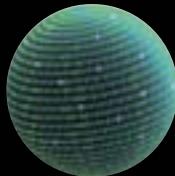


CONFERENCE PROGRAM

BICSI FALL

SEPTEMBER 15-19



CONFERENCE
& EXHIBITION

LAS VEGAS, NV

2013

Conference For the Information Technology Systems Industry



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The P-touch EDGE® PT-E300 labeler
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Conference Lanyards

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Cups in the Exhibit Hall

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Welcome

**WELCOME
TO VEGAS,
HOME OF THE
2013 BICSI FALL
CONFERENCE
& EXHIBITION!**

Get ready for five whirlwind days of listening, learning and networking as you engulf yourself in the world of information technology systems (ITS).

You're sure to gain bright ideas in this city of bright lights by taking part in the many educational facets of this event ... technical sessions, motivational presentations, the Exhibit Hall, courses and even BICSI credentialing exams. Conference content covers the spectrum, from business management and project integrity to emergency communication and health care, plus so much more!

Keep track of your busy conference schedule on your smartphone or tablet with our **BICSI Conference Mobile Web App**. Manage your personalized conference schedule, view an Exhibit Hall map, conduct an exhibitor search, access conference presentations and more. New to the Mobile Web App—take the Fall Conference Member Survey, as well as Conference Session surveys, from your own handheld device. To get started, scan the QR code below or visit m.bicsi.org. You can also take the surveys via www.bicsi.org/surveys.

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Cabling dream team



Shielded RJ45 field assembly plug
MFP8 Cat.6A
TIA Cat.6A and ISO/IEC Cat.6A compliant



Shielded RJ45 field assembly keystone
AMJ-S Module Cat.6A
TIA Cat.6A and ISO/IEC Cat.6A compliant

With the brand-new AMJ-S Module and RJ45 plug MFP8, both in Cat.6A and for 10 Gbit Ethernet, Telegärtner offers cabling professionals unprecedented flexibility and saves time and money on installation, repairs and maintenance – whether in the office, data centers, in industry or in home networks. Both are qualified for a large bandwidth of copper conductors with solid wires AWG26/1 – 22/1 and for stranded wires AWG27/7 – 22/7: Their integrated strain relief and shield contact makes them easy to assemble and install.

The AMJ-S Module Cat.6, fits into standard keystone cut-outs (19" panels, outlets or consolidation points): Both connectors feature a rugged zinc die-cast nickel-plated housing for perfect shielding against EMI. Consisting of just two parts, they can be assembled quickly – and no special tools are required.

That's what we call a cabling dream team.

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AMJ-S Module Cat.6A MFP8 plug Cat.6A

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Antitrust Statement

BICSI believes strongly in competition. U.S. antitrust laws are the rules under which our competitive system operates. It is BICSI's policy to comply in all respects with the antitrust laws.

Association meetings or workshops by their very nature bring competitors together. Accordingly, it is necessary to avoid discussions of sensitive topics. Agreements to fix prices, allocate markets, engage in product boycotts and to refuse to deal with third parties are automatically illegal under the antitrust laws. It does not matter what the reason for the agreement might be.

Accordingly, at any association meeting discussions of prices (including elements of prices such as allowances and credit terms), quality ratings of suppliers, and discussions that may cause a competitor to cease purchasing from a particular supplier, or selling to a particular customer, should be avoided. Also, there should be no discussion that might be interpreted as a dividing up of territories.

An antitrust violation does not require proof of a formal agreement. A discussion of a sensitive topic, such as price, followed by action by those involved or present at the discussion is enough to show a price-fixing conspiracy. As a result, those attending an association-sponsored meeting should remember the importance of avoiding not only unlawful activities, but even the appearance of unlawful activity.

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CAE
BICSI World Headquarters
Tampa, Florida, USA

Conference & Exhibition Information

All prices listed in U.S. dollars

NC = North Concourse; SC = South Concourse

Registration & Information

Attendee, Exhibitor and Exhibit Hall Visitor Registration can all be found in the Grand Ballroom Prefunction area.

Attendee

Sunday	8 a.m.-7:30 p.m.
Monday	8 a.m.-7:30 p.m.
Tuesday	7:15 a.m.-7:30 p.m.

