

The background features a light green color with several semi-transparent gears of various sizes. Inside some of the gears are icons representing business concepts: 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

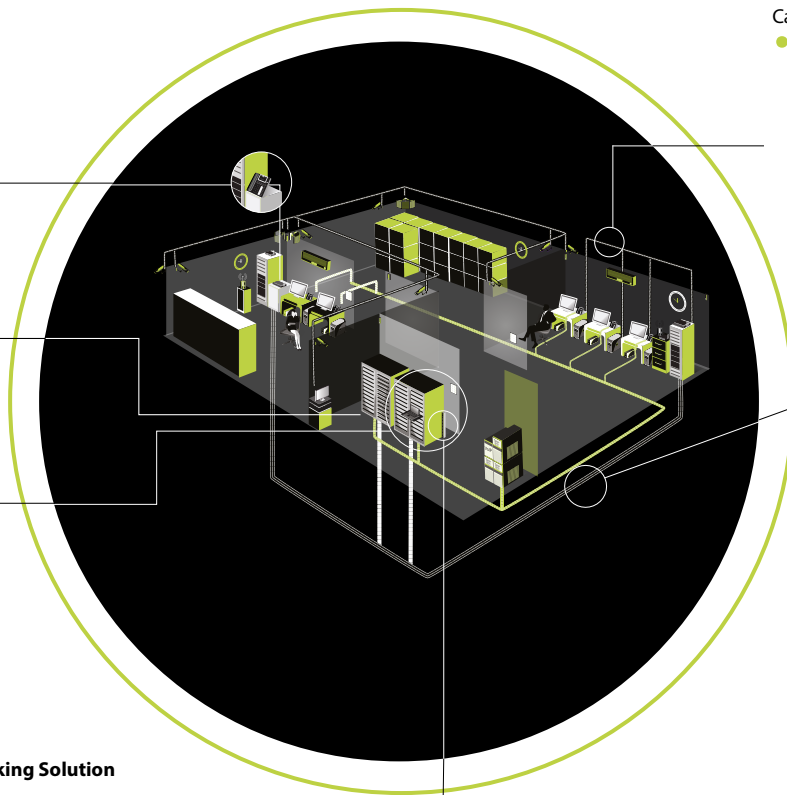
- Communications Rack (CR)
- Equipment Rack (ER)
- Co-Location Rack (CL)
- Server Rack (SR)
- Open Frame (OR)
- Wall Rack (WR)
- Data Centre Rack (DCR)
- Acoustic Rack (AR)

Environ Locking Solution

- RFID
- Biometric
- Combination
- Key

Power Distribution Units

- Intelligent
- Standard
- Desktop



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
 - Outlets

FTTx

- Fibre Distribution Points
- Cables/Ducts
- Discreet Cabling



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 25 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, St Neots and Dubai.

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
- ✓ Tender Response Generator
- ✓ Potential of dedicated project stock holding within Virtual Warehouse for major projects



