

The background features a green-to-yellow gradient with several interlocking gears of varying sizes. Inside the gears are various business-related icons: a bar chart with an upward-pointing arrow, a scatter plot with plus signs, a bar chart with a line graph overlay, and a candlestick chart. A faint image of a person's face is also visible in the background.

Excel Consultants Programme

Giving you the support you need to plan a successful project

excel
without compromise.

About Excel

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

We offer one of the market’s most comprehensive ranges of passive cabling products designed to suit installations in data centre, enterprise, campus, and manufacturing environments.

Voice Cabling

- Cable
- Panels
- Outlets
- Adaptors
- LJUs
- Connection Boxes
- Distribution Frames

Cable Management

- Duct Trunking
- Basket Trays
- Horizontal and Vertical Management Solutions
- Hook and Loop Cable Ties

Environ Racks, Cabinets and Open Frames

- Communications Rack (CR)
- Equipment Rack (ER)
- Co-Location Rack (CL)
- Server Rack (SR)
- Open Frame (OR)
- Wall Rack (WR)

Environ Locking Solution

- RFID
- Biometric
- Combination
- Key

Power Distribution Units

- Intelligent
- Standard
- Desktop
- Modular

Copper Cabling (CPR Compliant)

Cat 8 | Cat 7_A | Cat 6_A | Cat 6 | Cat 5e

- Cable
 - S/FTP
 - F/FTP
 - F/UTP
 - U/FTP
 - U/UTP
- Patch Panels
- Patch Leads
- Modules, Outlets and Adaptors
- Jacks and Connectors

Enbeam Fibre Cabling (CPR Compliant)

OS1 | OS2 | OM1 | OM2 | OM3 | OM4 | OM5

- Cable
 - External
 - Internal
 - Loose Tube
 - Tight Buffered
- Patch Panels
- Patch Leads and Pigtails
- Modules, Outlets and Adaptors
- Jacks and Connectors
- Blown Fibre
- Fibre Cleaning Solutions
- PON/FTTP Solutions
 - Environ Compact Enclosures
 - Splitters, Panels and Modules
- Modules
 - Floor Distribution Boxes
 - Exterior Splice Enclosures
 - PDUs
 - FFX Outlets



Read more about the **Excel PON Solution** on our website: www.excel-networking.com/pon-solution



We offer a 25-year warranty as standard on all installations completed by an accredited Excel Partner.



We have invested in third party verification programmes for over 20 years, working closely with laboratories such as Force Technology (Delta) and 3P based in Denmark, and ETL in America.



We have dedicated global support teams based around the world across EMEA and APAC regions.



Meeting room and demonstration facilities worldwide, available for booking in Birmingham, London and St Neots.

Here for you - without compromise

We have a team of experienced specialists who are on hand to assist with dealing with complex bids and supporting partners throughout EMEA and APAC regions to increase their chances of winning major tenders and projects with the Excel product range.

Many of these services are free of charge at any stage of a project, but early involvement, where relevant, makes the best use of the expertise to ensure that the most suitable Excel solution for the project is selected.

The Excel team has experience of the complete supply chain; their extensive knowledge of project management in an installer environment allows them to offer a service which is second to none.

The key to a successful, futureproof project design is to provide a suitable product suite to deliver the communications services throughout a building. The heart of this is the communications rooms and the cabling pathways throughout the facility, distributing the connectivity to each area of the building across a network of structured cabling, containment systems, racks, servers, switches and more.

Our Business Development Managers are on hand to visit consultants and end users to discuss or demonstrate the benefits of the Excel Solution. They can provide on site presentations and meeting support in bid reviews, pre-sales or post-sales meetings.

Our dedicated projects team offer a range of benefits:

- ✓ Single point of contact
- ✓ Product samples and demonstrations
- ✓ Support with literature, presentations, technical specification sheets and case studies
- ✓ Management of stock availability
- ✓ Establishing project logistics
- ✓ Advice on system design, installation best practice, standards compliance, testing and warranty requirements



Solutions for every industry...

The Excel solution is totally scalable and is suitable for the smallest installation to the largest.