Wednesday	7:30 a.m.-4:30 p.m.
Thursday	8 a.m.-noon

Exhibitor

Saturday	8 a.m.-5 p.m.
Sunday	8 a.m.-7:30 p.m.
Monday	8 a.m.-7:30 p.m.

Tuesday	7:15 a.m.-7:30 p.m.
Wednesday	7:30 a.m.-4:30 p.m.

Exhibit Hall Visitor

Sunday	3-7:30 p.m.
Monday	3-7:30 p.m.

Tuesday	3-7:30 p.m.
---------------	-------------

Attendee Lead Retrieval

You will receive an attendee or visitor badge at Attendee Registration, which can be used in the Exhibit Hall to communicate with BICSI exhibitors. The badges are encoded with your vital contact information and are the easiest way to request information from vendors. Exhibitors can transfer and save your contact information by scanning your badge using a lead retrieval device.

BICSI

BICSI is a professional association supporting the information technology systems (ITS) industry with information, education and knowledge assessment for individuals and companies. BICSI serves more than 23,000 ITS professionals, including designers, installers and technicians. These individuals provide the fundamental infrastructure for telecommunications, audio/video, life safety and automation systems. Through courses, conferences, publications and professional registration programs, BICSI staff and volunteers assist ITS professionals in delivering critical products and services, and offer opportunities for continual improvement and enhanced professional stature. Headquartered in Tampa, Florida, BICSI membership spans nearly 100 countries.

BICSI Booth

While you're in the Exhibit Hall, stop by the BICSI Booth (#322). Ask us about our courses and publications, and learn more about our new Registered Telecommunications Project Manager (RTPM) credential. Plus drop off your business card to be entered into a nightly BICSI drawing!*

* You must be present to win.

BICSI Gear

BICSI's merchandise line, BICSI Gear, makes the perfect addition to any wardrobe! Situated in the BICSI Community, the BICSI Store offers top-quality clothing, with great styles and colors to choose from. BICSI accessories are also available.

Conference & Exhibition Information

BICSI Community

The BICSI Community is home to the BICSI Store, BICSI Cares and the Wi-Fi Zone. Conveniently grouped together, you'll find all of these areas in the Grand Ballroom Prefunction area.

Sunday	8 a.m.-6 p.m.	Wednesday	7:30 a.m.-4:30 p.m.
Monday	8 a.m.-6 p.m.	Thursday	8 a.m.-noon
Tuesday	7:15 a.m.-6 p.m.		

*BICSI Cares will be open from 8-10 a.m. on Thursday.

BICSI Conference Mobile Web App

Stay organized with BICSI's Mobile Web App. Use your smartphone or tablet to keep track of your conference schedule, view the Exhibit Hall floor plan and search for exhibitors, plus so much more! New to the Fall Conference, complete BICSI surveys electronically, including Concurrent Session surveys and the Fall Conference Member Survey. Visit www.bicsi.org/surveys to access and complete the conference session surveys.

BICSI Store

The BICSI Store, located in the BICSI Community, is your BICSI information center and marketplace. Get updated on the latest products and services, and purchase BICSI publications and BICSI Gear merchandise.

BICSI Publications for Less

Conference Exclusive: Save 20 percent when you purchase both the ANSI/BICSI 002-2011, *Data Center Design and Implementation Best Practices* (download or print/download combo) and the new *Network Systems and Commissioning (NSC)* reference (download only).

BICSI members also save 20 percent when purchasing a complete set of current BICSI publications. Or save 10 percent on select individual BICSI publications ordered during the conference, available to all conference attendees. Ask for details at BICSI Central or order online at the Wi-Fi Zone. BICSI will ship your order to a location of your choice.

Cell Phones and Paging Devices

As a courtesy to others, Fall Conference & Exhibition participants are requested to turn off or silence their cell phones and paging devices during sessions. Those who need to use them should do so outside of the meeting rooms.

Conference Certificates

Conference attendees who wish to receive a 2013 BICSI Fall Conference & Exhibition Certificate of Attendance must request one on site at the Wi-Fi Zone by Wednesday at 4:30 p.m. Certificates may be picked up at Attendee Registration & Information on Thursday from 8 a.m.-noon.