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

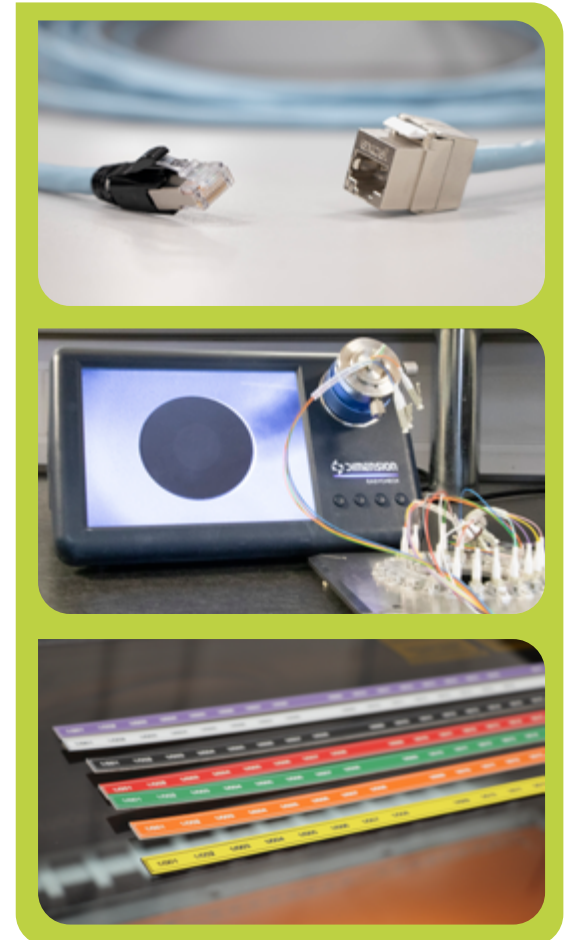
Email: projects@excel-networking.com

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 sales@excel-networking.com

M-Tech Demonstration Facilities

We have a full working demonstration facility, 'M-Tech', in Birmingham and London.

The M-Tech facilities showcases the Excel product portfolio and the networking and security products available from Mayflex. 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 sales@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 Unity and Alta, Hikvision, Axis, Ruijie and Reyee, Secure Logiq, 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 www.mayflex.com to read our IP Security Solutions brochure online.



Birmingham, Excel House, B6 7JJ

**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**.



White Papers and Technical Notes. Available on our website is a series of whitepapers covering a range of topics including developments in Technology and Standards. These are intended to inform and educate. There is also a large range of technical notes answering frequently asked questions.

www.excel-networking.com/downloads/whitepapers
www.excel-networking.com/downloads/technical-notes



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 for a number of products within the Excel range. Where available these can be downloaded from the '**Datasheets & Docs**' tab for each product shown on the Excel product catalogue.

www.excel-networking.com/catalogue

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

Tender Response Generator



The Excel Tender Response Generator allows you to easily collate the required Excel specification sheets into one PDF document and personalise the front cover with your company details and logo along with the project name and a choice of front cover images. This provides the perfect professional document to accompany any project quotation response.

www.excel-networking.com/tools/tender-response-generator

Environmental Product Declarations (EPD)



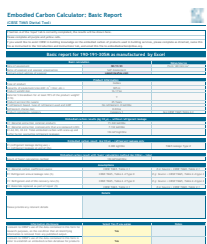
We have produced EPDs for core products within the Excel product range. These detailed reports are created and ratified by an external third-party provider, bre.

An EPD is a document that quantifiably demonstrates the environmental impacts of a product. An EPD is generated based on data obtained through Life Cycle Assessment (LCA). An LCA is performed using a peer-reviewed Product Category Rules document (PCR) in line with EN 15804 (the European Standard for the generation of EPD for construction products), ISO 14025 and other related international standards.

Each Excel EPD will help Specifiers, Architects, End Users and Designers to choose the most sustainable solution for each requirement.

Where they are available you can view each EPD by visiting the products on the online catalogue and clicking on the 'Datasheets and Docs' tab.

Embodied Carbon Certification - TM65



The TM65 certificate shows the embodied carbon for each product which documents the greenhouse gas emissions associated with the manufacture of the product, its installation, maintenance, repair, replacement and end of life and covers the whole life cycle, excluding operational aspects and potential recovery, reuse or recycling of materials. We provide a CIBSE TM65 certificate for each of the Excel products in the range.

You can see the CIBSE TM65 certificate by viewing the product on the online catalogue at www.excel-networking.com and clicking on the 'Datasheets & Docs' tab. We also show the total CO₂e total for each product on the overview description in the bullet points.

Case Studies



Read how Excel has been used across numerous applications and vertical markets to provide a solid and reliable infrastructure solution.

www.excel-networking.com/downloads/case-studies

Reference Sites



Excel has been installed into thousands of businesses, schools, hospitals, universities, etc - you can see a full list and search by vertical or product type by visiting the online reference sites.

www.excel-networking.com/reference-sites

Global Acceptance



Excel is installed throughout the World, and we have accredited Excel Distributors and Partners who stock products locally and we are able to issue the comprehensive 25-year warranty should it be required.

