dubai in the United Arab Emirates.

The meteoric rise of the brand reflects a growing demand throughout EMEA for a reliable, standards-compliant, readily available, structured cabling and racking system. Excel is able to deliver this mix through a growing base of distributors and integrators across the region, which combine to make the brand an increasingly viable option. With a focus on, system performance, independent verification and a 25 year product and application warranty, when installed by an Excel Partner, it's easy to see why this is the system of choice in many government, education, retail, finance and enterprise installations.

“Excel is the complete trusted solution”

Excel Brand Values

- **Proven:** standards-compliant products, with third party independent verification from test houses such as Delta and 3P.
- **Accepted:** Numerous reference sites across EMEA.
- **Compatible:** an end-to-end system supported by one company with one warranty providing support and peace of mind from racks to copper, fibre & voice cabling systems.
- **Flexible:** from Category 3 through to Category 7_A copper cabling and optical systems from conventional multimode OM1 to OM4 and Singlemode OS2, to pre-terminated high density MTP and highly flexible blown fibre systems, Racks and Intelligent Power Distribution Units.
- **Reliable:** EMEA wide partner programme, 25 year warranty programme, pre and post sales technical support, 15-year plus product development programme, third party verification as standard on all key solutions.
- **Available:** EMEA wide stock availability via Excel Distribution Partners for immediate delivery.

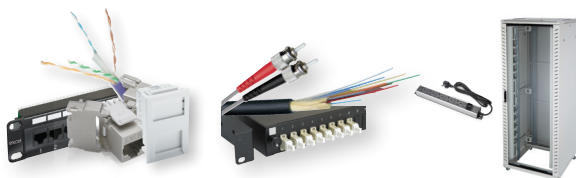




The Excel Solution

Excel offers one of the market's most comprehensive ranges of passive cabling products designed to suit installations in data centre, enterprise, campus, and manufacturing environments, including:

- Category 5e U/UTP and F/UTP
- Category 6 U/UTP and F/UTP
- Category 6_A F/FTP, U/FTP and U/UTP
- Category 7_A S/FTP
- Multi and Singlemode optical fibre systems
- MTP high density pre-terminated optical fibre systems
- Excelerator Pre-terminated fibre
- Blown optical fibre systems
- Voice cabling and accessories
- Environ Wall and floor standing cabling racks
- Environ Floor standing server racks
- Environ 2 Post Frames
- Intelligent & standard power distribution units



Excel Warranty Programme

- 25 year product and application warranty as standard on all installations completed by an accredited Excel Partner.
- The comprehensive warranty provides support and peace of mind from racks to copper, fibre & voice cabling systems.
- Link warranty is provided as standard, a channel warranty can be issued subject to use of Excel patch cords and prior discussion with our technical support team.
- Issued to current ISO and EIA/TIA published standards.
- Bandwidth warranty. For example Category 6_A warranties assure support of all applications, current and future, designed to operate at up to 500MHZ.
- Warranty applications typically processed in 5 working days.



The Excel 25 year product and application warranty is only available when systems are designed, installed, and tested by Excel Partners with current training certification in place. Warranties are issued only after an audit of test data, and at the discretion of the Excel technical support team a site audit. In all cases 100% of the links which require warranty support must be tested.

Excel Accredited Partners

The Excel Partner Programme offers two levels of accreditation,



Excel Cabling Partner (ECP) – These organisations are experienced providers of design, installation and testing services for the entire range of Excel passive copper, conventional, pre-terminated and high density MTP optical fibre solutions.



Excel Distribution Partner (EDP) – These organisations operate as local support and service centres for the Excel Partners in their territories, they offer sales, and technical assistance and hold stocks of key product lines to service demand in a fast and efficient manner.

A pre-requisite of partner status is training. An online training course is required to be taken, the understanding of which is verified through an exam process to demonstrate knowledge of the Excel system and how to design, install and test in accordance with Excel guidelines, best practice and above all standards compliance. The technical online training course needs to be taken every two years to ensure that the engineers are fully up to speed on the Excel System.

Once partner status is awarded, ECP's are able to provide the comprehensive 25 year warranty for, copper, fibre and voice installations and Environ racks when installed as part of a total Excel solution.

