

# Cabling at the Crossroads

prepared and delivered  
by



February/March 2001

# The Cabling Partnership

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**Training**

**Design and specification**

**Cabling/ IT cost management**

**Project management**

**Audits and arbitration**

# Mike Gilmore

Presentations 2001

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Standards

UK

- Fibreoptic Industry Association, Technical Director
- BSI, Chairman, TCT7/-/1: IT Cabling

PD1001: "EMC and Structured Cabling"  
BS 7718: CoP "Installation of Fibre Optic Cabling"

Europe

- CENELEC, Convenor, TC215 WG1: IT Cabling

EN 50098-1: "ISDN Basic Access"  
EN 50098-2: "ISDN Primary Rate"  
EN 50173: "Generic - Design"  
EN 50174-1: "Installation: Specification &  
Quality Assurance"  
EN 50346: "Testing of Installed Cabling"

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## International

- ISO/IEC, Member, JTC1 SC25 WG3: Generic Cabling

ISO/IEC 11801: "Generic - Design"  
ISO/IEC 14763-1: "Administration"  
ISO/IEC TR14763-2: "Planning and Installation"  
ISO/IEC TR14763-3: "Testing Optical Cabling"  
and via IEC SC46A WG2  
IEC 61935-1: "Testing Copper Cabling"

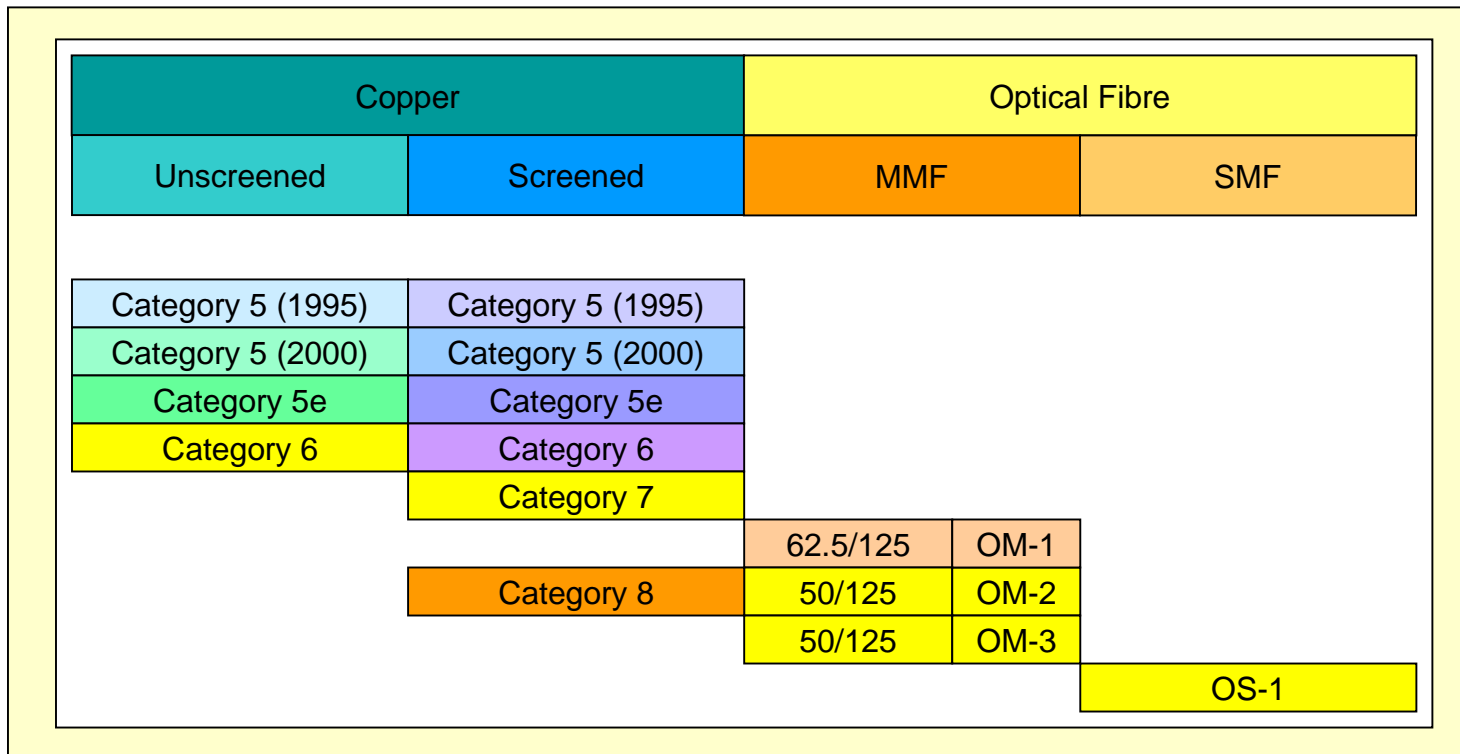
- ISO/IEC, Editor, JTC1 SC25 PT SOHO

ISO/IEC 15018: "SOHO - Design"

# The Crossroads

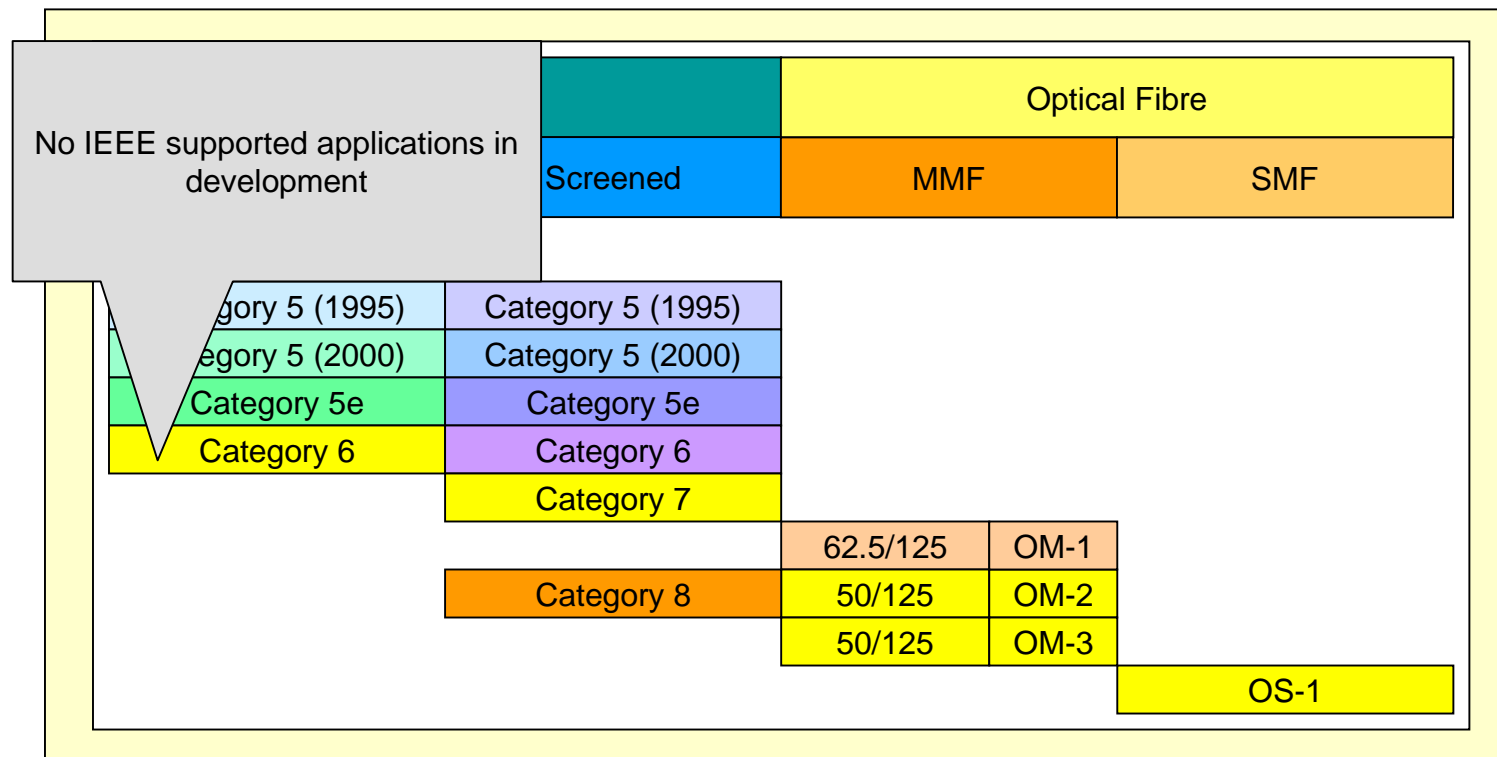
- the IT cabling market is potentially in recession
  - no reduction in business levels
  - significant reduction in margins
    - increased need for controls
  - reduction in knowledge base