Our customers are numerous across a range of vertical markets all over the world:

- Health
- Hospitality
- Education
- Data Centres
- Construction
- Finance
- Enterprise
- Oil & Gas
- Retail/Commercial
- Transport



www.excel-networking.com/case-studies

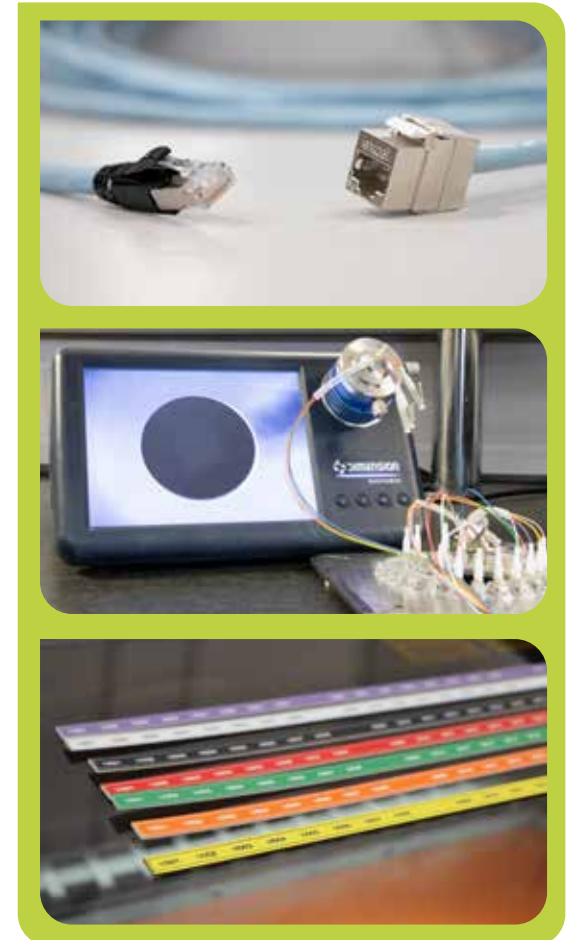
Email: projects@excel-networking.com

Specialist Support Services

The conventional way to deliver a copper or fibre infrastructure cabling system has been for the cable, connecting hardware and accessories to be installed and terminated on site. The installation is typically programmed to fit in with all other project works. Projects may be subject to unforeseen delays, and as the infrastructure cabling packages are usually towards the end of the project, these may be under greater pressure to speed up to ensure the overall project is not delayed.

Our range of Specialist Support Services offer numerous benefits:

- **Reduce installation cost and time**
With the products being delivered from Excel already terminated, configured and built to specification, projects are less costly on-site as installation time is reduced.
- **Fully tested, fully traceable - 100% inspected**
Excel's pre-terminated cables and labels are created by our specialised, knowledgeable technical staff and go through a rigorous quality check before delivery.
- **Minimise waste - protect the environment**
Our technical team are experienced in terminating copper and fibre cables and laser printing acrylic labels. By minimising waste, we not only reduce overall cost but also makes our solutions an environmentally friendly option.
- **Fast turnaround**
With a full team of technical specialists, we can accept orders and deliver them quickly, preventing any delay to your project.
- **Covered by the 25-year Excel system warranty**
When installed by an accredited Excel partner, our pre-terminated cabling and labelling solutions are covered by the 25-year warranty as part of our complete, trusted solution.



For further details and prices on our Specialist Support Services, contact us on 0121 326 7557 or email businessdevelopment@excel-networking.com

M-Tech Demonstration Facilities

We have demonstration facilities, 'M-Tech', in Birmingham and London.

The M-Tech facilities focus on the Excel product portfolio. Each M-Tech is ideal to conduct customer, staff and vendor meetings, with designated seating areas and tables, white boards, product sample boards and screens for presentations to be displayed.

If you'd like to arrange a visit at any of the locations, speak to your Business Development manager by emailing businessdevelopment@excel-networking.com

Excel is owned by Mayflex, who is a leading distributor of Converged IP Solutions. This means that in addition to Excel we can also advise and recommend suitable networking and IP security solutions from a large selection of leading and innovative manufacturers, including Avigilon, Hikvision, Axis, Edgecore, Suprema and Paxton. Where appropriate we will bring in the right contacts from the relevant vendors to support you. By working with us we can bring everything 'all together' saving you time, effort and costs.



