

# Excel Consultants Programme

[www.excel-networking.com](http://www.excel-networking.com)

Section 17



## Giving you the support you need to specify a successful project

### Here for you - without compromise

We have a team of experienced specialists who are on hand to assist with dealing with complex designs and supporting partners throughout EMEA 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 residential solutions, FTTx solutions, 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 requirement
- ✓ Potential of dedicated project stock holding within Virtual Warehouse for major projects

Email: [businessdevelopment@excel-networking.com](mailto:businessdevelopment@excel-networking.com)



Click here to find out more about our Key Markets

#### 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       | • Enterprise         |
| • Hospitality  | • Oil & Gas          |
| • Education    | • Retail/ Commercial |
| • Data Centres | • Transport          |
| • Construction |                      |
| • Finance      |                      |



[www.excel-networking.com/case-studies](http://www.excel-networking.com/case-studies)

## 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**

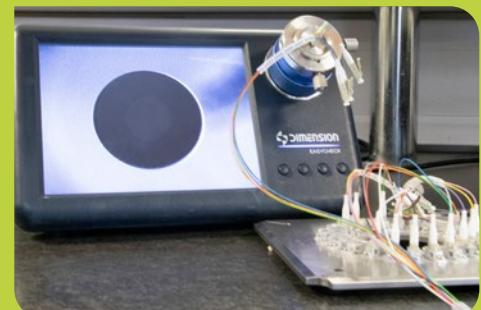
With a full team of technical specialists, we can accept orders and deliver them quickly, preventing any delay to your project.

- **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.

Visits can be arranged for Consultants and End-users to visit the facility in Birmingham to witness the process and discuss your requirements

**For further details and prices on our Specialist Support Services, contact us on 0121 326 7557 or email [businessdevelopment@excel-networking.com](mailto:businessdevelopment@excel-networking.com)**



**Find out more about our Specialist Support Services in Section 15 of the Encyclopaedia, or visit <https://excel-networking.com/specialist-support-services>**

## M-Tech Demonstration Facilities

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

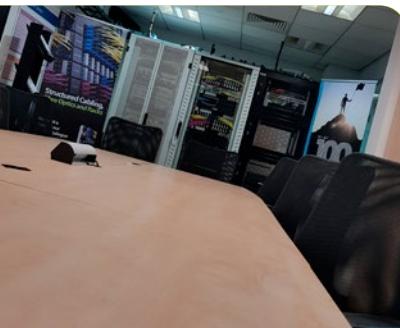
The M-Tech facilities focus on the Excel product portfolio. Each M-Tech is ideal to conduct customer, staff and vendor meetings, with designated seating areas and tables, white boards, product sample boards and screens for presentations to be displayed.

These areas have been used by Consultants to bring their clients to view and finalise product options and requirements. These meetings can be held either with or without Mayflex/Excel staff being present.

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](mailto:businessdevelopment@excel-networking.com)



Birmingham, Excel House, B6 7JJ



London, Uncommon Liverpool Street, EC2M 7PP

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

**aura**  
experience different



A selection of products from our Aura AV Solutions range is also available to see in our MTech Facilities.

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](http://Mayflex.com) to read more about our Security Solutions: [mayflex.com/your-trusted-partner-security-solutions](http://mayflex.com/your-trusted-partner-security-solutions)



**MAYFLEX**  
A Sonepar Company

## 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](http://www.excel-networking.com/excel-encyclopaedia)



**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.



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 on the [Excel website](#).

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](https://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.

This content is ideal for Technical Submissions and due to the system of creating these, they are always up to date and downloadable from the Excel website.



Detailed product drawings and BIM/Visio files are available via the product pages on the Excel website.

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



## CPD Programme

Excel Networking is an authorised CIBSE Training provider, and as such 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 Standard CPD Sessions include:

- Cabling Standards Update
- CPR, BS6701 and the Impact on Cabling Standards
- Power Over Ethernet and the impact on Cable Infrastructure Design
- Residential Systems and Design Fundamentals
- Smart Building Technology and Design Fundamentals
- An Introduction to FTTx/PON
- Fibre Optic technology and Applications

**Note:** Custom sessions on a specific topic can also be provided upon request, if notice is given.