This brochure details the features and benefits available through participation in the partner programmes, together with the level of commitment required to achieve and maintain a particular level of partner accreditation.



In the UK and UAE Excel is distributed exclusively by the Mayflex Group, elsewhere in EMEA Excel Distribution Partners are strategically located to service local ECP's.



Partner Benefits		
	Excel Cabling Partner (ECP)	Excel Distribution Partner (EDP)
Access to the partner area of the Excel corporate website	X	X
Access to the Excel Encyclopaedia	X	X
Pre and post sales phone and email technical support	X	X
Pre sales tender response support	X	
Complimentary Excel branded literature available on line	X	X
Complimentary printed Excel positioning brochures	X	X
Access to Excel demonstration facilities in Birmingham, City of London and Dubai	X	X
Project Registration Programme	X	X
25 Year Warranty Programme – product and application only *	X	
Warranty certification issued within 5 working days **	X	
Market Development Funds (MDF)	On Application	On Application

* Please refer to the Excel warranty terms and conditions document for full details

** Subject to application for warranty meeting published terms and conditions

Partner Requirements		
	Excel Cabling Partner (ECP)	Excel Distribution Partner (EDP)
Complete the Excel Partner application form	X	X
Annual revenue commitment (measured January to December)	On Application	On Application
Complete a 12 month business plan to be reviewed quarterly		X
Complete the Online Certification Training Course (Min 2 engineers) *	X	
Retain qualified Excel engineers via bi-annual online certification *	X	
Hold agreed levels and breadth of stock at all times		X
Allow Excel staff access to sales and marketing personnel		X
Promote the Excel brand via, business development staff, corporate web site and marcoms activities		X

* Engineers successfully completing this course will be awarded 6 BICSI Cec's towards RCDD, RITP & ITS designations.



Excel Partner Area

Accredited Excel Partners can utilise the Partner Area of the corporate Excel web site where they can access the following information:

Warranty Programme

Excel Partners can register an Excel Installation for a warranty and the application, if successful, will be processed within 5 working days and a warranty certificate will be despatched.

Branded Literature

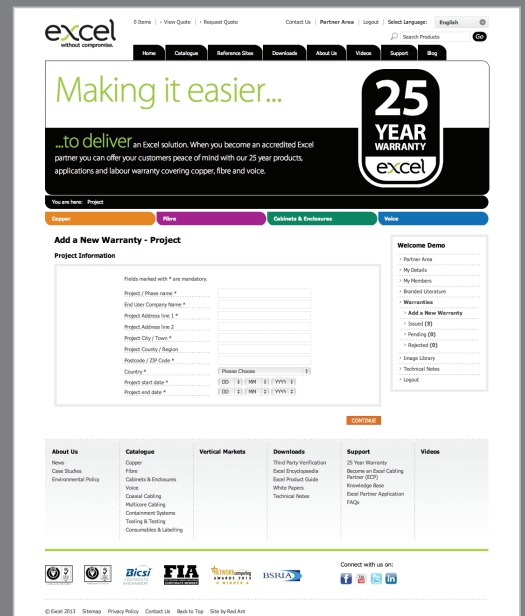
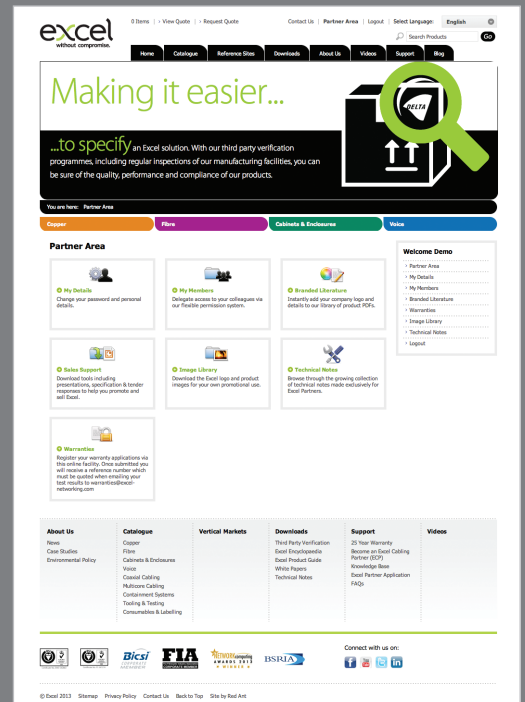
The full range of Excel literature including product specification sheets and brochures and end user targeted mailing pieces can be personalised with the Excel Partners logo and address details.

