

# Excel Partner Programme

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

[www.excel-networking.com](http://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 the World. 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 the World 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, 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 Force Technology (formerly Delta) and 3P.
- **Accepted:** Numerous reference sites globally.
- **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 8 copper cabling and optical systems from conventional multimode OM1 to OM4 and Singlemode OS2, PON Systems, to pre-terminated high density MTP and highly flexible blown fibre systems, Racks and Intelligent Power Distribution Units.
- **Reliable:** Global wide partner programme, 25 year warranty programme, pre and post sales technical support, 22-year plus product development programme, third party verification as standard on all key solutions.
- **Available:** Global stock availability via Excel Distribution Partners for immediate delivery.



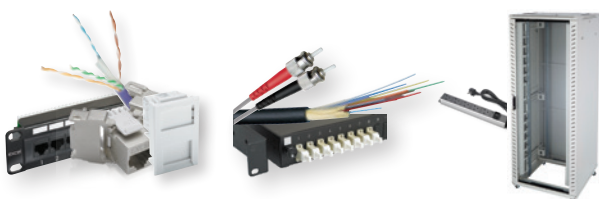




## The Excel Solution

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 8 S/FTP
- Category 7<sub>A</sub> S/FTP
- Category 6<sub>A</sub> F/FTP, U/FTP, S/FTP and U/UTP
- Category 6 U/UTP and F/UTP
- Category 5e U/UTP and F/UTP
- Enbeam Multi and Singlemode optical fibre systems
- PON Systems
- Enbeam MTP high density pre-terminated optical fibre systems
- Excelerator Pre-terminated cable
- Blown optical fibre systems
- Voice cabling and accessories
- Environ wall and floor standing cabling racks
- Environ SR 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<sub>A</sub> 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 three 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 Solutions Partner (ESP)** – These organisations offer turnkey integrated solutions, including conventional Excel copper and optical solutions, and pre-terminated high density MTP optical fibre solutions. Solution Partners also offer Intelligent Infrastructure Management and Blown fibre cabling solutions. These infrastructure systems can be integrated with IP solutions such as wired and wireless Ethernet, electronic security, and building management systems.



**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. For both ECP's and ESP's extensive training is undertaken, 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, both ECP's and ESP's are able to provide the comprehensive 25 year warranty for copper, fibre, 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 Excel Distribution Partners are strategically located globally, to service local ECP's and ESP's.



| Partner Benefits   | <br>Excel Cabling<br>Partner (ECP) | <br>Excel Solutions<br>Partner (ESP) | <br>Excel Distribution<br>Partner (EDP) |
|--|---|---|--|
| Access to the partner area of the Excel corporate website                        | X   | X   | X  |
| Excellence Initiative training credits   | X   | X   |  |
| Access to the Excel Encyclopaedia  | X   | X   | X  |
| Pre and post sales phone and email technical support                             | X   | X   | X  |
| Pre sales tender response support  | X   | X   |  |
| Complimentary Excel branded literature available on line                         | X   | X   | X  |
| Access to Excel demonstration facilities in Birmingham, City of London and Dubai | X   | X   | X  |
| Project Registration Programme   | X   | X   | X  |
| 25 Year Warranty Programme – product and application only *                      | X   |   |  |
| 25 Year Warranty Programme – product, application and labour *                   |   | X   |  |
| Warranty certification issued within 5 working days **                           | X   | X   |  |
| Market Development Funds (MDF)   | On Application  | X   | On Application   |
| Toolbox On Site Training ***   |   | X   |  |
| Excel Site Audit ***   |   | X   |  |