Conference Presentations

The presentations will be available on the Fall Conference Mobile Web App, as well as the Fall Conference website, throughout the conference. If updates are made to the presentations, you can view the updated versions on the post-conference website, www.bicsi.org/fall, within 30 days of the conference.

Conference & Exhibition Information

Business and Committee Meetings

All committee meetings are open to the general public. However, if issues arise that are proprietary, you may be asked to excuse yourself.

Saturday, September 14

7:30 a.m.-noon	Board of Directors Meeting, Vista Ballroom 208-209 – Level 2
Noon-2 p.m.	Region Directors Meeting, Vista Ballroom 208-209 – Level 2
2-4 p.m.	Committee Chair Coordination Meeting, 101-102 SC
5-8 p.m.	Codes Committee Meeting, Grand Ballroom 121 SC

Sunday, September 15

8-9 a.m.	Standards: Educational Facilities Subcommittee Meeting , Grand Ballroom 113 NC
8-9:30 a.m.	BICSI Cares Committee Meeting, Producer's Boardroom – Level 2
8 a.m.-3 p.m.	Registrations and Credentials Supervision Committee Meeting, Grand Ballroom 112 NC
8:30 a.m.-1 p.m.	Membership Outreach & Development Committee Meeting, 109-110 NC
9 a.m.-3 p.m.	Standards: Data Center Subcommittee Meeting, Grand Ballroom 113 NC
3-5 p.m.	Standards: Wireless Systems Subcommittee Meeting, Grand Ballroom 113 NC
3-7 p.m.	Ethics Committee Meeting, 101-102 SC
4-6 p.m.	Nominating Committee Meeting, Producer's Boardroom – Level 2

Monday, September 16

7:30-10:30 a.m.	Education Advancement Committee Meeting, 106-107 NC
7:30-10:30 a.m.	International Committee Meeting, 108 NC
8-10 a.m.	Standards: Building Information Modeling Subcommittee Meeting, Grand Ballroom 113 NC
10 a.m.-noon.	Standards: OSP Installation Subcommittee Meeting, Grand Ballroom 113 NC
10:30 a.m.-1:30 p.m.	Technical Information & Methods Committee Meeting, Grand Ballroom 112 NC
10:45 a.m.-12:45 p.m.	Membership Outreach and Development: Technician Outreach Subcommittee Meeting, 109 NC
1:30-4:30 p.m.	Standards Committee Meeting, Grand Ballroom 113 NC
3:30-5:30 p.m.	Membership Outreach and Development: Education Outreach Subcommittee Meeting, 109 NC

Tuesday, September 17

Noon-1:30 p.m.	Exhibitor Liaison Committee Meeting, 101 SC
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Thursday, September 19

Noon-5 p.m.	Board of Directors Meeting, 101-102 SC
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Conference & Exhibition Information

Continuing Education Credits (CECs)

The 2013 BICSI Fall Conference & Exhibition fulfills the conference attendance requirement for RCDD and RITP renewal.

All conference attendees will receive the following continuing education credits (CECs) for each of the credentials they hold:

RCDD	15	ESS Designer	12	ITS Installer	5
RITP	15	NTS Designer	6	Technician.....	6
RTPM.....	12	OSP Designer	8	Certified Trainer	12
DCDC.....	8	Wireless Designer.....	6		

IMPORTANT: Credential holders must check in or register on site by 3 p.m. on Tuesday, September 17, to fulfill the conference attendance requirement and to receive Fall Conference CECs.

Pre-conference Seminars: The CEC totals listed above do not include the pre-conference seminars. The number of CECs awarded for the pre-conference seminars can be found on pages 21-24. All BICSI credential holders must check in no more than 30 minutes after the seminar start time to receive CECs.