The partner simply needs to upload their company logo and address details and every PDF will automatically be personalised with their details.

Technical Notes

Excel Partners can obtain copies of the Excel Installation Guide, product change notifications and technical notes.

To apply to become an Accredited Excel Partner simply visit www.excel-networking.com and visit the 'Support' area and complete the online application form.



System Warranty

When installed with Excel Patch Panels and Data Outlets by an accredited Excel Cabling Partner, comprehensive 25 year product and applications warranty.

Your Company
Address 1, Address 2
Address 3, Address 4, M12 3DE, GB
Tel: 01234 567 890 Fax: 01234 567 890
Email: your@email.com Web: www.yoursite.com

without compromise.

Partner Certificate

Once accredited we will send you an Excel Partner Certificate that you can display in your office. Should you ever need to get an extra copy of your accreditation certificate you can download this by visiting the 'My Details' section of the Partner Area.



How to become an Excel Partner

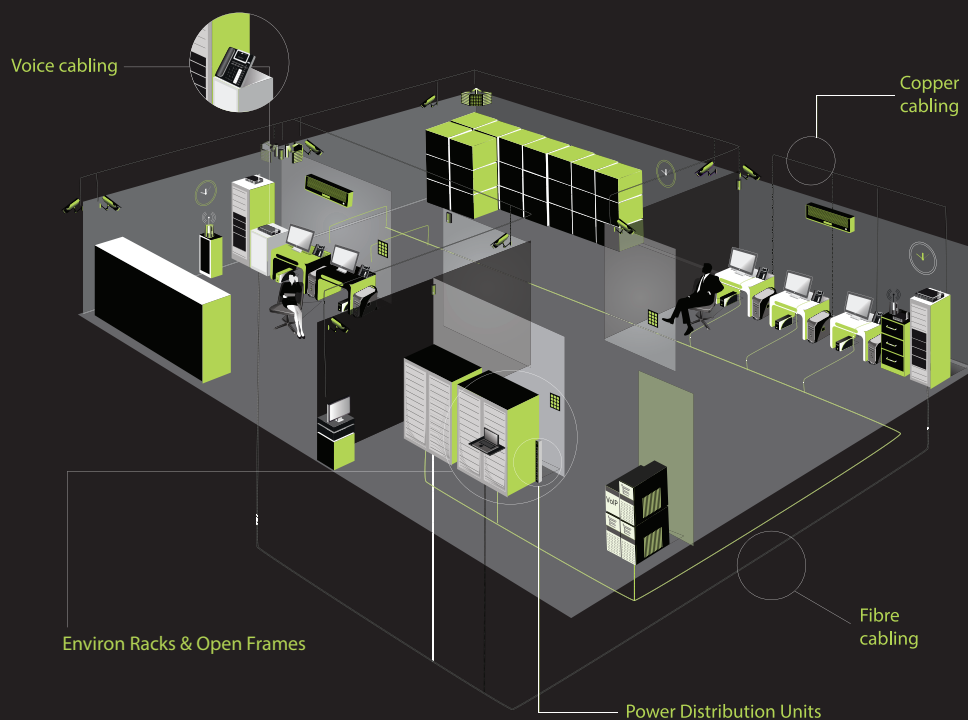
To apply to become an Excel Partner you need to complete the online application form which is located at:

<http://www.excel-networking.com/support/excel-partner-application>

Please ensure that you provide the full details as requested.

Once we receive your completed form this is reviewed by our team. If your application is successful we will require a minimum of two engineers to complete the online training. Costs on application. Full details will be sent to you at the appropriate time.

Excel System Offering





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Certificate No. FS 547274



Certificate No. EMS 542863