# The Technology Squeeze



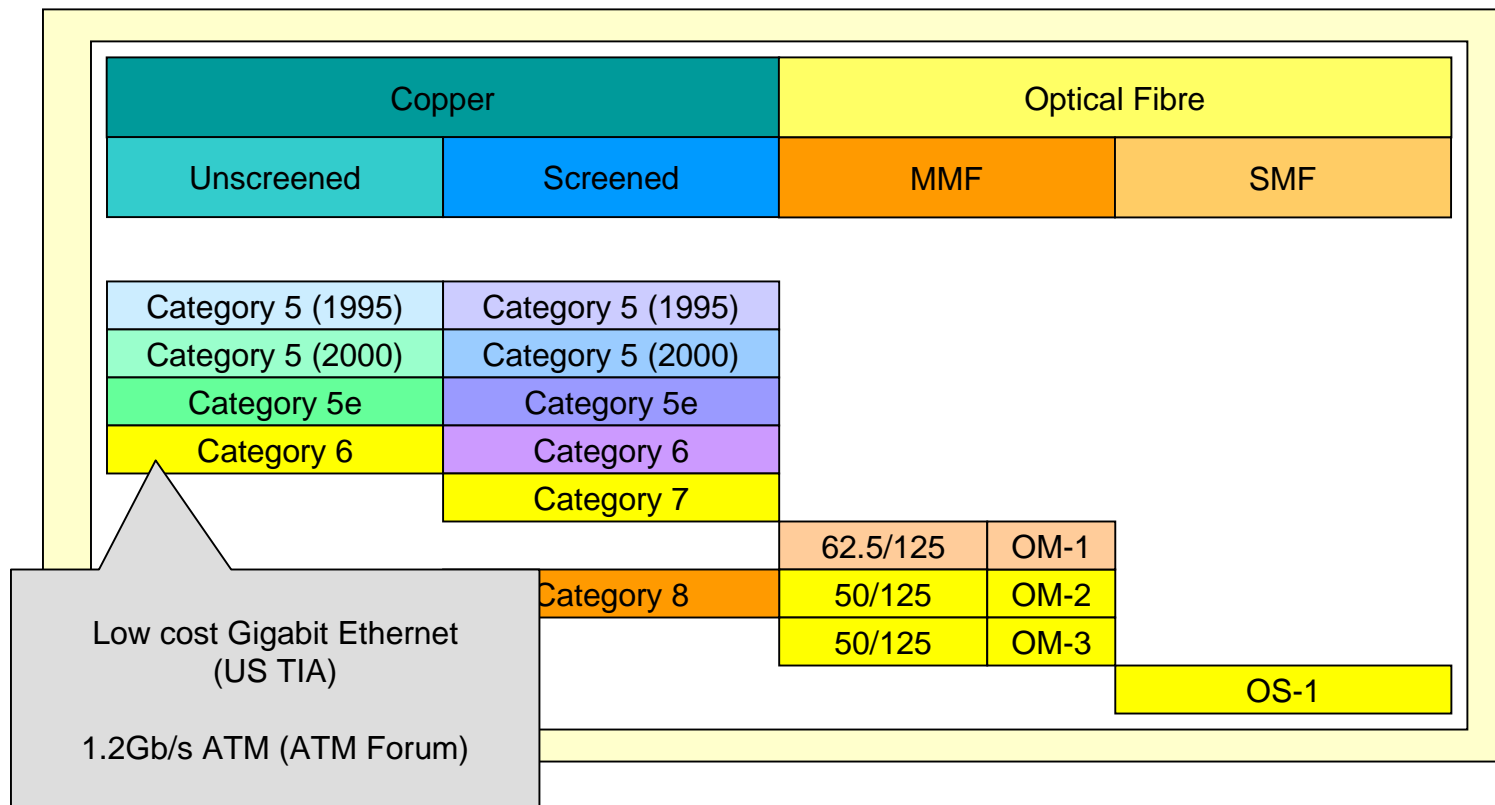
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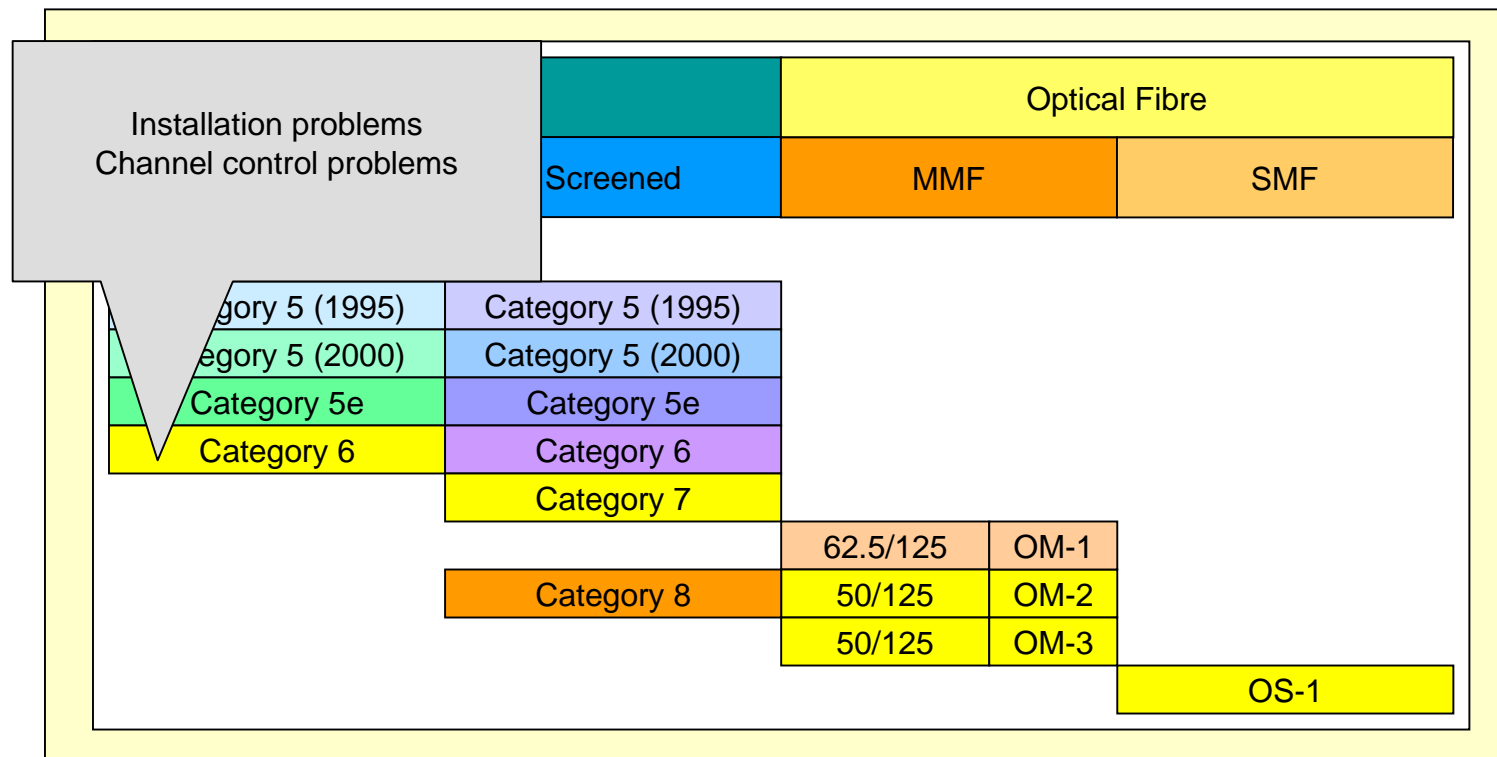