Credential Holders Lounge

Sponsored by ITS-Jobs.com, the Credential Holders Lounge is a place exclusively for BICSI credential holders to network, relax and share ideas with members of all designations. In the Lounge, you can enjoy refreshments, catch up on the latest world news and industry media, and talk to BICSI staff and volunteers. Don't forget to drop your business card in the specially marked container to be entered in a drawing to win a flat-screen TV. Only one business card may be submitted per credential holder. The Lounge is located in the Vista Ballroom – Level 2, and is open:

Monday	8 a.m.-5 p.m.	Wednesday	8 a.m.-4:30 p.m.
Tuesday	8 a.m.-5 p.m.	Thursday	8 a.m.-noon

Door Prizes

Door prizes will be awarded on Thursday at 11:30 a.m. during the Closing General Session. To participate, registered attendees must drop their business card in the specially marked container at the BICSI Store. Only one business card may be submitted per registered attendee. Door prize gifts are provided on behalf of Fall Conference exhibitors. You MUST be present to win. Exhibitors are not eligible to win.

Drink Tickets for the Exhibit Hall

As part of your conference registration, BICSI will provide three complimentary drink tickets per night during the Evening Exhibitions and Receptions. A sheet of nine perforated drink tickets can be found in your attendee bag. Additional drink tickets will be for sale for \$6 each at the Registration and Information Desk located in the Grand Ballroom Prefunction area.

Exhibition and Reception Passes

Your 2013 BICSI Fall Conference & Exhibition attendee badge provides free admittance to the exhibits, located in the Marquee Ballroom. An Exhibit Hall pass is available to visitors for one evening's Exhibition and Reception (\$60 for members; \$85 for nonmembers). Multiple passes may be purchased. Visitors can register on site for an Exhibit Hall pass at the Exhibit Hall Visitor Registration kiosks, located in the Grand Ballroom Prefunction area.

Conference & Exhibition Information

Guest Hospitality Lounge

Registered guests of the 2013 BICSI Fall Conference & Exhibition are invited to spend their time meeting fellow conference guests and making new friends in the Guest Hospitality Lounge. Here guests can begin each day with a hearty breakfast (8:30-9:30 a.m.) and enjoy special morning activities on Monday-Wednesday.

The Lounge is located in 104-105 SC, and is open during the following hours:

Monday-Wednesday8:30 a.m.-4:30 p.m. Thursday8:30-10 a.m.

You qualify as a registered guest if you are accompanying a registered conference attendee, you are not in the information technology systems (ITS) industry and have paid the guest registration fee of \$50. You must wear your guest badge for admission to the Guest Hospitality Lounge and the evening Exhibitions and Receptions. Conference attendees are not eligible for guest privileges.

Morning Activities

Monday | 9-10 a.m.

Let's Make Cake Pops!

Cake pops are the newest baking rage!

Learn how to make and decorate your own cake pop creation in this step-by-step demonstration.

Tuesday | 9-10 a.m.

Floral Arranging 101

The MGM Grand Floral Department will teach the art of flower arranging. Learn the basics of floral design and how to create your own flower masterpiece!

Wednesday | 9-10 a.m.

BINGO TIME!

Make time for some fun and laughter, and practice your best "BINGO" yell! See if luck is on your side in this friendly game of BINGO.

Conference & Exhibition Information

Lost and Found

Any lost and found items may be picked up and turned in to the Registration and Information Desk in the Grand Ballroom Prefunction area.

Message Center

Incoming messages for Fall Conference attendees and exhibitors will be received at Registration and Information. Please be advised that BICSI registration personnel are not able to page attendees. Staff will only attempt to locate an attendee or exhibitor in the case of an actual emergency. Potential callers should be encouraged to call the hotel where you are housed rather than BICSI Registration and Information.

Name Badge Replacement Fee

Registered Fall Conference & Exhibition attendees will be charged a \$20 replacement fee to have a new badge made on site. You are required to wear your name badge at all times to gain entrance to Fall Conference & Exhibition events.

New Member and First-Time Attendee Orientation

New members and first-time conference attendees are encouraged to attend a special orientation on Monday in Room 101-102 SC, from 8:30-9 a.m., or later that day from 4-4:30 p.m. Here, the BICSI Manager of Membership and Customer Care will welcome you and introduce you to the many benefits of BICSI membership, as well as explain the BICSI conference process, attendee privileges and responsibilities. Also included is a brief history of BICSI, followed by a general question and answer period.

Better networks... go to booth #246.

Termination NEW 10Gig Kit!



10-Gig performance for Cat6E/A/7 Cables.

