

Trends in Business & IT Infrastructures

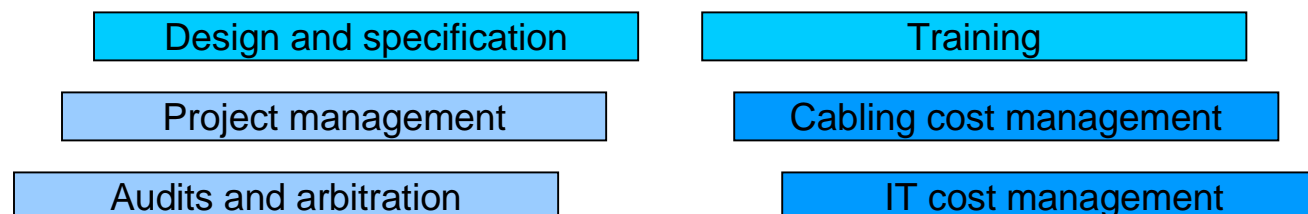
Mike Gilmore

Senior Partner, The Cabling Partnership and e-Ready Building
Chairman, BSI TCT7/-/1 and TCT7/-/3
Convenor CLC TC215 WG1
Technical Director, UK Fibreoptic Industry Association

improving communication



The Cabling Partnership



SERVICE PROVIDER
TO THE
INFORMATION TECHNOLOGY
CABLING MARKET

www.it-cabling.com

improving communication



Cabling Facing Recession

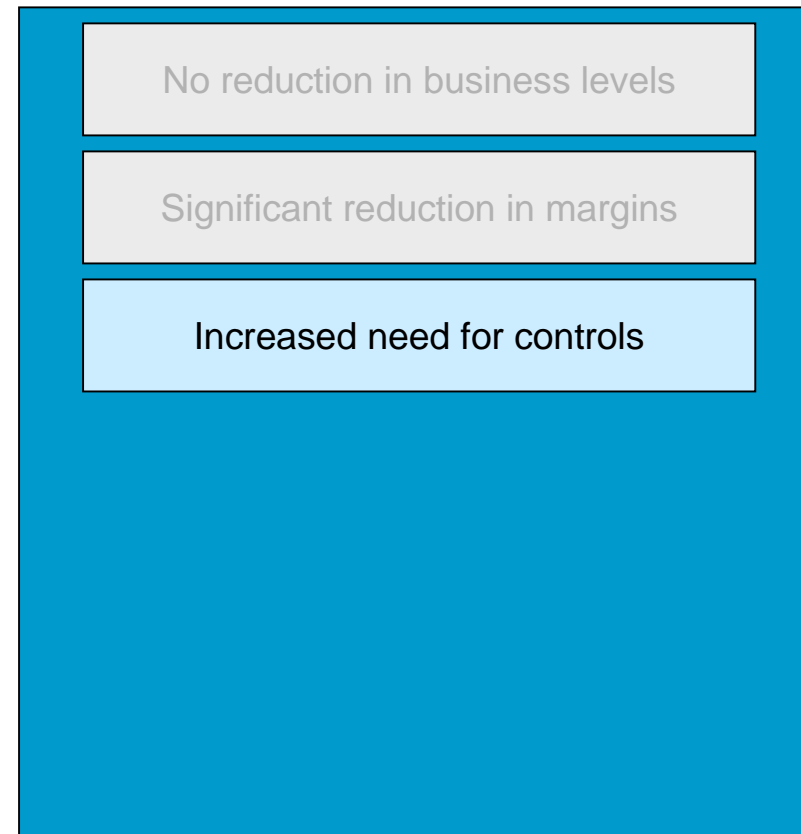
No reduction in business levels

Cabling Facing Recession

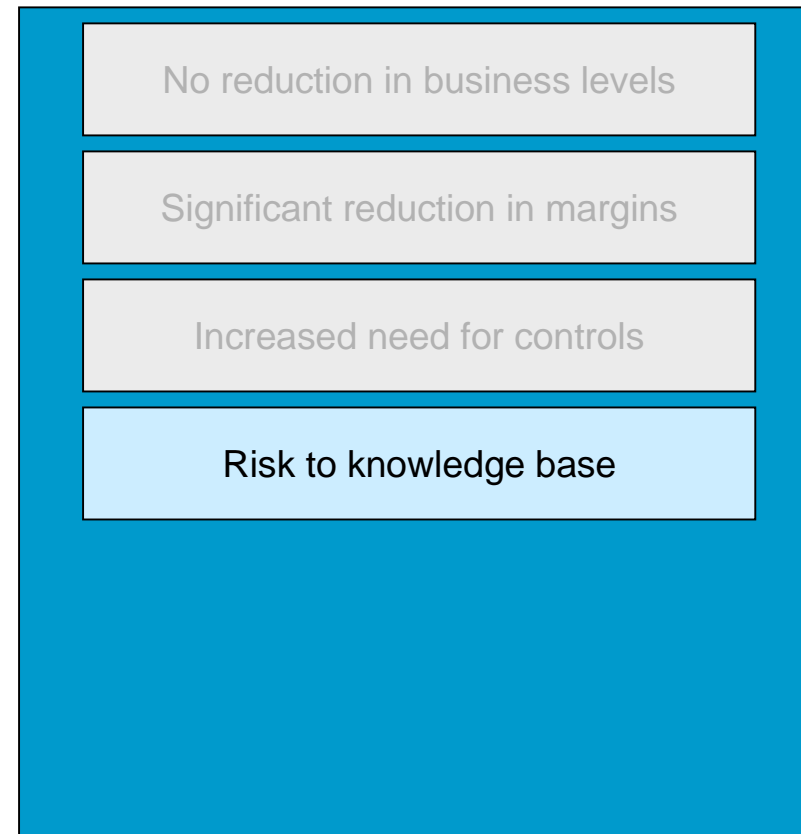
