

Excel Partner Programme

www.excel-networking.com/excel-partner-programme

Section 7



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, Enbeam conventional and pre-terminated high density MPO optical fibre solutions.



Excel Solutions Partner (ESP) – These organisations offer turnkey integrated solutions, including conventional Excel copper and Enbeam optical fibre solutions, pre-terminated high density MPO optical fibre solutions and also blown fibre cabling systems. These infrastructure systems can be integrated with IP solutions such as wired and wireless Ethernet, electronic security, and building management systems. The ESP status is only available in the UK.



Excel Distribution Partner (EDP) – These organisations operate outside of the UK 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.

UK and MEA

A pre-requisite of Excel partner status is training, 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.

Europe

We understand that industry regulations and standards can differ from country to country. As such, to become an Excel Cabling Partner in Europe, engineers will need to demonstrate their expertise by either providing proof of an approved industry certification or by attending a face-to-face hands-on training session with an Excel Account Manager. Similar to in the UK and MEA, this will need to be verified every 2 years.

Once partner status is awarded, both ECPs and ESPs are able to provide the comprehensive 25-year product and application warranty for copper, fibre, voice and rack installations.

This section 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 ECPs and ESPs.



UPDATED
for V5

Partner Benefits	 Excel Cabling Partner (ECP)		 Excel Solutions Partner (ESP)	 Excel Distribution Partner (EDP)
	UK & MEA	Europe		
Access to the Partner Area of the Excel website	X	X	X	X
Access to the Excel Encyclopaedia	X	X	X	X
Promotional pricing (at the discretion of your Account Manager)		X		
Regular communication via email about new products and services	X	X		
Pre and post sales phone and email technical support	X	X	X	X
Pre sales tender response support	X	X	X	
Complimentary Excel branded literature available online	X	X	X	X
Access to Excel demonstration facilities in UK and Dubai	X	X	X	X
Project Registration Programme	X	X	X	X
25 Year Warranty Programme – product and application only *	X	X		
25 Year Warranty Programme – product, application and labour *			X	
Warranty certification issued within 3 working days **	X	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	 Excel Cabling Partner (ECP)		 Excel Solutions Partner (ESP)	 Excel Distribution Partner (EDP)
	UK & MEA	Europe		
Complete the Excel Partner application form	X		X	X
Annual revenue commitment (measured January to December)	>£50,000	>€30,000	>£250,000	On Application
Complete a 12 month business plan to be reviewed quarterly			X	X
Share project pipeline opportunities			X	
Attend one complimentary Excel Partner Briefing event per annum	X		X	X
Provision of an approved industry certification or Attendance at a face-to-face hands-on training session with Excel Account Manager		X		
Retain qualified Excel engineers via biennial online certification	X		X	
Updating industry certification/completing Excel training modules every two years		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 website and marcomms activities			X	X

Excel Partner Services

Excel offers a suite of optional support services to its partners, and in turn to its end user customers. These services are currently available as standard in the UK and are available free of charge to ESPs and are chargeable to ECPs – details on application.

The purpose of these services is to ensure that the required level of best industry practice, together with system specific Excel design, installation, termination and testing practices are adhered to when installing Excel structured cabling systems.

These services are not a replacement for training offered as part of the Excel Partner Programme, the services available can be beneficial to installers who are new to the Excel range, or to changes in cable and connector design, for example installing screened Category 6_A solutions. They also offer specifiers of Excel and end user customers an assurance of vendor support throughout the install programme.

S7

Excel Toolbox Training

The Excel toolbox training service is offered subject to terms and conditions and to customers and sites which meet the qualification criteria. The training will be delivered by a qualified and experienced member of the Excel technical support team and will provide hands on guidance and advice on best practice for preparation, installation, termination and testing of the Excel product set being used.

As stated above, this is an optional service, installers and end users of Excel will receive full post sales support, including warranty programmes, with or without use of the tool box training.

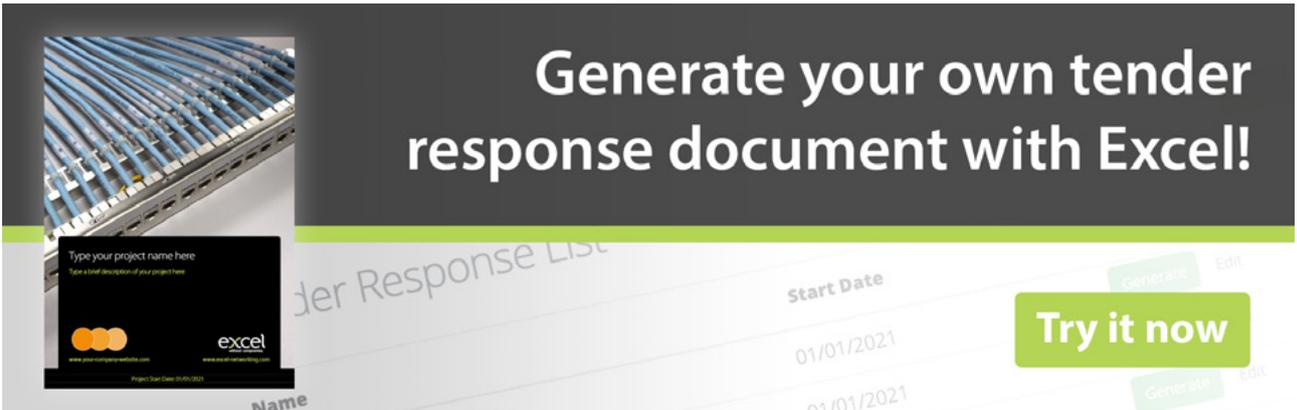
For further information please email toolbox@excel-networking.com.

Excel Audit Service

The Excel Audit service is offered subject to terms and conditions and to customers and sites which meet the qualification criteria. The audit will be completed by a qualified and experienced member of the Excel technical support team, and will consist of a visual and performance inspection of the installed cabling. Visual inspection will include a review of cable routing and management, use of containment and cable ties, termination and labelling practice. Using calibrated and Excel approved test equipment a range of sample performance tests will be completed against the standards requirements for the installed grade of cabling.

As stated above, this is an optional service, installers and end users of Excel will receive full post sales support, including warranty programmes, with or without use of the site audit service.

For further information please email audits@excel-networking.com.



Generate your own tender response document with Excel!

The image shows a screenshot of a software interface for generating tender response documents. On the left, there is a panel with a form containing the text "Type your project name here" and "Type a brief description of your project here". Below the form is the Excel logo and the text "Project Start Date: 01/01/2021". The main area of the screenshot shows a table titled "Tender Response List" with columns for "Name", "Start Date", and "Generate". The "Start Date" column contains the value "01/01/2021". There are "Generate" and "Edit" buttons next to each row. A large green button with the text "Try it now" is positioned in the bottom right corner of the screenshot.