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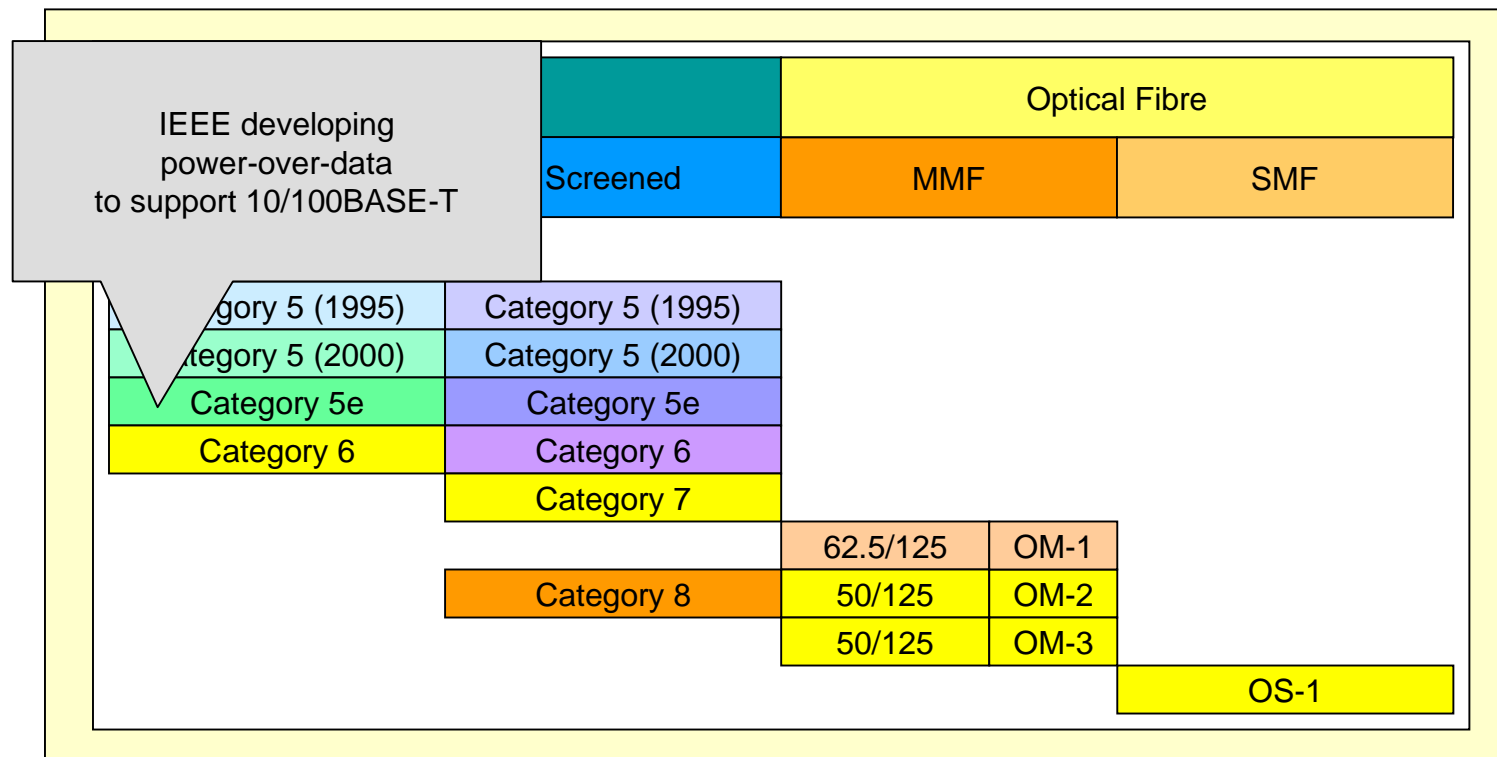
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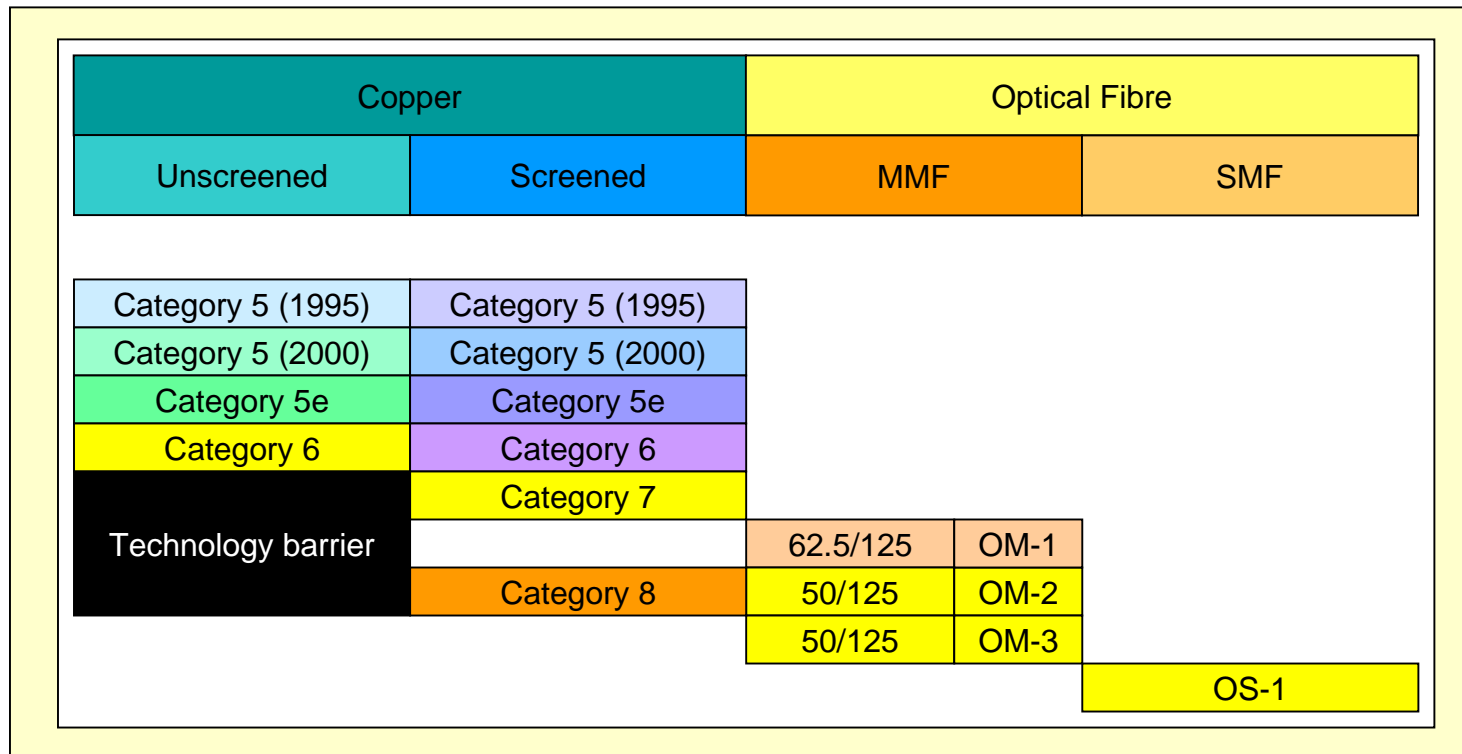