No reduction in business levels

Significant reduction in margins

Cabling Facing Recession



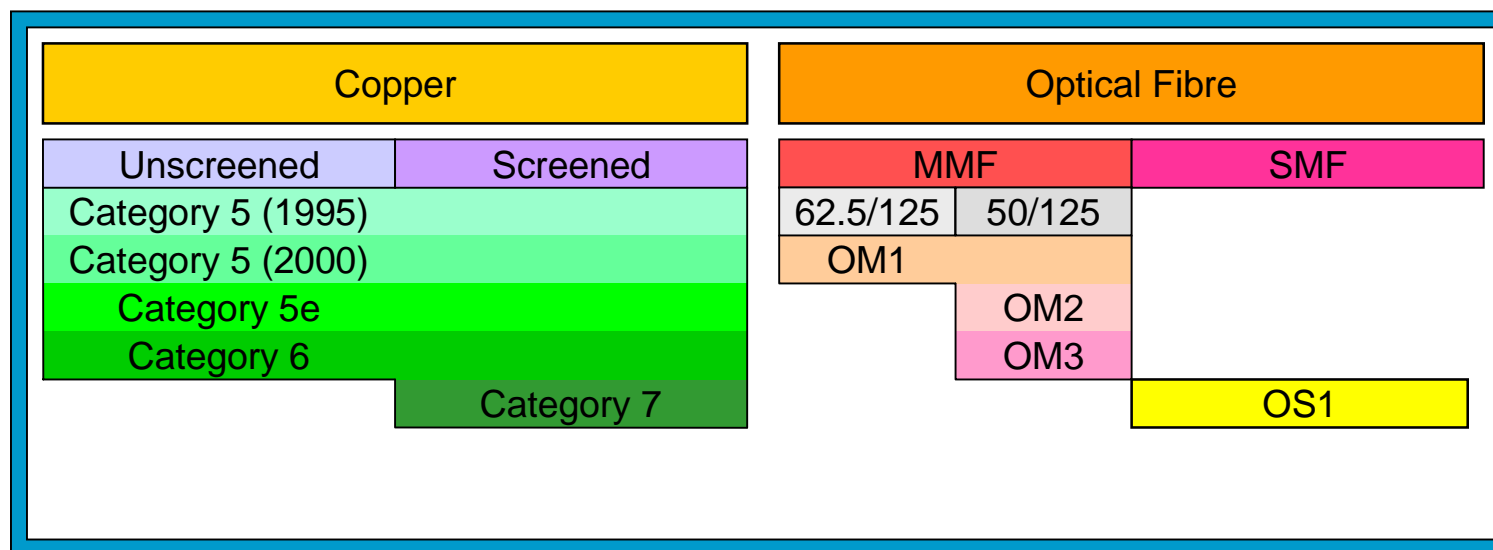
Cabling Facing Recession



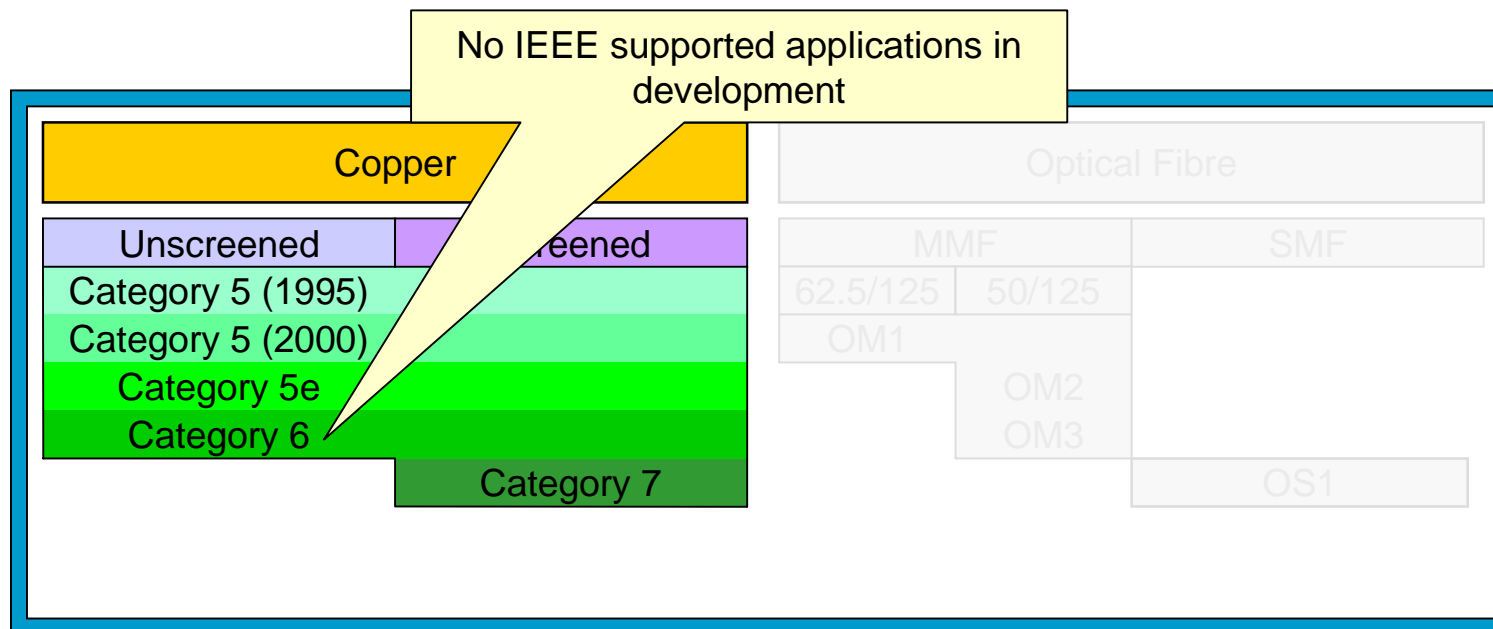
Cabling Facing Recession



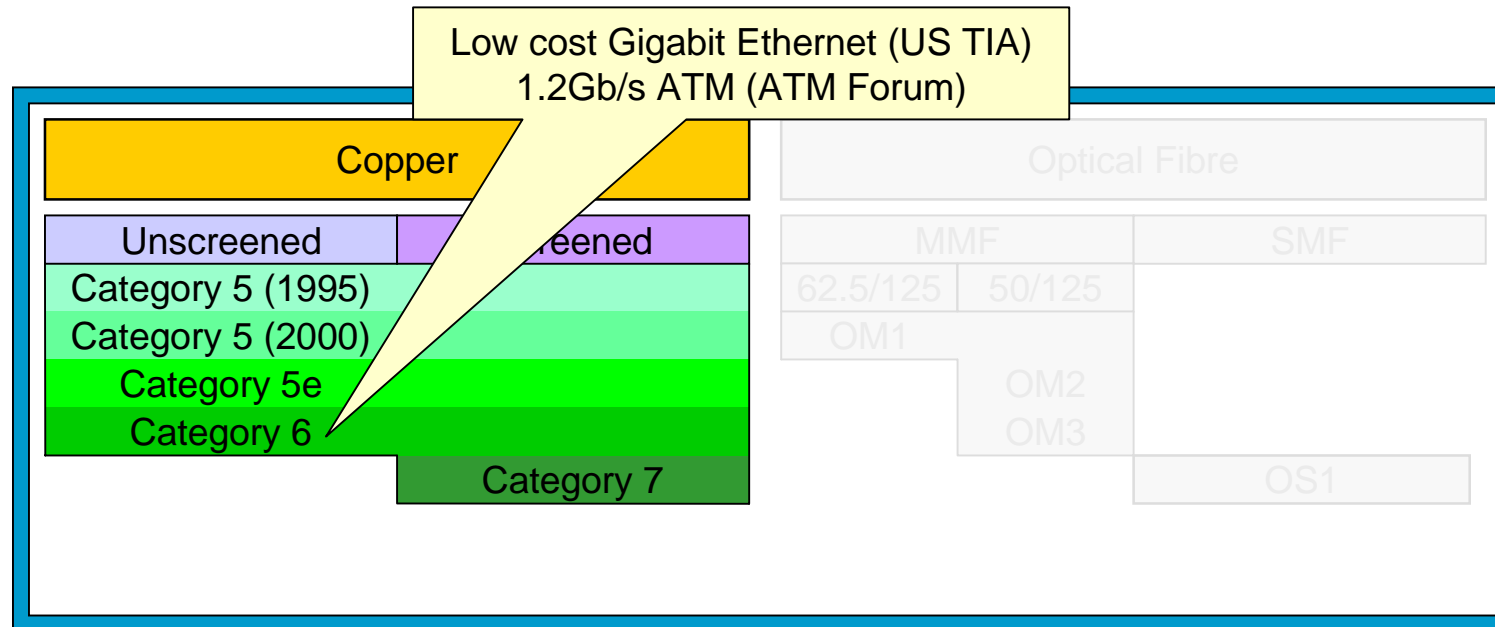
Infrastructure Options



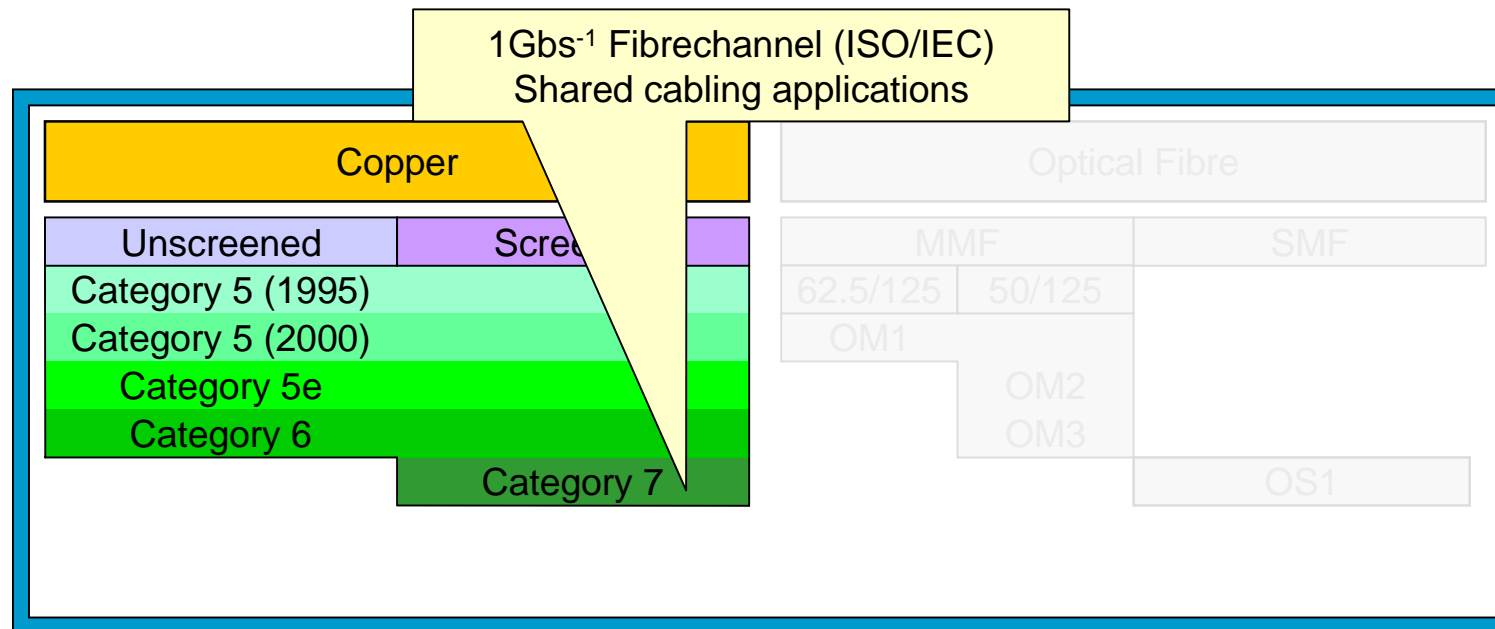
Application Development



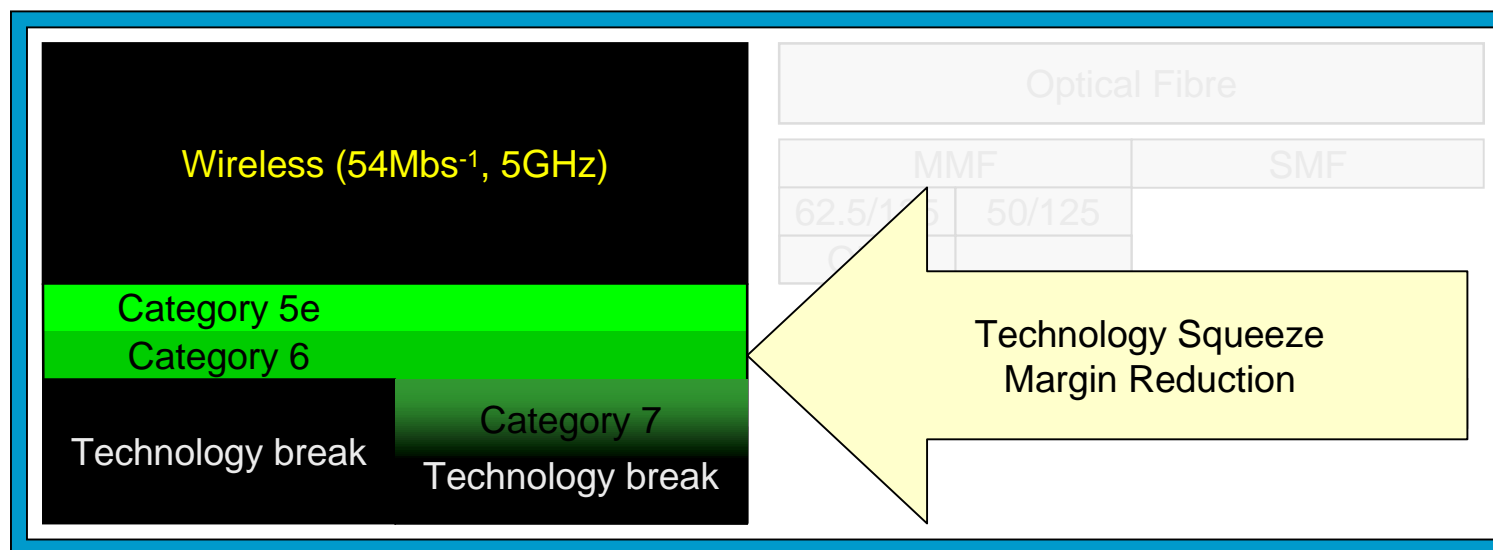
Application Development



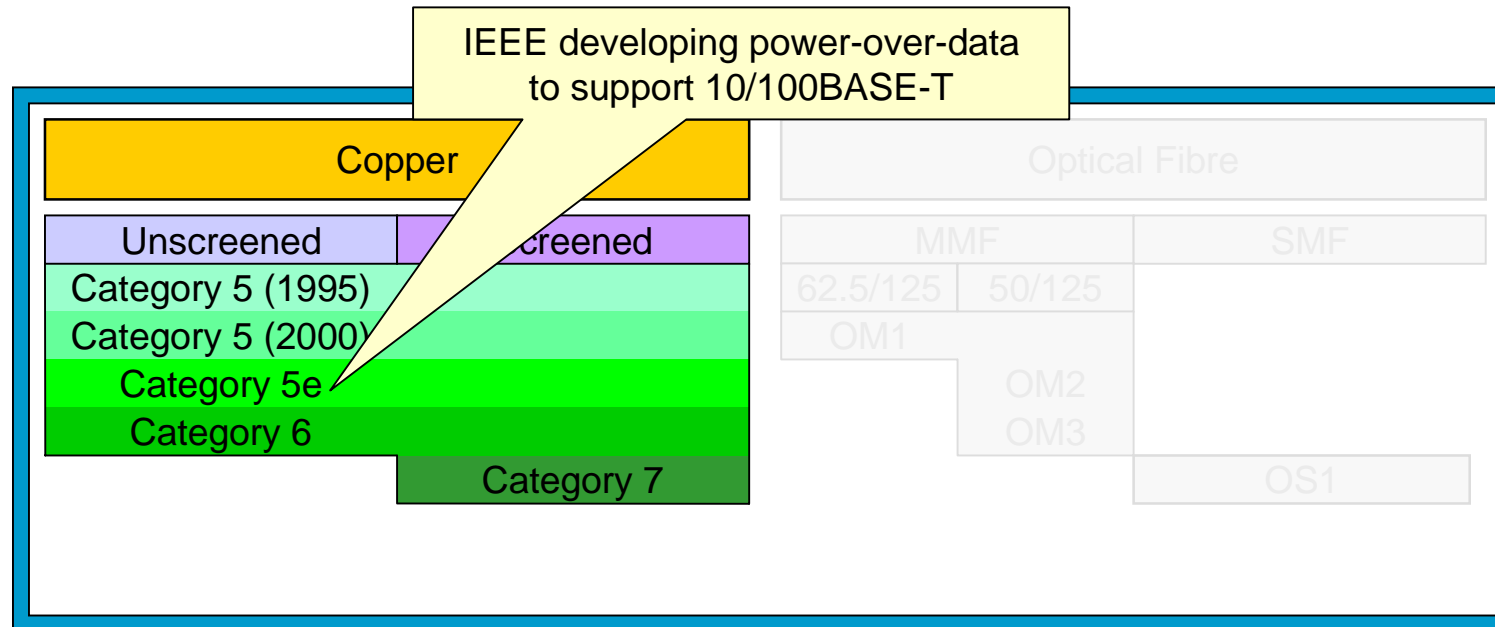
Application Development



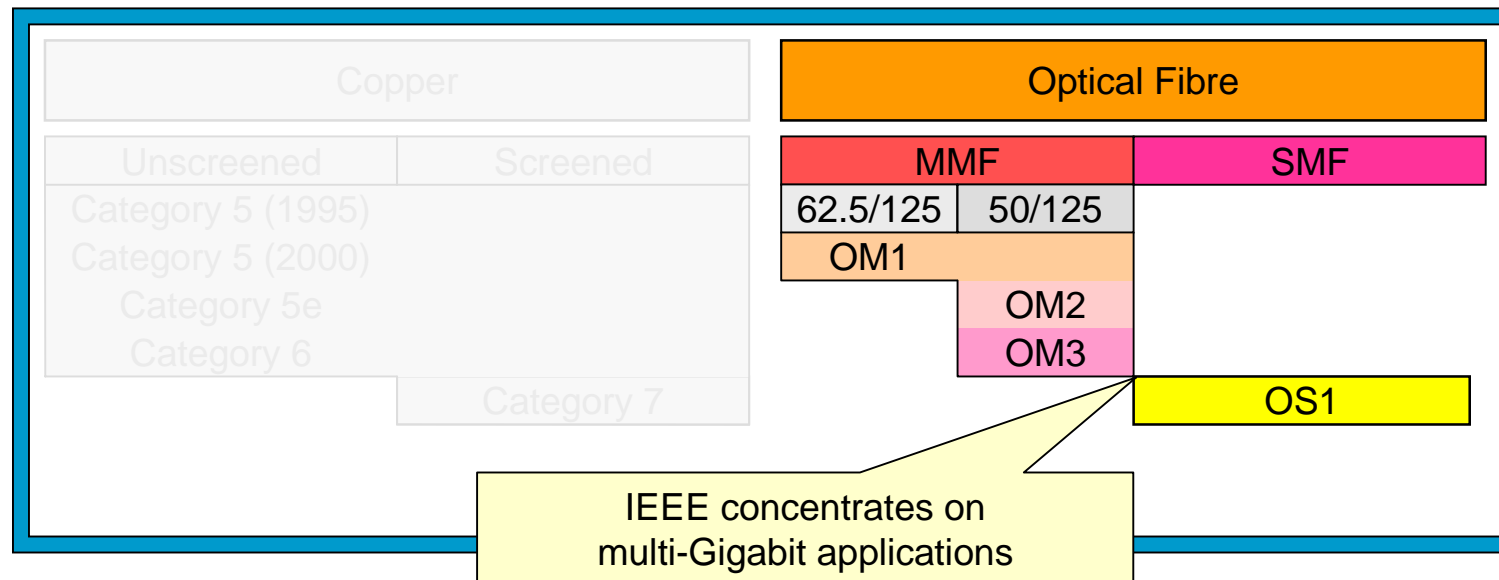
The Technology Squeeze



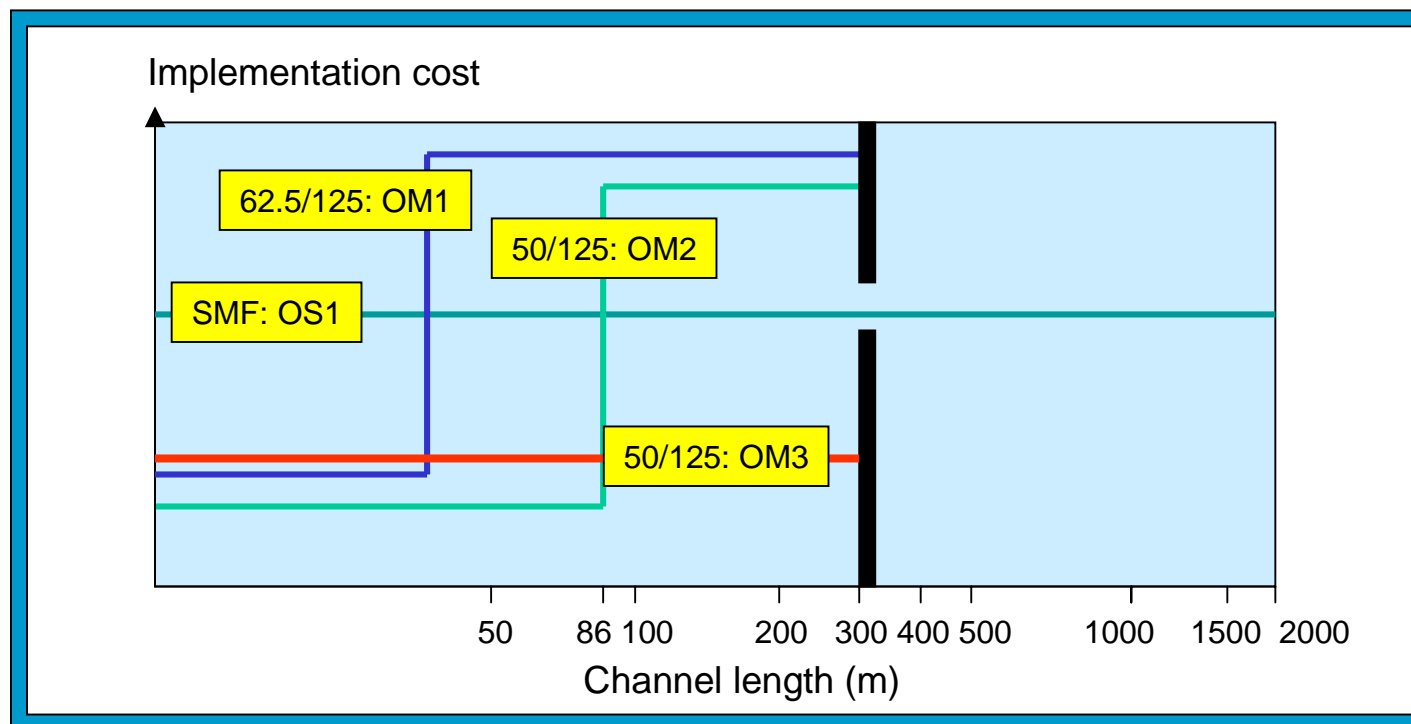