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

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

\*\*\* Tool box training and Excel site audits are available in the UK only, and with prior arrangement via the Excel technical support team, terms and conditions apply. For further details please contact your local sales representative, or the technical support team on +44 (0)121 326 7557

| Partner Requirements   | <br>Excel Cabling<br>Partner (ECP) | <br>Excel Solutions<br>Partner (ESP) | <br>Excel Distribution<br>Partner (EDP) |
|--|---|---|--|
| Complete the Excel Partner application form  | X   | X   | X  |
| Annual revenue commitment (measured January to December)   | >£50,000  | >£250,000   | On Application   |
| Complete a 12 month business plan to be reviewed quarterly   |   | X   | X  |
| Share project pipeline opportunities   |   | X   |  |
| Attend a 2 day Installation Training Course (Min 2 engineers) *  | X   | X   |  |
| Attend one complimentary Excel Partner Briefing event per annum (Held in Birmingham, City of London and Glasgow) | X   | X   | X  |
| Retain qualified Excel engineers via bi-annual online certification +  | X   | X   |  |
| Offer complementary IP Converged Solutions, for example wired or wireless Ethernet, electronic security, etc     |   | X   |  |
| Hold agreed levels and breadth of stock at all times   |   |   | X  |
| Allow Excel staff access to sales and marketing personnel  |   | X   | X  |
| Promote the Excel brand via, business development staff, corporate web site and marcoms activities               |   | X   | X  |

\* Engineers successfully completing this course will be awarded 10 BICSI Cec's towards RCDD, RITP & ITS designations.

+ Engineers successfully completing this course will be awarded 4 BICSI Cec's towards RCDD, RITP & ITS designations.





## Excellence Initiative

At Excel we are keen to encourage continual learning and development. The Excellence Initiative is a unique programme, which rewards partner spend and loyalty in a way which enables consistent staff development.

For every £30,000 spent on Excel Category 6<sub>A</sub> or Category 6 products we will issue you with a £200 product training credit. These training credits are valid for 12 months and can be accrued to fund any of the training courses available from our training partner CNet Training. A vast range of courses covering all disciplines related to copper and fibre

structured cabling, as well as related technologies such as wireless and electronic security are available, please visit [www.cnet-training.com](http://www.cnet-training.com) to review the available courses. In many instances these courses offer accreditation from independent organisations such as City and Guilds and BTEC.

The Excellence Initiative is open to UK based ECPs and ESPs only.

## Excel Partner Area

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

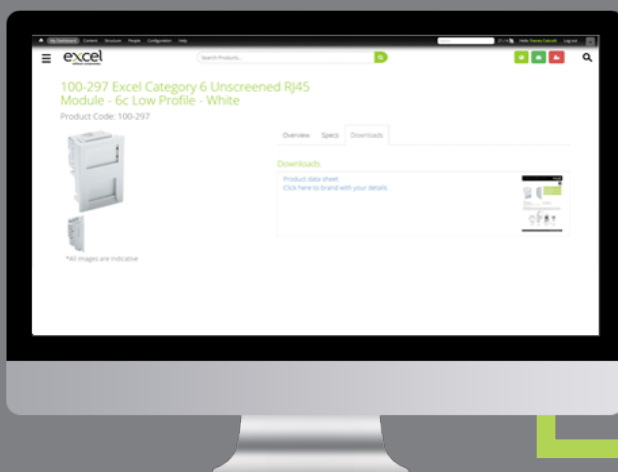
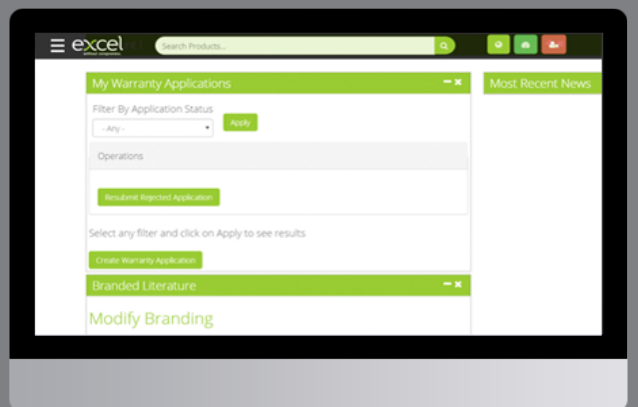
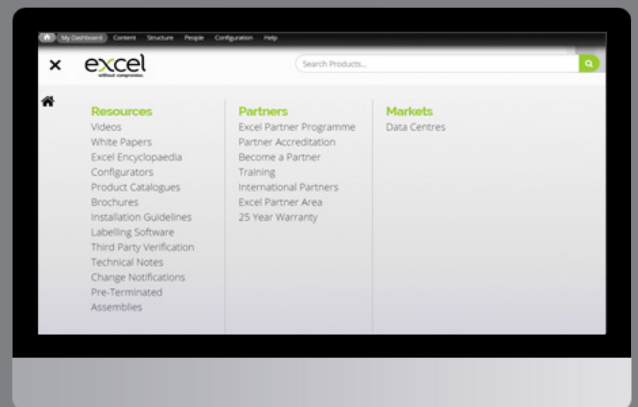
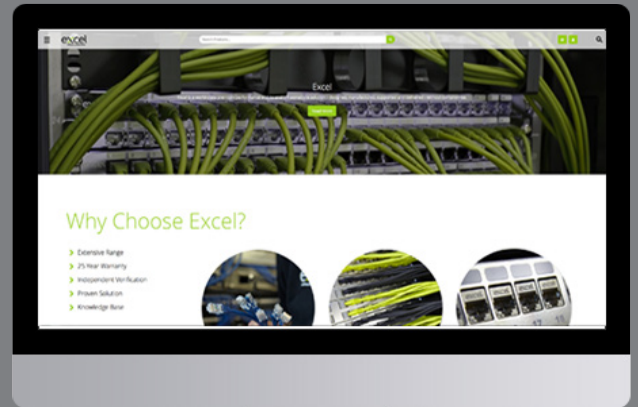
### Warranty Programme