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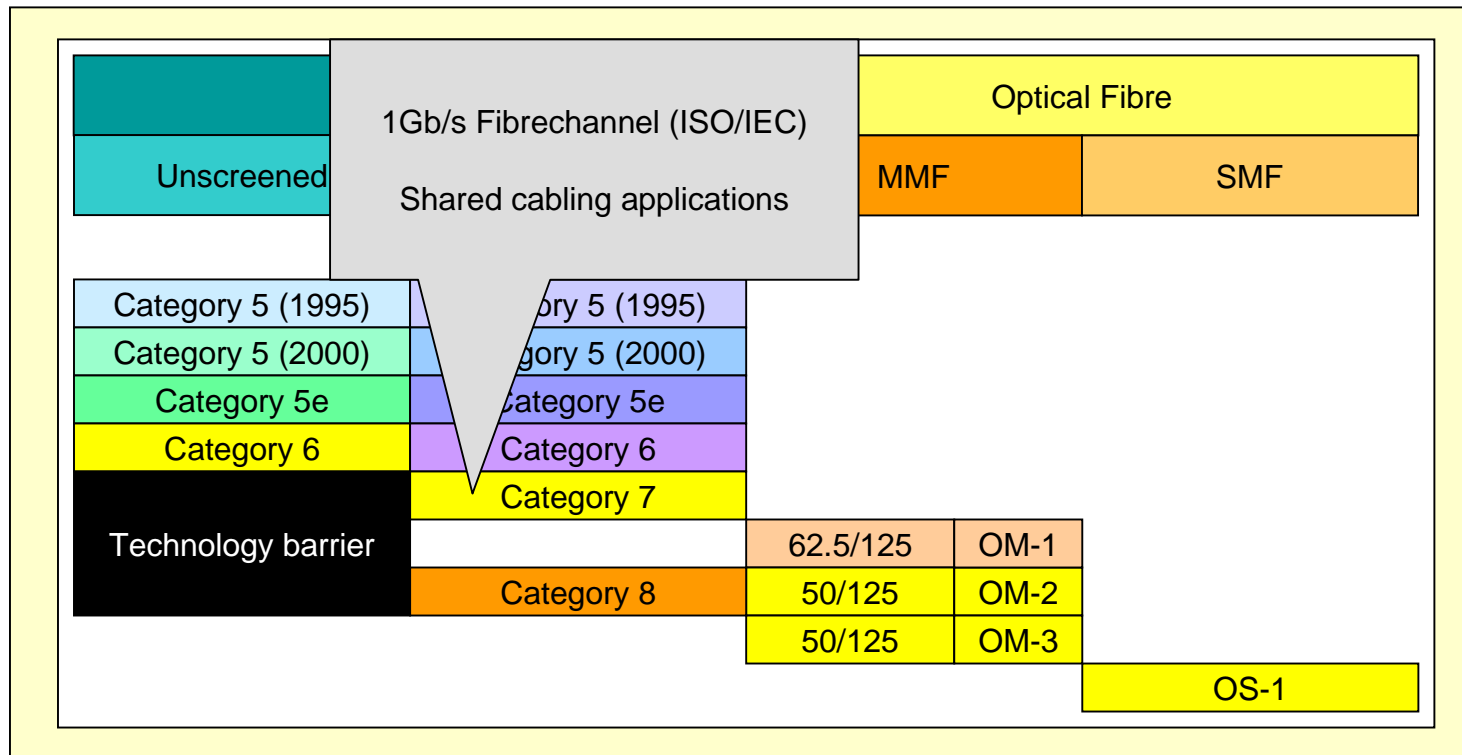