IEEE Activity - Copper



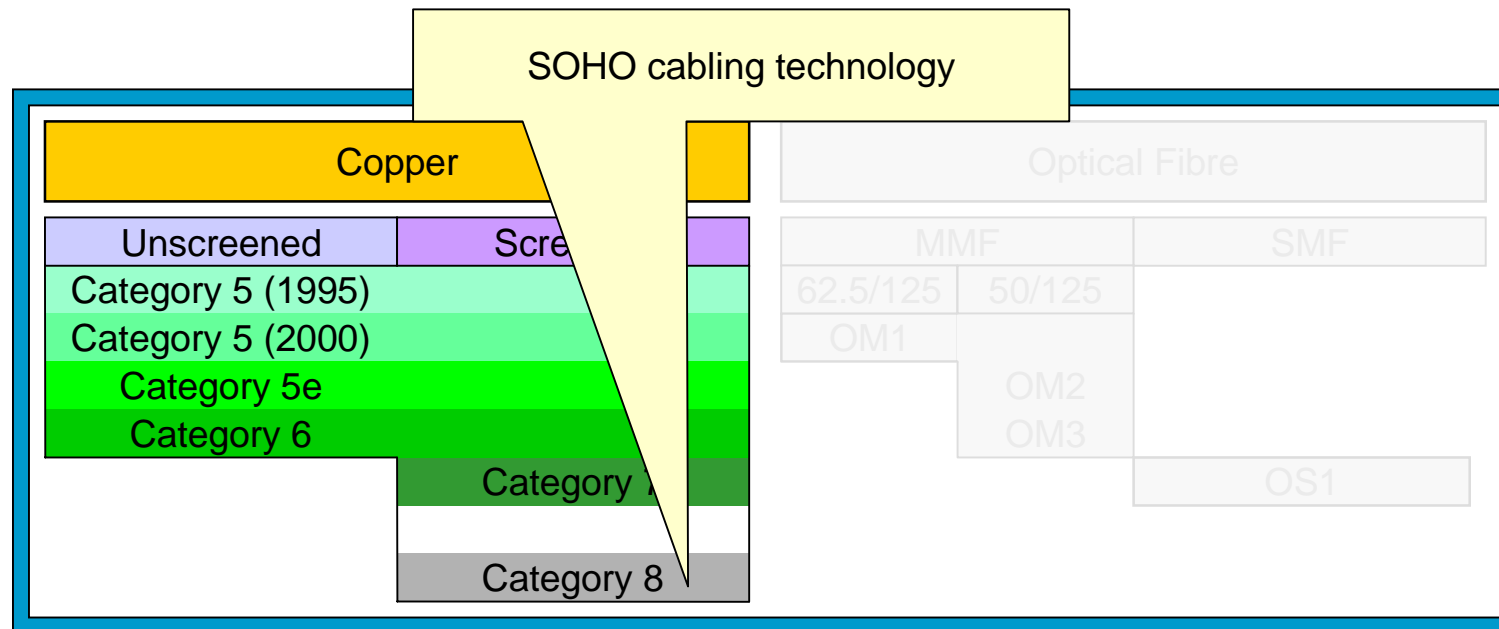
IEEE Activity - Optical Fibre



10GBASE-xx Implementation



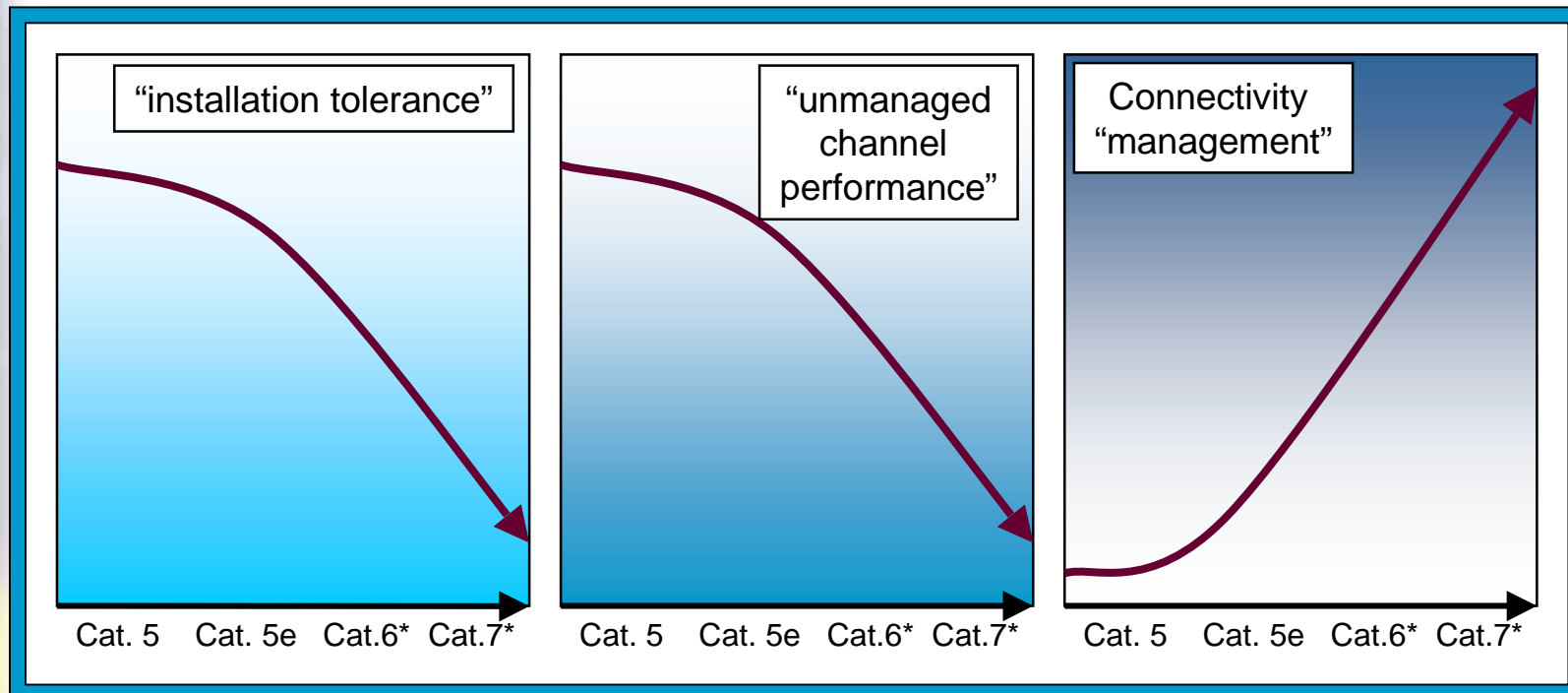
Category 8 - A Sideshow



Next Generation Standards

EUROPE	EN 50173 Ed.2 (2002)	UNITED STATES	ANSI/TIA/EIA 568B
<ul style="list-style-type: none"> • 6MP begins • 3MV begins Q1, 2002 • publication 	<p>July, 2001</p> <p>Q3, 2002</p>	<ul style="list-style-type: none"> • 568B.1 General Requirements • 568B.2 Balanced Twisted-pair Cabling <ul style="list-style-type: none"> • Addendum 1 <ul style="list-style-type: none"> • Category 6 • Draft 8 (05/2001) • 568B.3 Optical Fibre Cabling 	
