Case Study
Telecom Service Group

Customer	Telecom Service Group
Location	The Netherlands
Requirements	Provide a future proofed network for a new headquarters
Equipment	Excel Category 6$_A$
Customer's View	Our new headquarters supports a vast number of staff who all need reliable and fast access to the corporate network. The Excel system supplied by Connectron gives us exactly that, our teams work efficiently and as we grow we can confidently add more users to the network *Hinke Komrij, Marketing Manager Telecom Service Group*

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The Requirement

Telecom Service Group is a leading and successful full-service provider of telecommunications, IT and security solutions for nearly 30 years.

As a top partner of several reputable brands, Telecom Service Group operates from a newly constructed headquarters in Leek, and also from offices in Heerhugowaard and Zwolle in the Netherlands. Through a number of key partners, Telecom Service Group provides a solution which includes fixed telephony, ICT services, mobile communication and safeguarding.

Telecom Service Group specialises in solutions for a broad customer base. A complete customised solution can be offered which is suitable for SMEs, large businesses, healthcare, education, government and public sector companies.

Due to continued growth Telecom Service Group recognised that they needed to move into a new headquarters to enable them to grow and continue to offer the levels of service that had come to be expected by their customer base.

Sourcing a Partner

Telecom Service Group recognised that they needed to carry out the installation quickly and effectively installing a future proofed network working to tight timescales.

Connectron Systems BV is a supplier of network Infrastructure in the Benelux region. They have been operating for more than 15 years. Their team of experts are available to deploy a whole new network or to provide an extension to an existing network. Connectron specialises in the field of data communications and telecommunications. Their expertise lies in advising, designing and delivering these disciplines.

The Right Product

Telecom Service Group and Connectron decided that an Excel Category 6$_A$ solution would be best suited for their new Head Office. Excel has been part of Telecom Service Group company's product portfolio for the last 4 years, with Connectron Systems as an official distribution partner for the Excel product range in The Benelux region.

The Excel product range provides an end-to-end solution. Performance and ease of installation are its foundation, along with standard compliance, reliability and product availability. Excel products come with third party verification, and are an independent 'tick in the box', verifying either a product or a set of products' compliance with a particular standard. Excel works closely with third party test laboratories such as Delta, ETL and 3P.

Design and Installation

Telecom Service Group and Connectron needed to get the building up and running in a very limited amount of time; the work had to be completed quickly and with a minimum amount of fuss. Excel Category 6_A F/FTP S-foil cable was chosen for this project. Excel Category 6_A - Augmented Category 6 - cables, and associated connectors, take the performance capabilities of copper infrastructure to new levels. The cable delivers Class EA/Augmented Category 6 link performance over distances of up 90 metres which supports the applications including 10GBASE-T, 10 Gigabit Ethernet.

Each cable consists of two sets of two pairs which are wrapped together in an "S" configuration. By using two sets of two pairs the cable has a reduced diameter and weight. The smaller cable diameter has reduced the cable cross-sectional area by 19.7% and installation time.

Reducing the size and weight of the cable means it occupies less space in the containment which in turn improves airflow in under floor installations. Less weight means that the containment can be of lighter construction. It also means that handling the cable on site is easier.

The solution utilised the low profile Category 6_A keystone butterfly jacks which have an overall depth of 28mm and 360 degree shielding allowing for the installation to fit in a low footprint and protect against alien crosstalk. These were housed in modular patch panels. The design of the jack means termination is not only easy but always the same. The pairs are arranged in the cable management cap and trimmed, leaving the engineer to simply close the butterfly to complete the termination. Fibre patch panels were utilised to house and manage the terminated fibres.

Fibre patch panels ensure that the terminated fibres are kept clean and fully protected and provide an excellent way of being able to manage each individual fibre. The fibre is protected from the outside elements and the housing also helps to prevent any issues with human interference or accidents occurring.
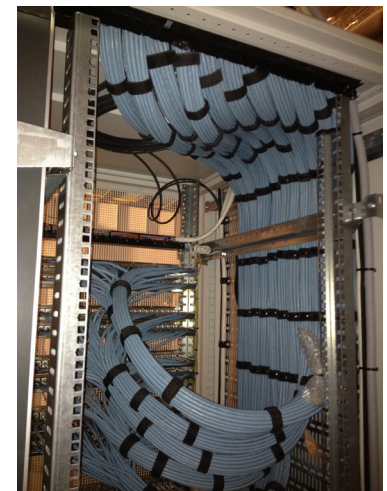
The Result

The newly constructed headquarters spread over 3 floors with a total area of 4000 square metres has been fully operational since mid 2013. Furthermore GPR, a national body that reviews the sustainability performance of buildings in The Netherlands has awarded the new Headquarters of Telecom Service Group with a score of 4 out of a possible 5.

This official body looks at energy, environment, health, use quality and future value.

"I am pleased to say, that Telecom Service Group installed the Excel Category 6_A solution within the agreed timescales successfully. The newly installed network means that Telecom Service Group now has a future proofed infrastructure system, which they benefit from on a daily basis. Customers have seen an improvement in service levels and will continue to benefit from these improvements moving forward."

Jeroen Hopstaken, Account Manager, Connectron Systems

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