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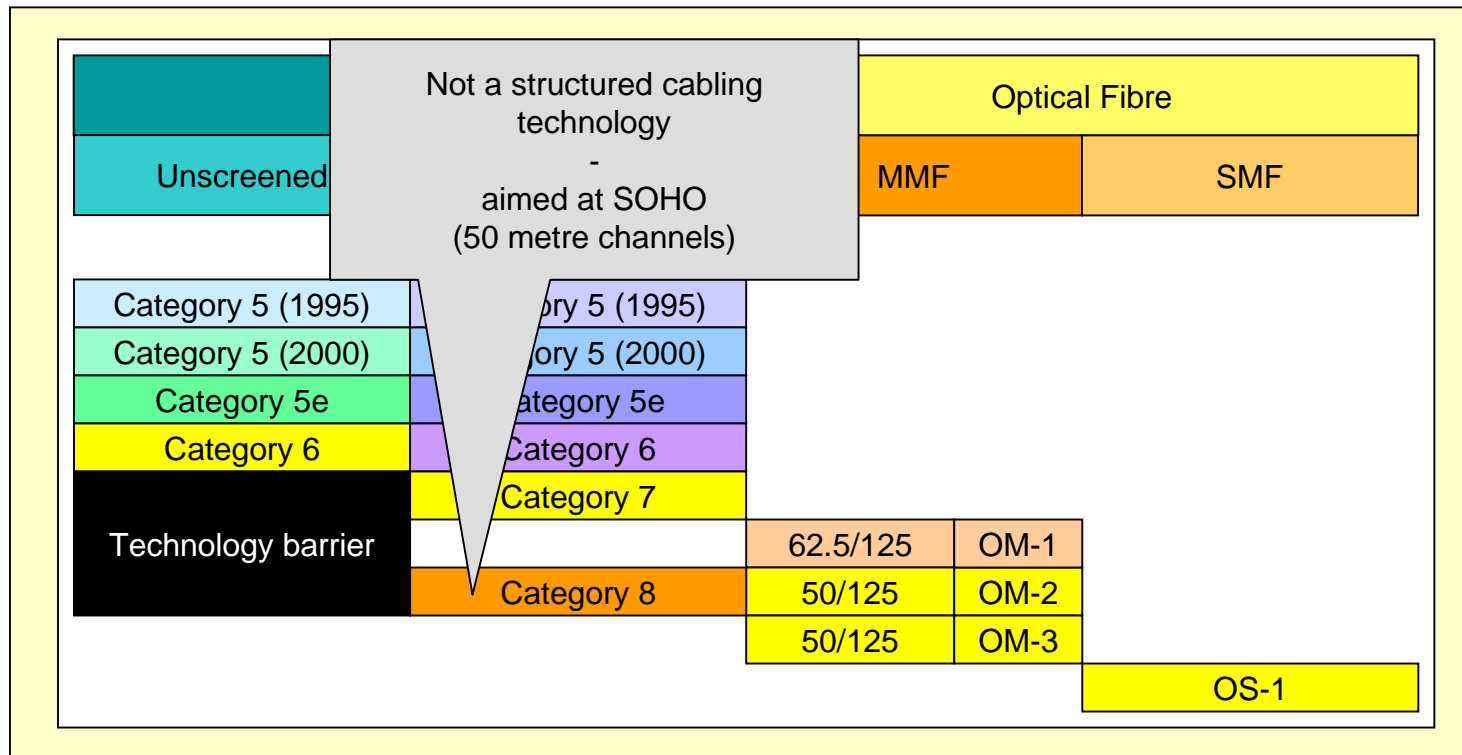
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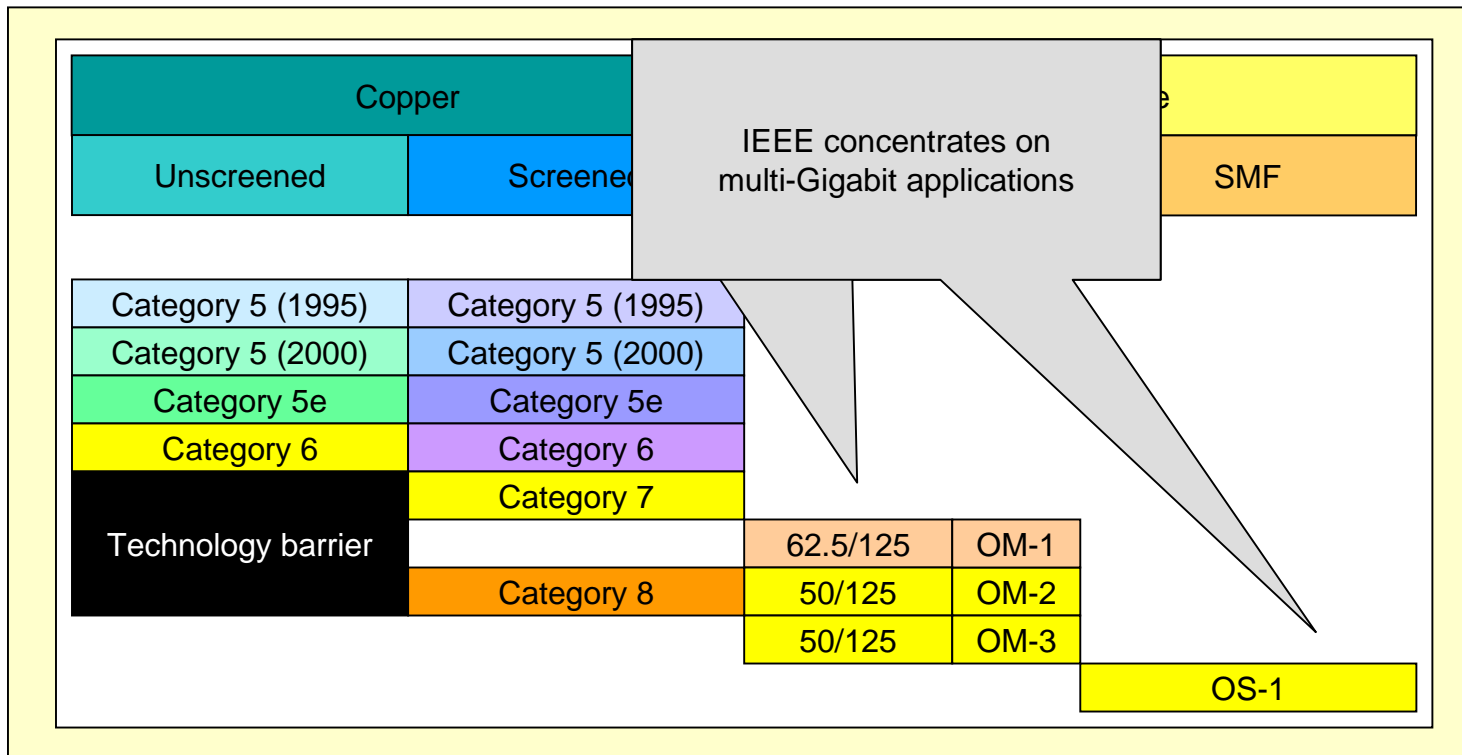
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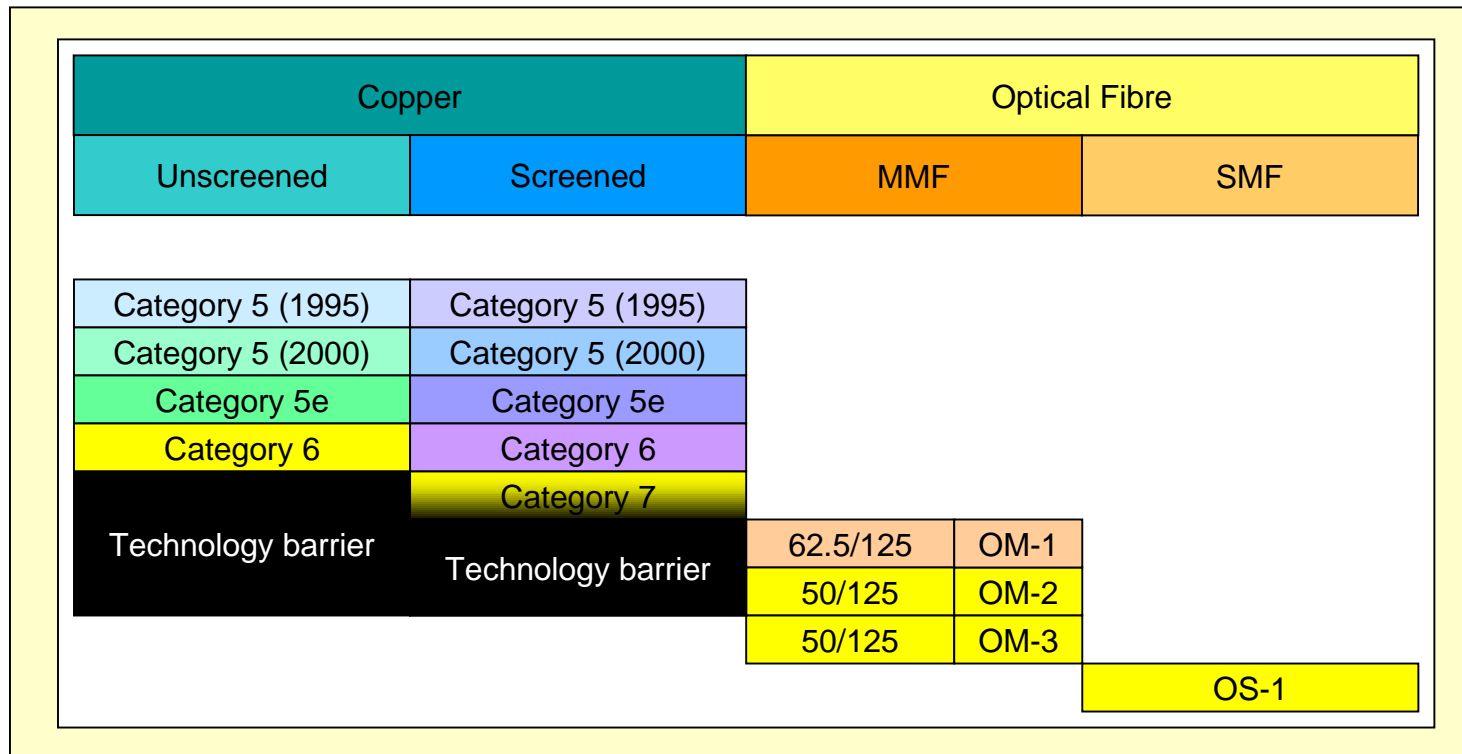