INTERNATIONAL	IS 11801 Ed.2 (2002)		
<ul style="list-style-type: none"> • CD • 2nd CD • FCD • FDIS • publication 	<p>Q4, 2000</p> <p>NOW</p> <p>Q4, 2001</p> <p>Q1, 2002</p> <p>Q3, 2002</p>		

“State of the Art” Technology



IT Futureworld

TREND	IMPACT	AFFECTING
IT cabling: a commodity	Low margin business	Suppliers - Installers
Applications: strategies defined	Fewer design choices	Consultants
<i>Competent</i> IT resource: shortfall	Cost of solutions provision	Users
<i>Competent</i> FM resource: shortfall	Cost of service provision	Users

IT Futureworld

TREND	IMPACT	AFFECTING
IT cabling: a commodity	Low margin business	Suppliers - Installers
Applications: strategies defined	Fewer design choices	Consultants
<i>Competent</i> IT resource: shortfall	Cost of solutions provision	Users
<i>Competent</i> FM resource: shortfall	Cost of service provision	Users

Network reliability
Cost of ownership

e-Ready Building

Pre-installed cabling infrastructure

A centrally-managed IT function

High-bandwidth external connections

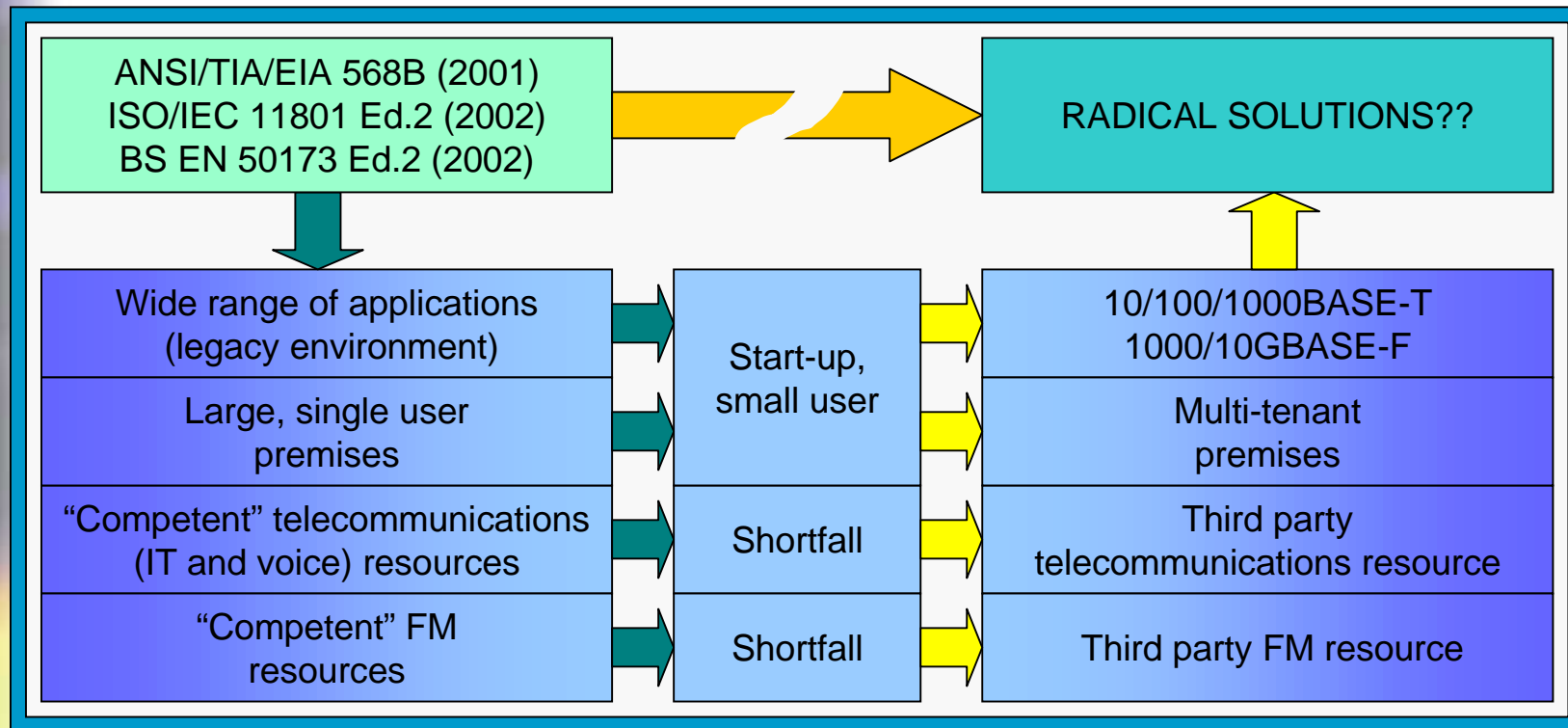
e-readybuilding.com
RESOURCE
FOR
TENANTS AND PROPERTY DEVELOPERS