Includes TeleTitanXg™ Crimper, Cat6A connectors, Cable Jacket Stripper and External Ground Crimper in a handy Kit. P/N 90170

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Made in the USA



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Conference & Exhibition Information

Photographer/Videographer on Premises

A professional photographer and videographer will be on site to document conference events and activities. Photographs and videotapes are the sole property of BICSI. By registering for and attending BICSI events, attendees understand that BICSI may use their image for future promotional purposes. If you do not wish to be photographed, please notify the photographer and videographer on site.

Press Room

The Press Room is located in Room 103 SC and is open during the following hours:

Monday-Tuesday.....	8 a.m.-5 p.m.
Wednesday	8 a.m.-4:30 p.m.
Thursday	8 a.m.-10 a.m.

Program Changes

Any last-minute changes to the schedule will be announced at the beginning of sessions.

RCDD Credential

Throughout this program, you will see participants' names followed by the RCDD® designation. RCDD stands for Registered Communications Distribution Designer. This designation indicates the person has demonstrated expertise in the design, integration and implementation of information technology systems (ITS), including voice, data, video, audio, security, control and other low-voltage systems and their related infrastructure components.

RITP Credential

The Registered Information Technology Professional (RITP™) credential highlights an individual's formal education in technical areas related to ITS. Those who earn the RITP must have at least four years of ITS experience OR hold the educational equivalent (Associate of Science, Bachelor of Science or Master of Science degree in an approved technical field of study or have achieved an approved industry credential) and have a minimum of two years of ITS experience.



Conference & Exhibition Information

Wi-Fi Zone

Computer kiosks and wireless access are available to keep you in touch with your office. You can also check email, access the Internet, request a Fall Conference attendance certificate and more. The Wi-Fi Zone is located in the Grand Ballroom Prefunction area.

Hours:

Sunday	8 a.m.-6 p.m.	Wednesday	7:30 a.m.-4:30 p.m.
Monday	8 a.m.-6 p.m.	Thursday	8 a.m.-noon
Tuesday.....	7:15 a.m.-6 p.m.		

Member Survey

While you're at the Wi-Fi Zone, please take a few minutes to complete a brief online survey. By providing your contact information at the prompt, you'll automatically be entered in the Fall Conference and Exhibition Giveaway. Don't miss your chance to win a downloadable BICSI manual or standard, or a complimentary future conference registration!*

*Conferences eligible for free registration only include your choice of the 2014 Winter, Canadian or Fall Conferences.

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Hotel Information



Welcome to the MGM Grand Hotel & Convention Center

Hotel Information

MGM Grand Hotel & Convention Center | 3799 Las Vegas Blvd. South | Las Vegas, Nevada 89109 USA
Concierge: +1 877.660.0660 or +1 702.891.7800 | To Reach a Hotel Guest: +1 702.891.1111

Known the world over, the MGM Grand has everything you desire in a Las Vegas casino resort. Luxury amenities and hotel services include the MGM Grand Spa and Health Club with a state-of-the-art gym, as well as the Grand Pool Complex, which features five swimming pools, three whirlpools and a meandering river to float down. Explore name-brand stores and shopping outlets located throughout the MGM Grand. Satisfy every pallet with the variety of fine dining, casual fare, cafés and quick eateries located on site. In addition to casino gaming, the MGM Grand offers a variety of on-site entertainment, including KÀ by Cirque du Soleil. This visual masterpiece combines acrobatics, martial arts, puppetry, multimedia and pyrotechnics to create a dazzling live performance. Combine that with seven sizzling nightclubs located right on the property and a fantastic BICSI conference, and you're certain to have an unforgettable experience.

Room Amenities

All rooms at the MGM Grand Resort include hair dryers, irons and ironing boards. Coffee makers are not included; however, you may arrange for fresh coffee to be delivered to your room at a specified time by calling room service the night before. All accommodations offer high-speed Internet access.

Checkout/Late Checkout

Checkout time is 11 a.m. You may store luggage at the bell desk if you have checked out but are not yet departing the hotel. Late checkout requests are based upon occupancy and availability. Additional charges may apply.

Hotel Information

Business Center

The MGM Grand offers two complete business centers. Services include 24-hour, high-speed Internet access, as well as cell phone charging, fax capabilities, notary service, workstation rentals and more.