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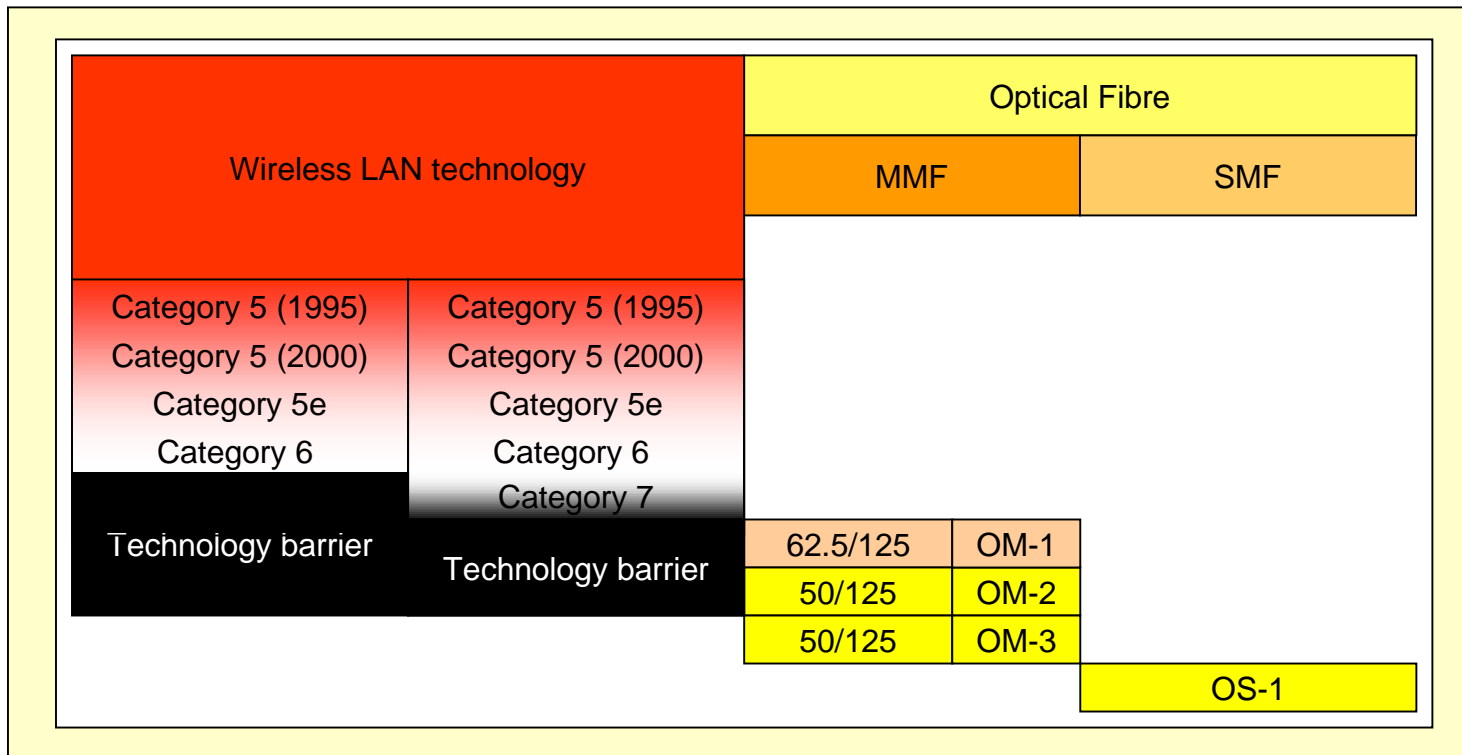
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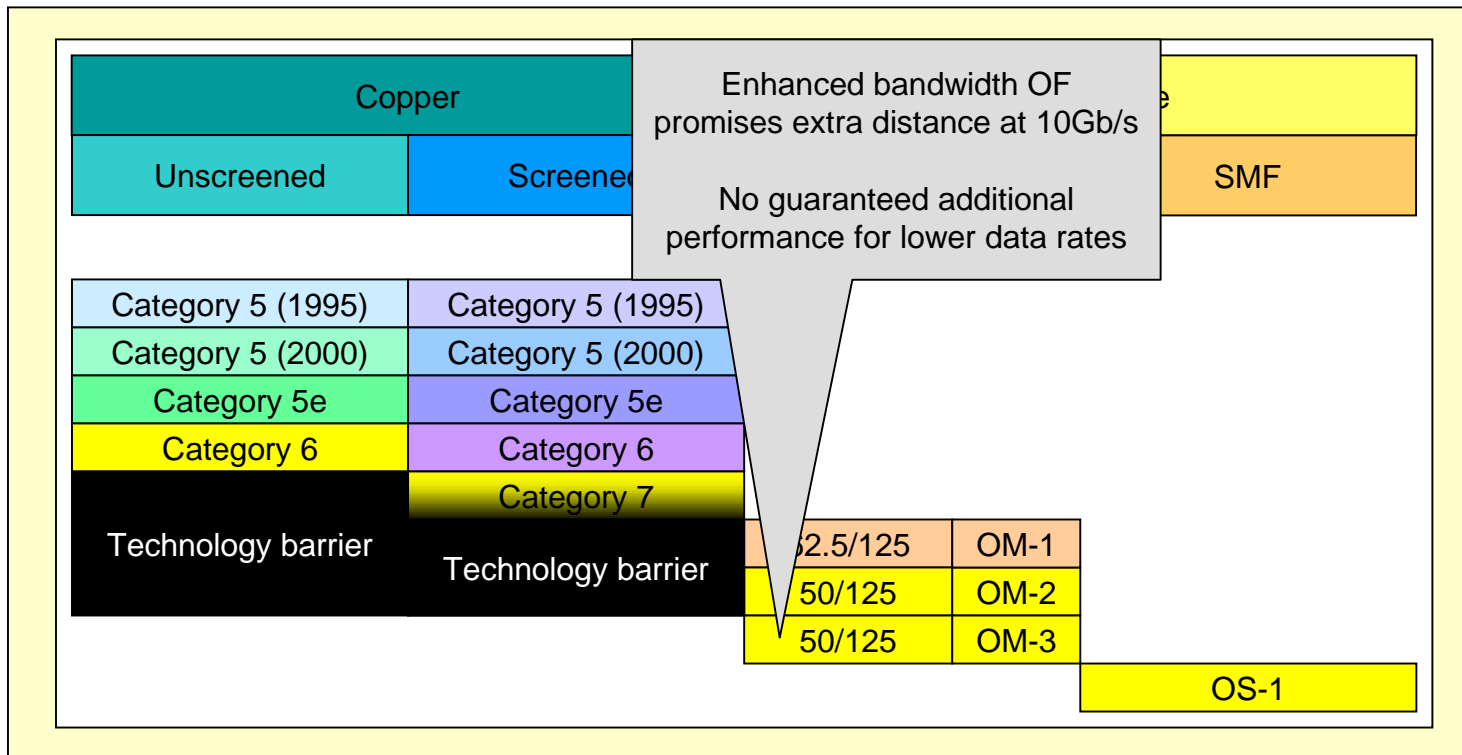