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.



## Partner Certificate

Once accredited you will be able to download your Excel Partner Certificate from the Excel Partner Area. 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>

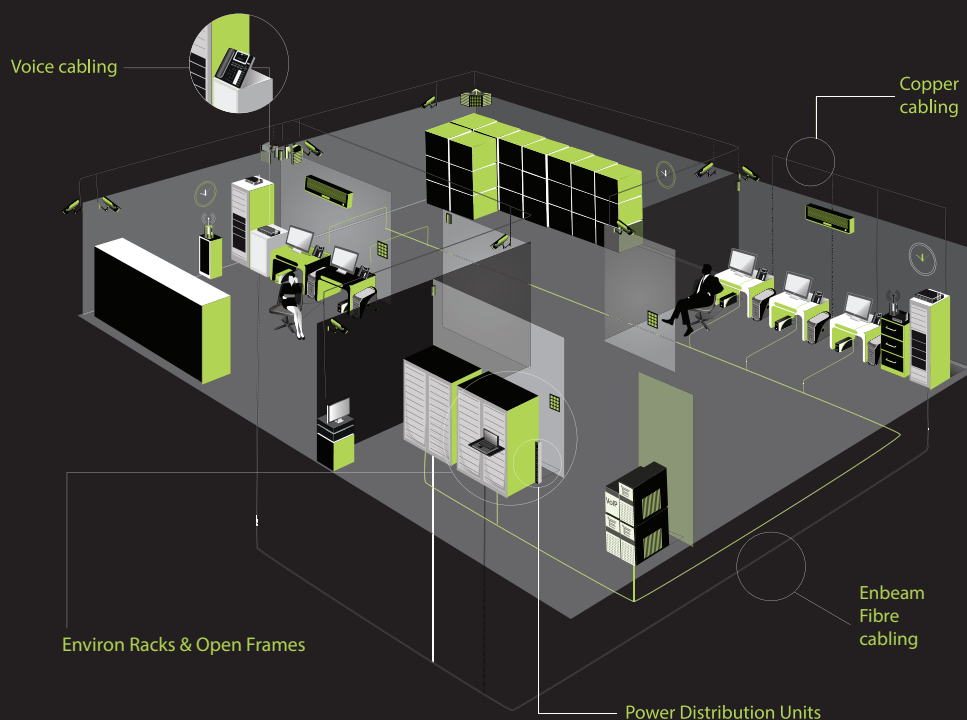
Please ensure that you provide the full details as requested.

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 training. Full details will be sent to you at the appropriate time.

In the UK the training comprises a 2 day course at our training partner CNet – costs on application. If the engineer(s) already have a recognised, up to date qualification then they will only be required to take the online course and test – costs on application.

The training outside of the UK is based on the online training course only – costs on application.

## Excel System Offering







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Certificate No. FS 547274



Certificate No. EMS 542863