MGM Hotel Business Center

located off the main hotel lobby:
Monday-Friday 6 a.m.-8 p.m. | Saturday-Sunday 7 a.m.-7 p.m.

MGM Conference Center Business Center

located on the first floor of the conference center:
Monday-Friday 9 a.m.-5 p.m. | Saturday-Sunday closed

Emergency Evacuation

In the event of an emergency, guests will be notified by a whistle alarm and a flashing strobe light. Listen for vocal instructions over the PA.

Fire Prevention

To report a fire, call #55911 on a house phone. Emergency equipment, exits, aisles and walkways must remain unobstructed to ensure safety.

Medical Emergency

Emergency medical attention may be summoned by contacting MGM Grand Security by calling either the hotel operator or by dialing #53600.

Parking

The MGM Grand offers free self-parking in the main parking garage, as well as valet parking. Oversized vehicle parking is also available for hotel guests.

Smoking

The MGM Grand and Convention Center is a smoke-free environment. Smoking is permitted in designated areas only.

Transportation Services*

Shuttle service to McCarran Airport is available. The rates are \$7 one-way, per person, or \$13 round-trip, per person.

Taxi and limousine service is available by contacting the MGM Grand concierge at 877.660.0660 or +1 702.891.7800. The approximate cost for a one-way taxi trip to McCarran Airport is \$16 for up to 5 people.

* Prices subject to change without notice.

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Meet Your Keynote Speakers

OPENING KEYNOTE SPEAKER

Tuesday, Sept. 17, 8:45-9:30 a.m.

SCOTT KLOSOSKY



Scott Klososky is a technology expert, author and prominent businessman. As a former CEO of three successful tech start-up companies and principal at consulting firm Future Point of View, Scott specializes in seeing beyond the horizon of how technology is changing the world.

Scott began his career fresh out of high school, where his job as a delivery boy was a springboard into the world of technology. He became division head of a computer sales division and then purchased it as his own company.

His next endeavor was as founder and CEO of Paragraph, Inc., a Soviet/American joint venture founded in 1988, despite international tensions. Half of the company was sold to Silicon Graphics, and the other half is still expanding today (Parascript, Inc.).

Scott then collaborated with H.R. Haldeman to publish a diary of his years as an aide to President Nixon, which was a bestseller (Putnam Publishing).

Later Scott became founder and CEO of webcasts.com, an early producer of webcasted media. He sold webcasts.com in 1999 for \$115 million. His expertise in leadership and his creative approach to business direction inspired Critical Technologies to hire him as a turnaround CEO, where he was able to bring the company to profitability.

CLOSING KEYNOTE SPEAKER

Thursday, Sept. 19, 10:30-11:30 a.m.

DON YAEGER



Don Yaeger is an award-winning keynote speaker, business leadership coach, seven-time *New York Times* best-selling author and longtime Associate Editor for *Sports Illustrated*.

Throughout his writing career, Don has developed a reputation as a world-class storyteller and has been invited as a guest to every major talk show—from Oprah to Nightline, from CNN to Good Morning America.

Don began his career as a reporter for the *San Antonio Light* where he rose through the ranks to pen investigative features for the daily. He later moved on to the *Dallas Morning News* and then, to the *Florida Times-Union*.

After several years of freelancing for *Sports Illustrated*, Don joined the magazine's staff full-time in July 1996. Two years later he was promoted to Associate Editor, where his work was to cover not just sporting events, but the off-the-field happenings that affect the world of sports. He continues to freelance for *SI* today.

Owner of a political consulting business and a public relations firm, Don has starred in many national commercials and costarred in major motion pictures.

Don has not lost contact with his high-tech roots. He can often be seen performing shows for major corporations, including IBM®, Apple® and Google®. He was named the #1 Corporate Comedian by CBS B-NET.

NC = North Concourse SC = South Concourse

Conference Schedule

SAT. SEPTEMBER 14

7:30 a.m.-noon

Board of Directors Meeting,
Vista Ballroom 208-209 – Level 2

8 a.m.-5 p.m.

Exhibitor Move-in, Marquee Ballroom

8 a.m.-5 p.m.