www.e-readybuilding.com

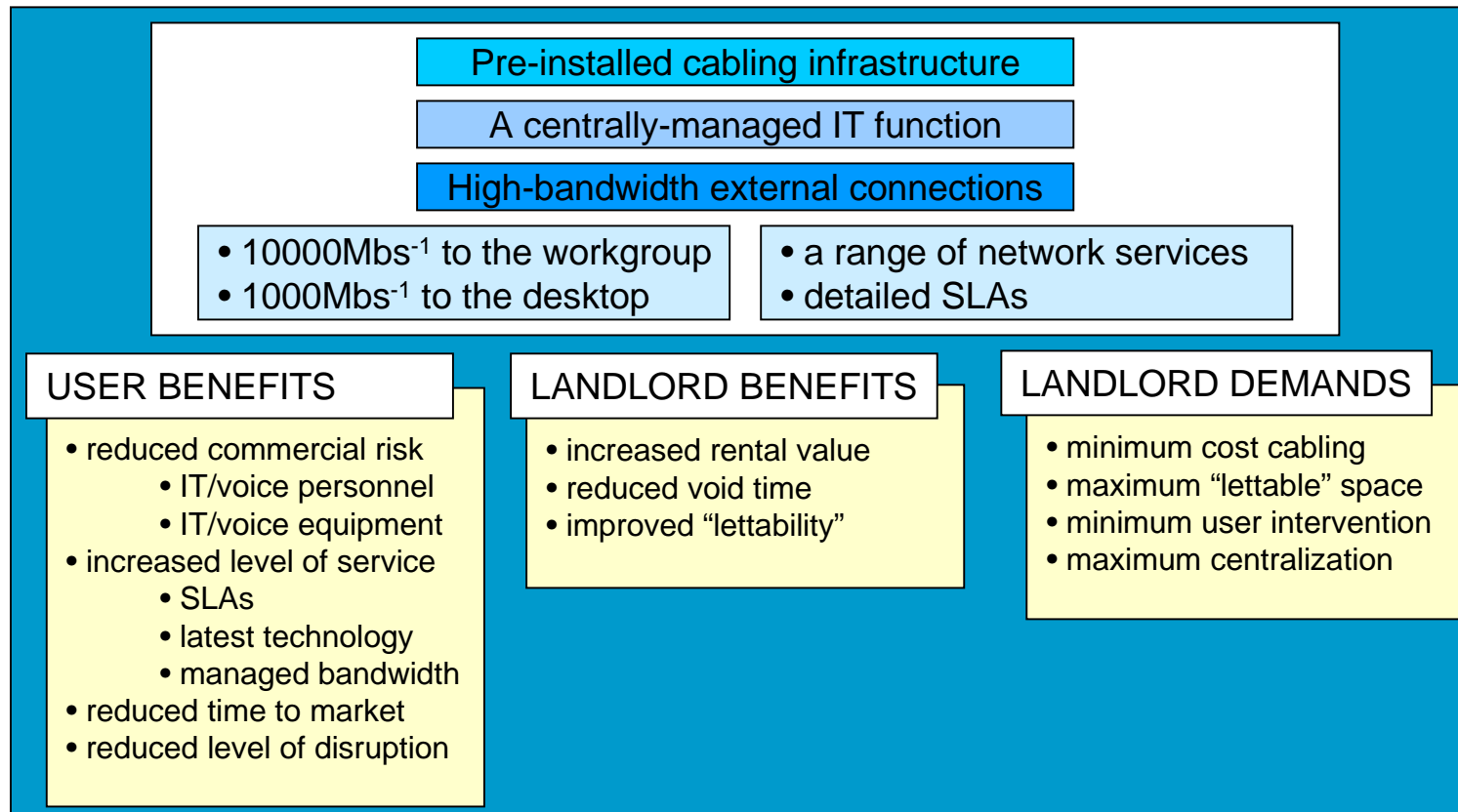
improving communication



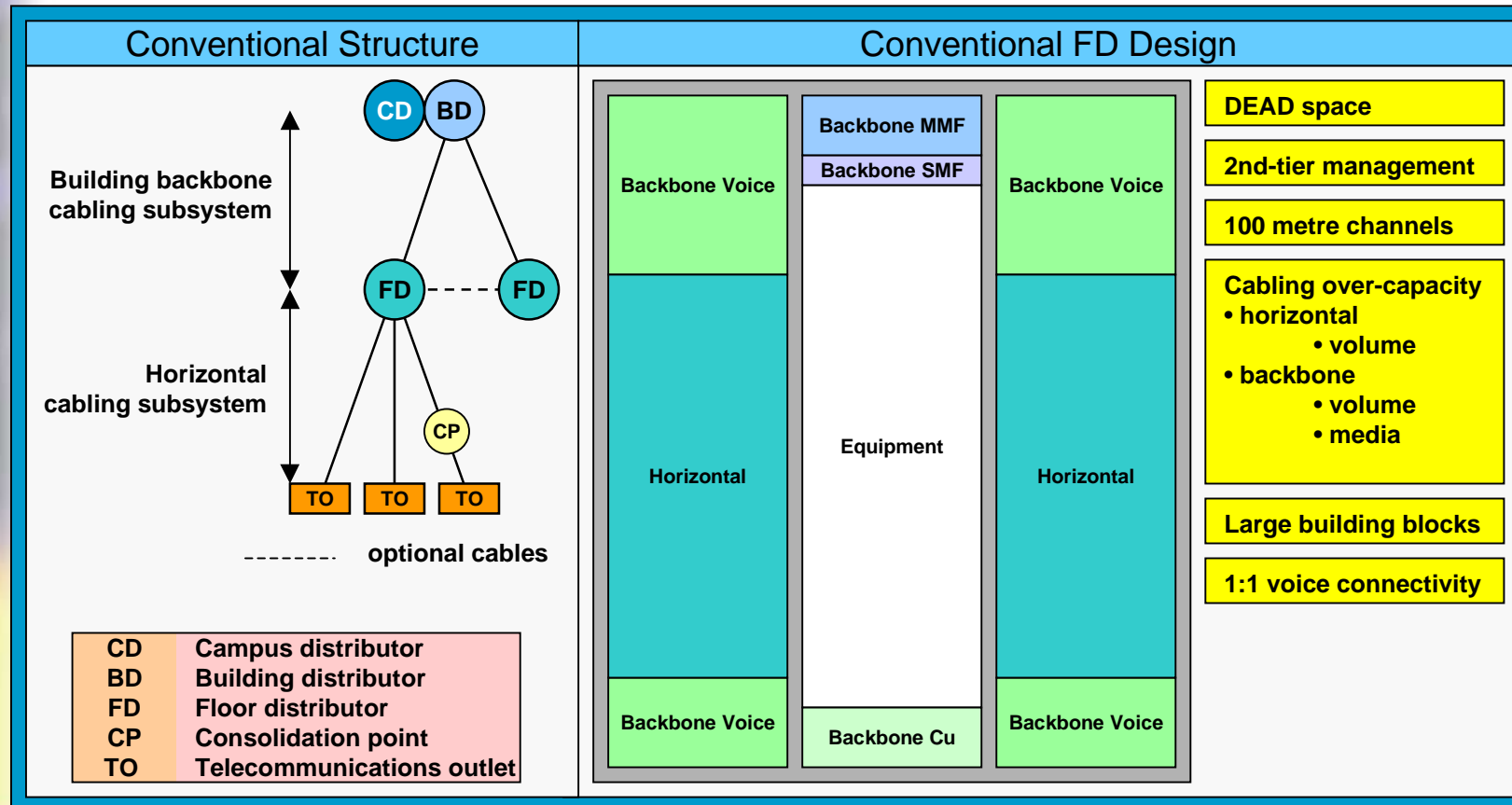
Changing Environments



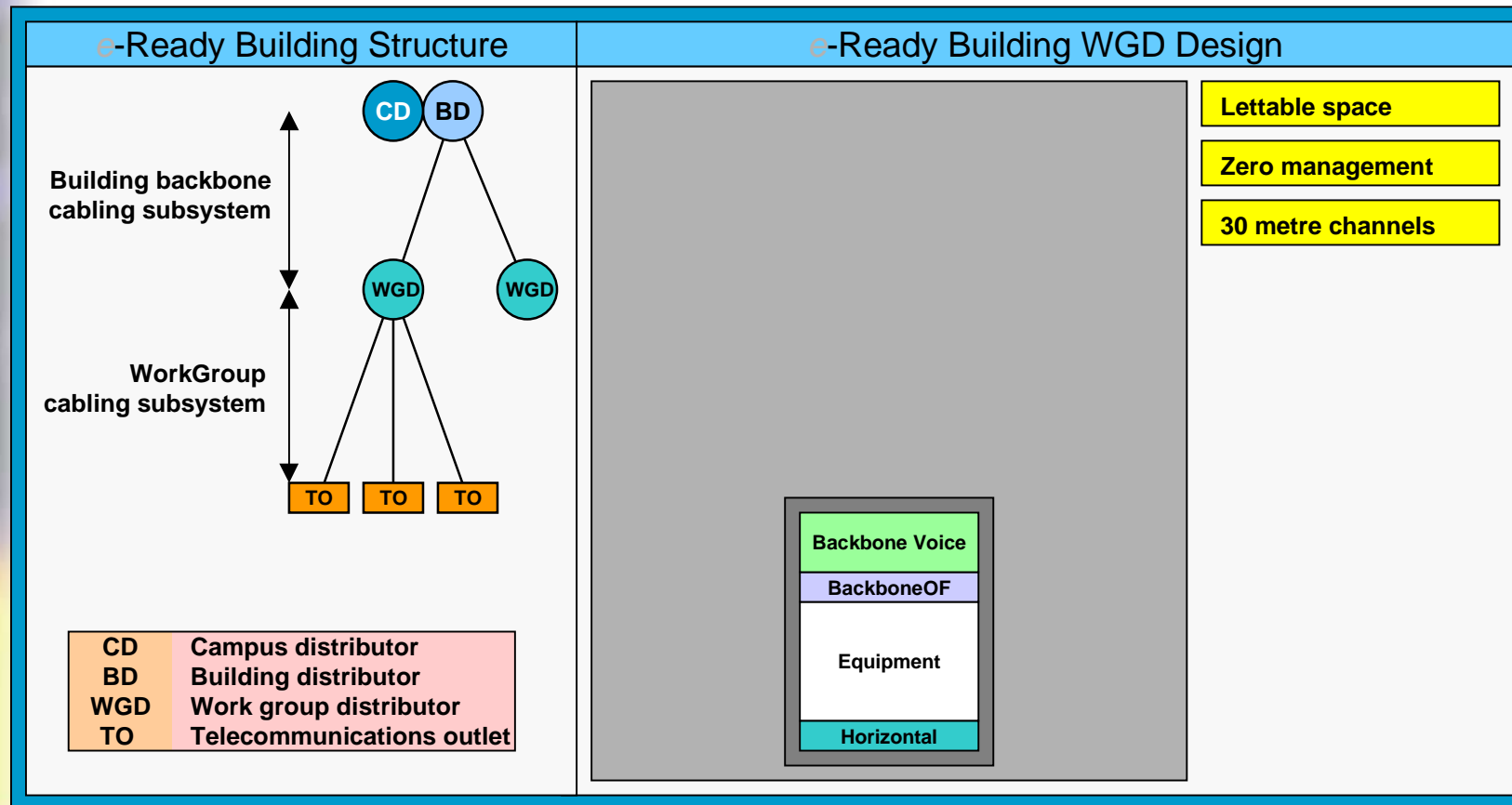
e-Ready Building



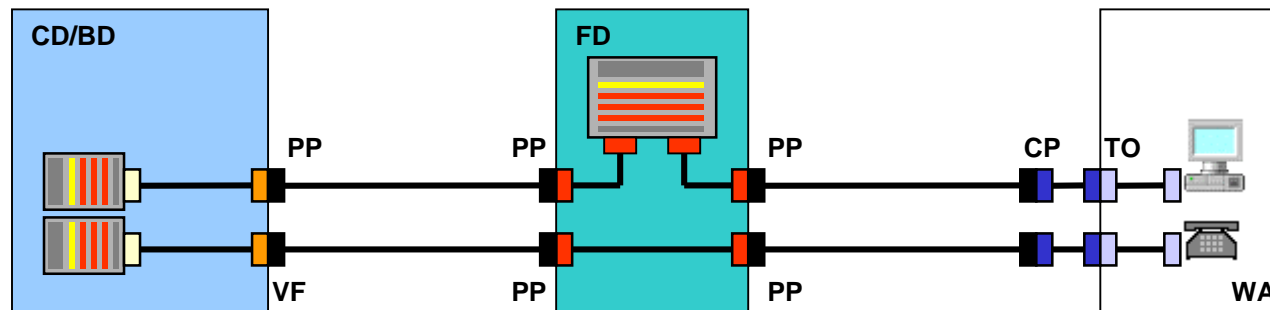
Conventional Structured Cabling