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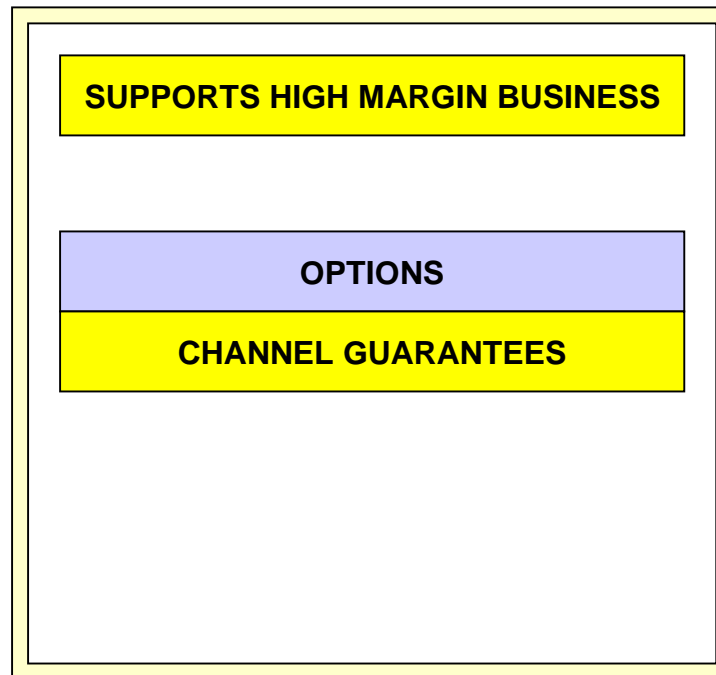
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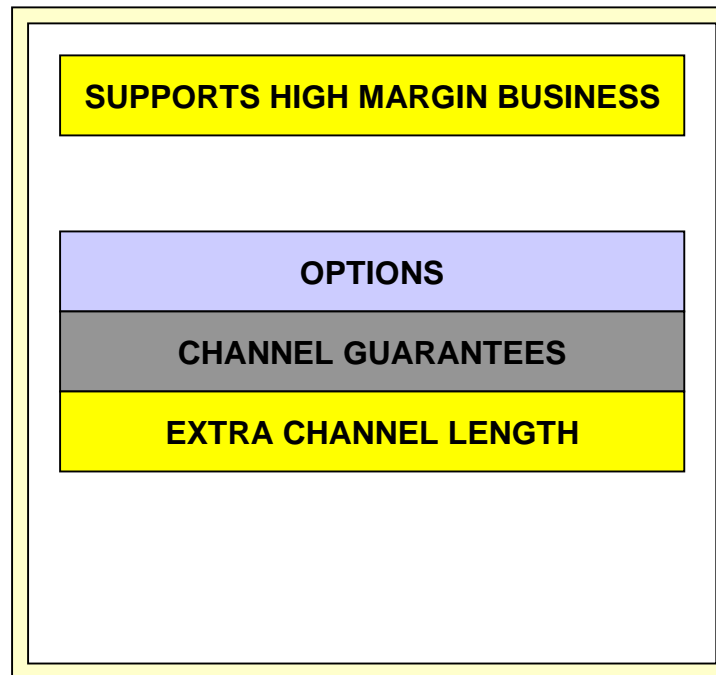
# Product Differentiation