Visit Mayflex.com to read our IP Security Solutions brochure online.



Birmingham, Excel House, B6 7JJ



London, Holland House, EC3A 5AW

You can view products from our Infrastructure, Security & Access Control and Networking ranges in our M-Tech Demonstration Facilities.

Resources

Take advantage of our tools and online resources when specifying for complex bids.



The **Encyclopaedia**, written by key members of our technical and marketing teams, has been designed to provide consultants, M&E contractors, end users and installation partners with a thorough understanding of structured cabling and more importantly a complete insight into the Excel Structured Cabling Solution.

www.excel-networking.com/excel-encyclopaedia



To assist Consultants and Excel Partners with specifying Excel and winning tenders with the Excel product range, we have developed a series of documents that are an ideal basis for putting together a specification or answering a tender response. These are available via the **Excel Partner Area**.



We have a number of **videos and webinars** that aim to showcase the diversity and features of Excel's products and services as well as provide information about important updates, such as the latest revisions to the Construction Products Regulation, and product installation best practice.

www.youtube.com/ExcelNetworking



Product specification sheets contain all images and features of Excel products, along with all the technical details to provide a complete overview of each product within the Excel portfolio.



Detailed product drawings and BIM/Visio files are available via the product pages on the Excel website. You can also access a complete list of products that have a BIM or Visio file available through the Excel brand page on the Mayflex website:

www.mayflex.com/brands/excel

- Exact product specifications
- A view from all angles
- Expert support for your next project

CPD Programme

We run a variety of educational seminars, workshops and events to help you keep up to date with new technologies and the latest industry changes.

The CPD sessions are an opportunity to earn CPD points as well as learn about emerging technologies, industry best practice and new products ahead of others, so you can have confidence that your next bid is backed by the best service and support.

Some of our CPD Sessions include:






- Cabling Standards Update
- CPR, BS6701:A1 and the Impact on Cabling Standards
- Power Over Ethernet and the impact on Cable Infrastructure Design
- Advanced PoE
- Residential Systems and Design Fundamentals
- Smart Building Technology and Design Fundamentals



Plastic Free Packaging

As a business we are acutely aware of the damage that plastic has on the environment and we are leading the way in the structured cabling industry to remove as much 'single use plastic' from the supply chain as possible. It hasn't been an easy change but one that we have persevered with to develop alternative 'plastic free' packaging for much of the copper and fibre product lines, as well as reducing cardboard box sizes where possible.

Why you should #PassOnPlastic

 Reduced Waste Volume	 100% Recyclable Waste	 Quicker to Install
 Easier for Engineer On-Site	 Lower Installation Costs	

By switching to "natural" brown packaging options, we will be reducing our annual single-use plastic bag usage by more than 16 million bags*. This is the equivalent of over 40 tonnes of single-use plastic being removed from the supply chain and replaced with 100% recyclable packaging.

Did You Know?



It takes up to 1000 years for plastic to degrade



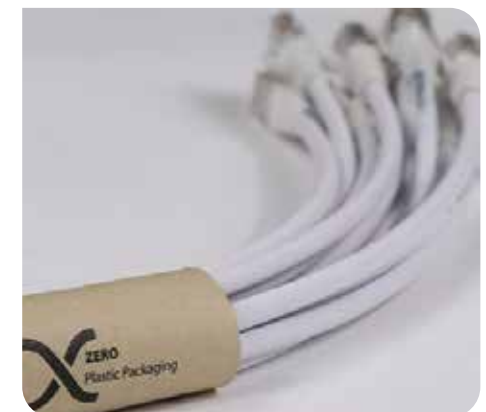
If nothing is done by 2050 pieces of plastic in the ocean will outweigh the number of fish



32% of global plastic waste ends up in the ocean



Over 500 species of marine animals have either eaten or been entangled in plastic



* Based on 2018 sales figures



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