e-Ready Structured Cabling

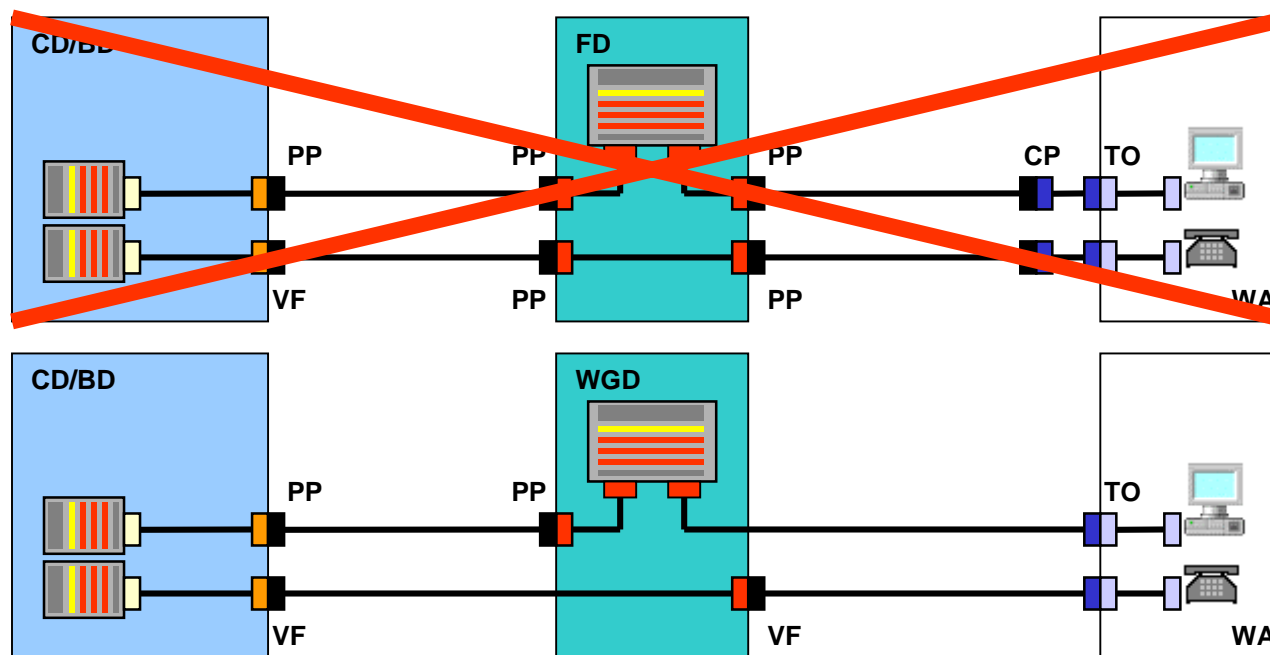


Conventional Cabling Channels



CD	Campus distributor	PP	Patch panel
BD	Building distributor	VF	Voice frame
FD	Floor distributor		
WGD	Work group distributor		
CP	Consolidation point		
TO	Telecommunications outlet		