**SUPPORTS HIGH MARGIN BUSINESS**

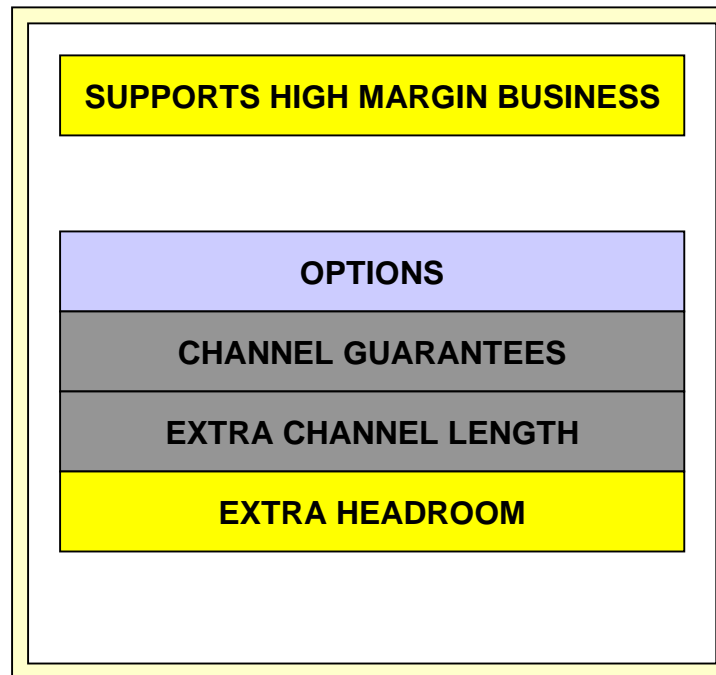
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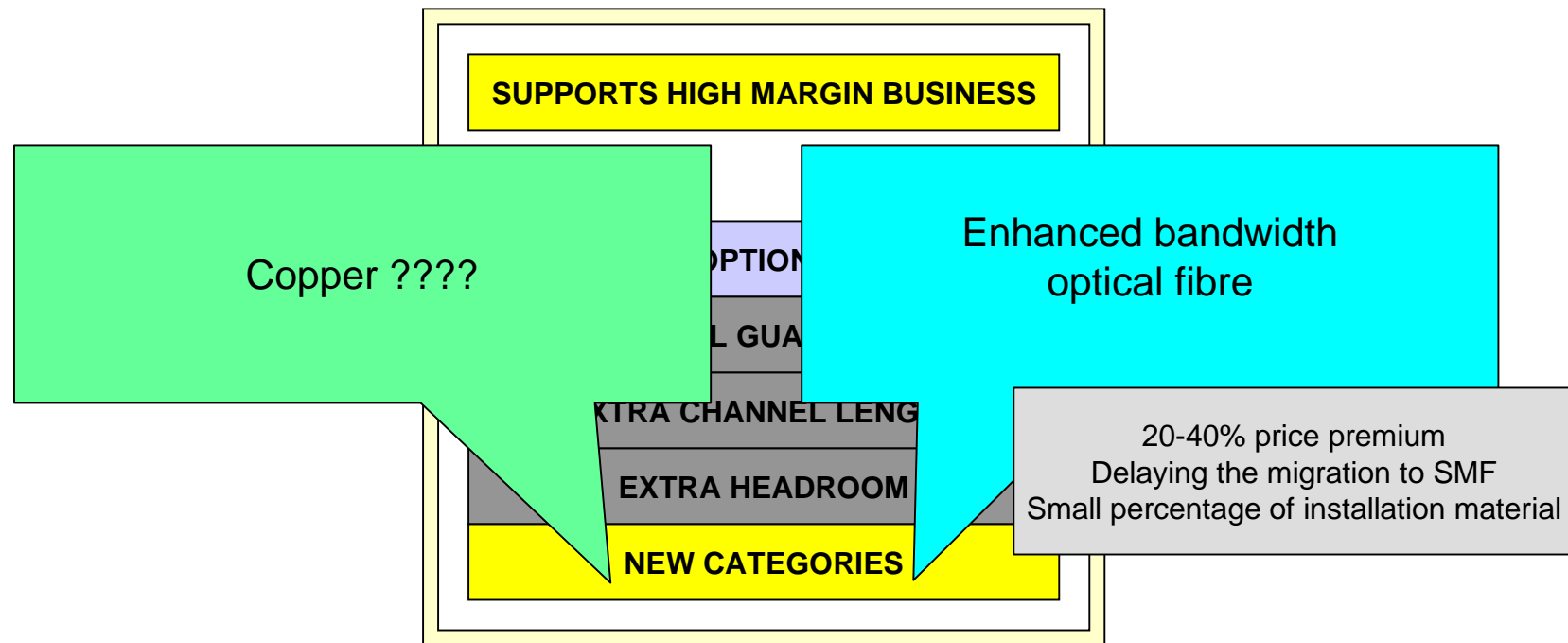
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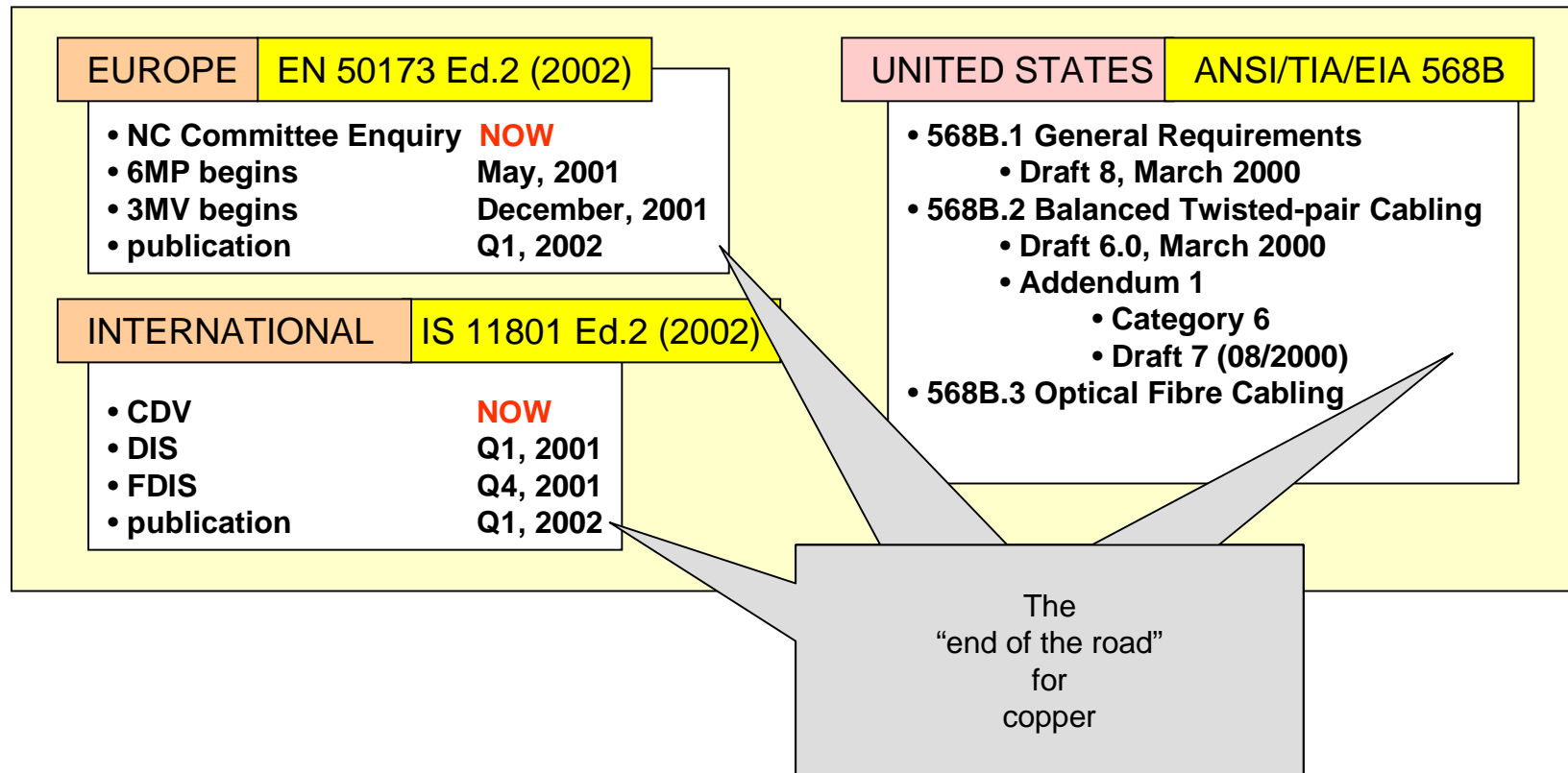
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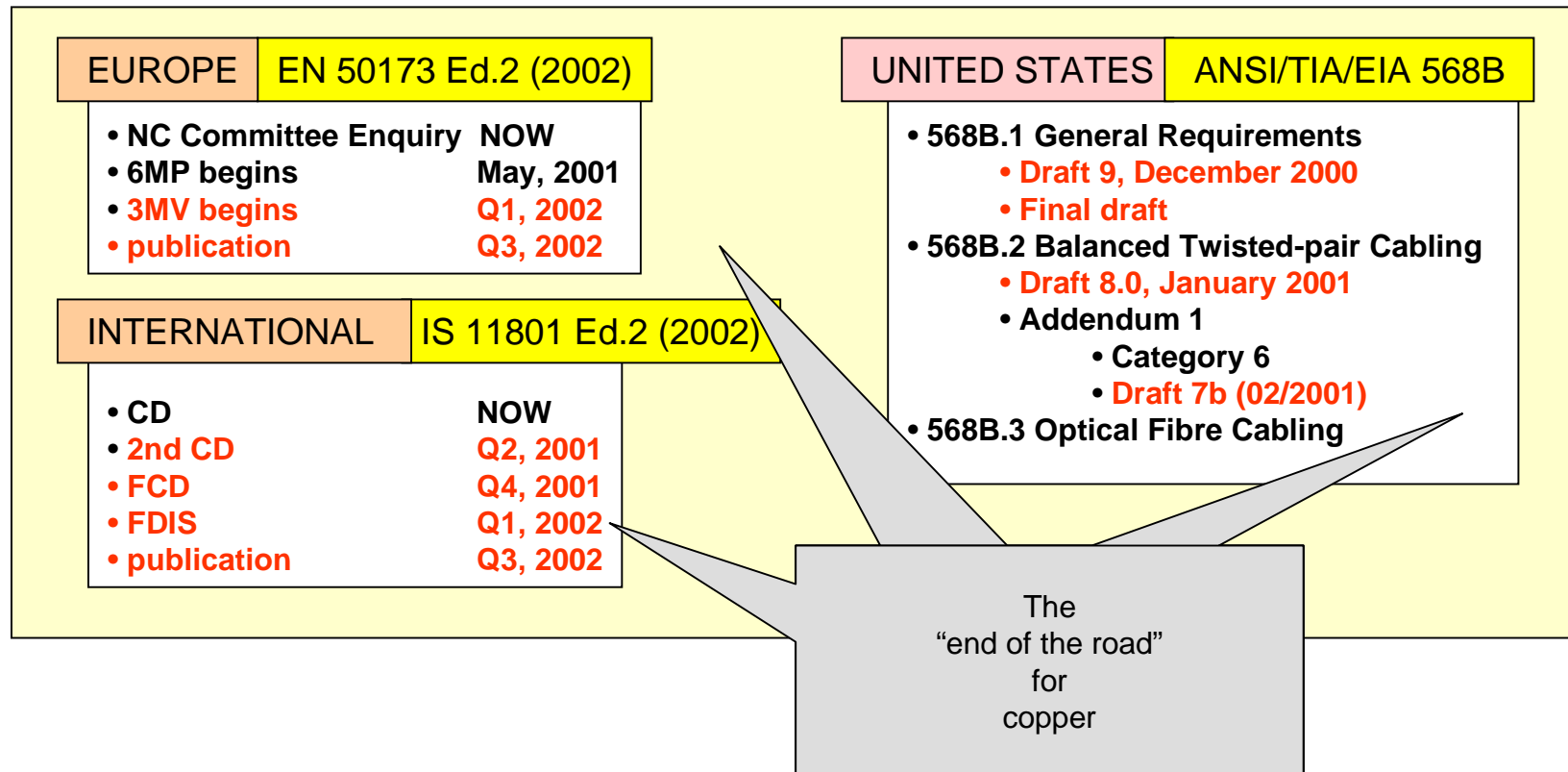
# Product Differentiation



# Standards Development



# Standards Development - Update



# The Risk of Reduced Margins

Bad news when installing and maintaining the performance of installed cabling is getting more complex

- changes to supply chain
- reduced investment in training
- reduction in “real terms value” of installed cabling
- higher cost of ownership due to networking problems

# Déjà vu - all over again!

- risk that knowledge will be squeezed out of the supply chain
  - temptation to cut corners
  - reliance on suppliers to assure quality
  - users need to focus on knowledge investment