Contact our International Sales team for further information email

internationalsales@excel-networking.com

CPD Programme

We run a variety of educational webinars and workshops 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



The Importance of CPR

Choosing the right cable type for every installation is key. With the introduction of Construction Products Regulation (CPR) in July 2017 and the addition of the CPR Euroclasses, to factor in a cable's reaction to fire.

Most data cabling tender specifications stipulate the requirement for a 'Standards Compliant' system to be supplied. In the UK, to achieve this you must specify compliance with BS6701:2016+A1:2017, which states:

"For new installations and the refurbishment or extension of existing installations within the external fire barrier of the building, installation cables which are subject to the CPR shall as a minimum meet the requirements of Euroclass Cca, s1b, d2, a2."



VIEW CCA+ PRODUCTS



READ CPR POCKET GUIDE



DOWNLOAD INFOGRAPHIC

Excel decided to go one step further and offer B2ca instead of Cca cable, at the same price point, to ensure an even higher resistance to fire and giving our customers a competitive technical advantage when bidding against alternative brands.

To understand more about CPR please visit:

www.excel-networking.com/understanding-cpr

Sustainability

Committed to the Environment

At Excel we care about the Planet and our goal is to reduce our emissions and therefore our impact on the environment. We are committed to bringing our emissions to zero by 2030!



We currently hold the EcoVadis Silver rating. EcoVadis is a globally recognised assessment platform that rates businesses' sustainability based on four key categories: environmental impact, labour, human rights standards, ethics, and procurement practices. To date, EcoVadis has rated over 75,000 trading partners worldwide, mitigating risk for some of the world's largest organisations, while positively impacting the environments, fostering transparency, and driving innovation.



Our card and paper packaging materials are made from FSC recyclable materials and are 100% recyclable.

Recyclable Shrinkwrap

The shrink wrap used to wrap and protect the Environ floor racks and wall boxes and to wrap boxes onto a pallet, is made from 30% recycled material and is 100% recyclable.



Automation



At our Birmingham HQ warehouse we have invested in Autostore which includes 14 Maybot robots where a substantial amount of Excel products are stored and dispatched. The Autostore is far more energy efficient and has seen a significant reduction in the power from our previous leanlift solution.

Automation brings many benefits including better consolidation of orders, an improved accuracy rate, this is already high at 99.93% but our aim is to achieve 99.96%. That doesn't sound much but over a year that equates to a large number. To ensure maximum quality, the system is designed to only deliver the product required followed by every item being scanned by our sophisticated Cognex scanners. The whole process is far quicker to process orders, which will be particularly useful for customers ordering at the trade counter or for same day despatch requirements.

With automation it also allows us to automatically choose the smallest possible outer box for each delivery, using less void filler.



Void Filler

Where void filler is required, we re-purpose our waste cardboard and paper and turn it into void filler. Not only is it 100% recycled and recyclable it is also saving over 3,500kg of cardboard from our operation each year.



Cardboard Boxes

We use 'crash lock' boxes that remove the need to use paper tape to seal the boxes and these boxes make it quick and easy for customers to access their products with a simple box tear off strip. These boxes are made from 100% recycled card and are 100% recyclable. We use lineless labels on all Fedex shipments removing 100% of the plastic backing.



Cable Reels

We sell millions of metres of cable each year, many of which are shipped out on wooden reels. Where we can, we are collecting and reusing these reels – to date this has seen a reduction of 50,542 kg of plywood and 83 tonnes of CO₂ per year.



Transportation & Distribution

Where a customer has a large order to be delivered from Mayflex that's 8 pallets or more we can deliver this on a gas-powered vehicle that runs on a 13-litre CBG powered engine that runs on biomethane and results in:






- An 85% reduction in CO₂ emissions
- 12% fewer NOx emissions
- 76% less particulate matter than a euro 6 diesel
- 50% quieter than diesel
- FORS registered vehicles are available to the Silver Standard



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

In 2019 we were the first in the industry to examine the packaging of our Excel product lines and source alternative plastic free solutions. Since this change, based on our annual sales figures this equates to **85 million plastic bags** (212 tonnes) of single use plastic prevented from entering the supply chain and ending up in landfill.

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





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