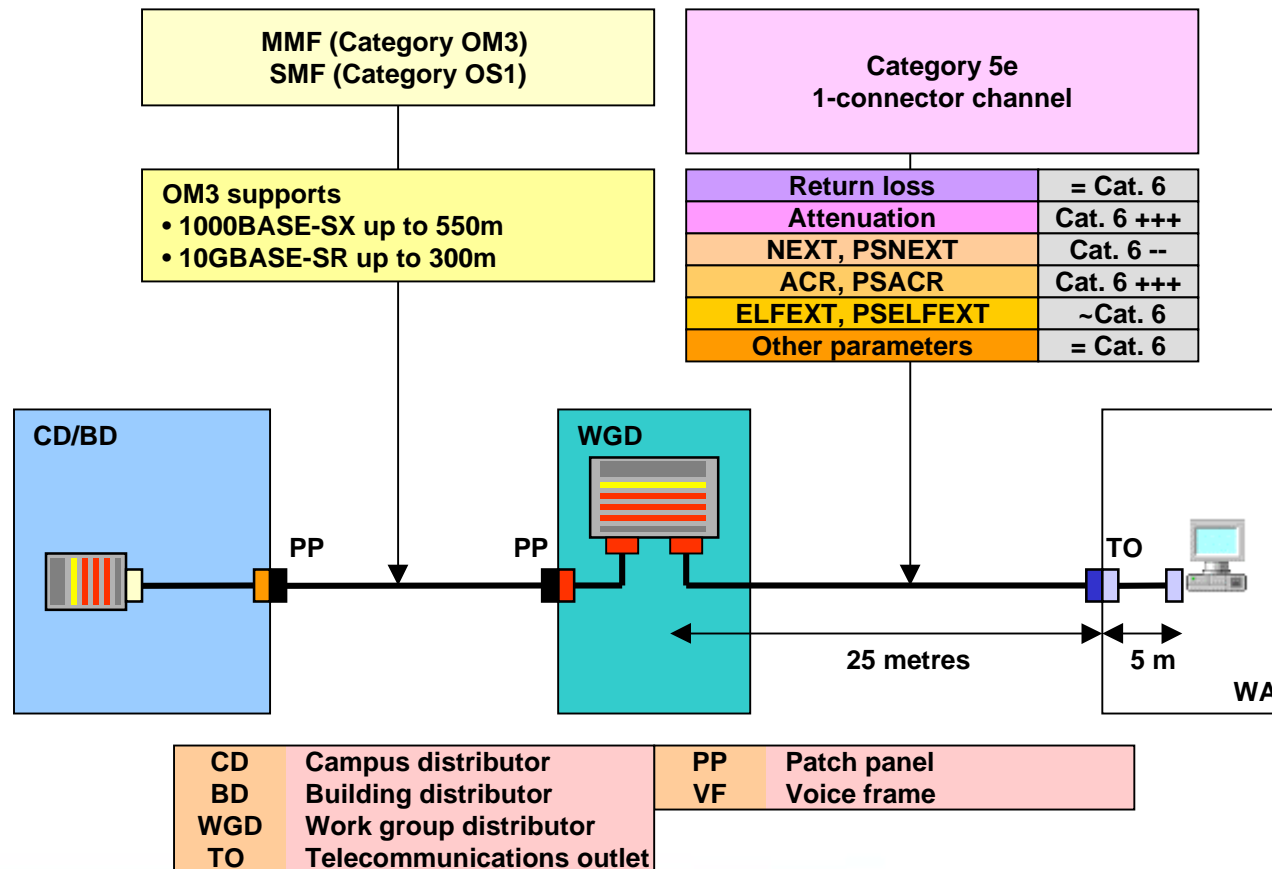
e-Ready Cabling Channels



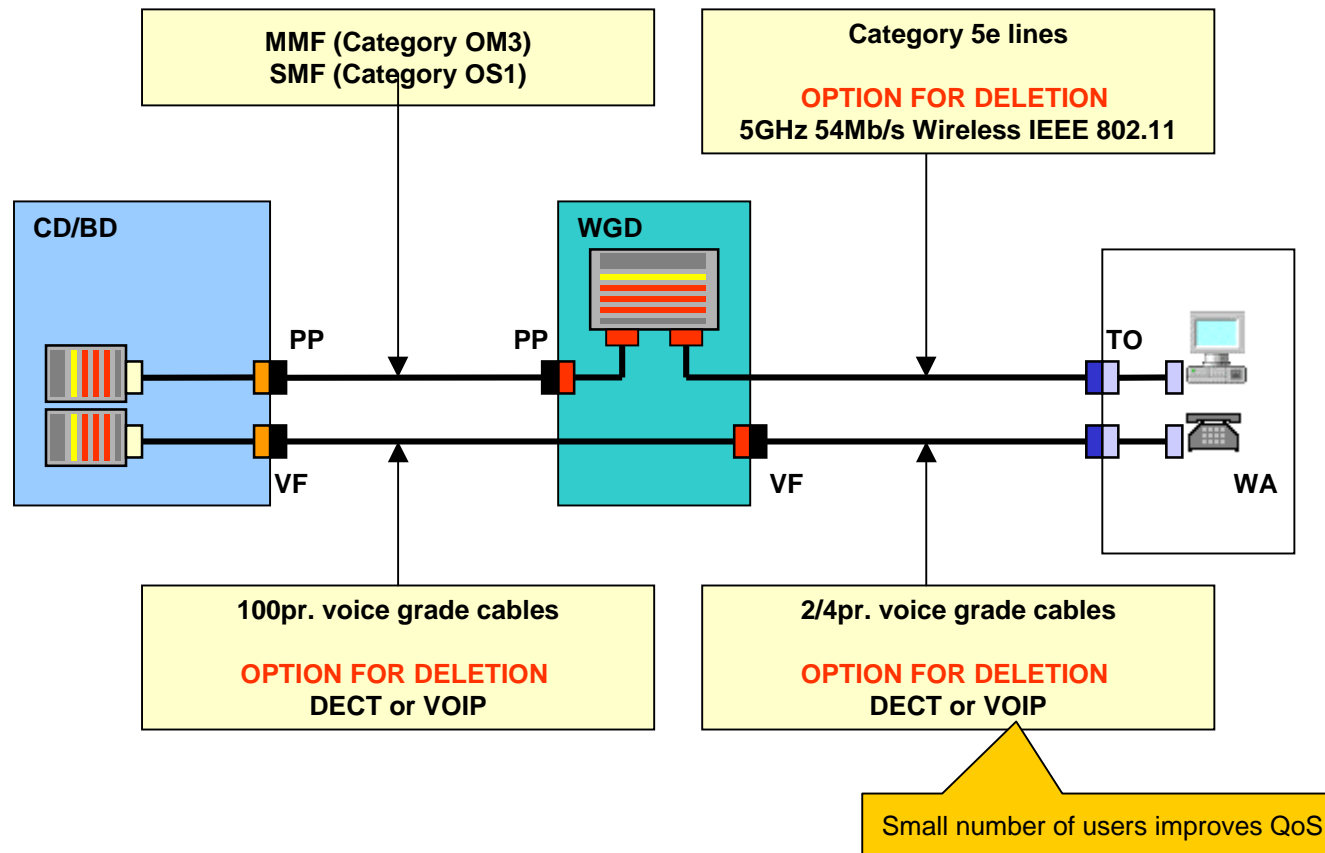
CD	Campus distributor	PP	Patch panel
BD	Building distributor	VF	Voice frame
FD	Floor distributor		
WGD	Work group distributor		
CP	Consolidation point		
TO	Telecommunications outlet		

improving communication

e-Ready Data Channels



e-Ready Building Evolution



improving communication

Thank You

Mike Gilmore

www.it-cabling.com

www.e-readybuilding.com

improving communication