Exhibitor Registration and Information,
Grand Ballroom Prefunction

Noon-2 p.m.

Region Directors Meeting,
Vista Ballroom 208-209 – Level 2

2-4 p.m.

Committee Chairs Coordination Meeting,
101-102 SC

5-8 p.m.

Codes Committee Meeting,
Grand Ballroom 121 SC

SUN. SEPTEMBER 15

8-9 a.m.

Standards: Educational Facilities Subcommittee
Meeting, Grand Ballroom 113 NC

8-9:30 a.m.

BICSI Cares Committee Meeting,
Producer's Boardroom – Level 2

8 a.m.-1 p.m.

Exhibitor Move-in, Marquee Ballroom

8 a.m.-3 p.m.

Registrations and Credentials Supervision
Committee Meeting, Grand Ballroom 112 NC

8 a.m.-6 p.m.

BICSI Community, Grand Ballroom Prefunction

8 a.m.-7:30 p.m.

Attendee and Exhibitor Registration and
Information, Grand Ballroom Prefunction

8:30 a.m.-1 p.m.

Membership Outreach & Development
Committee Meeting, 109-110 NC

9 a.m.-noon

Pre-Conference Seminars (choose one)

“Plug-N-Play 10/40/100 GbE Fiber—
Ensuring Performance in Your Data Center,”
Grand Ballroom 124 SC

- Ed Castle – JDSU, Marysville, Ontario, Canada

- Dennis Manes, RCDD – Leviton Network Solutions, Bothell, Washington

3 – ITS CECs

Modern multi-fiber systems are said to be “Plug-N-Play” to allow for very fast moves, adds and changes in the rapidly changing environment and demands for greater bandwidth of data centers. But just how Plug-N-Play are these systems? Are there risks with moving too fast? What steps should be taken to ensure there is “play” after “plug?” From design to testing, this seminar will explore the best practices in implementing a multi-fiber system.

“The Three-Hour MBA: The Basics of
Running a Successful Business,” Ernest
Schirmer, RCDD, NTS – R.G. Vanderweil
Engineers, Lawrenceville, New Jersey,
Grand Ballroom 121 SC

3 – ITS CECs

Finding the time to learn about business management is not easy. Yet, constantly changing conditions in the business

Conference Schedule

environment require that businesses adapt and change to survive and prosper. This seminar is designed to give business owners and managers more insight into the operations of their firms so they can better understand and analyze their operations and, as a result, make more informed decisions. This seminar will provide an overview of the essential areas of operating and running a business: finance, administration, operations, marketing and business planning. It also explains how these areas interact and how to optimize the relationships among them. Also reviewed are critical success factors, a summary of basic information every business owner or manager needs to monitor and how to determine when corrective action is needed.

9 a.m.-3 p.m.

Standards: Data Center Subcommittee Meeting, **Grand Ballroom 113 NC**

1:30-4:30 p.m.

Pre-Conference Seminars (choose one)

"Digital Video In-Depth," Joseph Cornwall – Lastar, Inc. Moraine, Ohio, **Grand Ballroom 124 SC**

3 – ITS CECs

In this seminar the presenter will explore changes to AV technology precipitated by "Analog Sunset." The move to new technology is global. A detailed look at AV/IT convergence will be followed by an in-depth exploration of the current state of digital media connectivity, including a thorough explanation of TMDS, DVI-D, HDMI, DisplayPort and Thunderbolt. LVDS is gone, analog is waning and the VGA connector will be irrelevant by 2017. Are you ready?

"Outside Plant Considerations—Are We Considering Every Option?" John Adams, RCDD, OSP – Adams Telecomm, Lady Lake, Florida, **Grand Ballroom 121 SC**

3 – ITS CECs

This seminar will take a look at all three major methods of OSP construction. The emphasis of this

seminar will focus on existing OSP infrastructure, adding or modifying that system, or choosing a completely new design. Changes should be made based on many considerations. Among those are monetary constraints, customer preference, terrain, environmental issues, local restrictions, right-of-way and ongoing maintenance. An ideal OSP designer has experience in all three OSP placement methods (actual placing and designing), right-of-way, environmental, sales, maintenance and operations, and OSP safety issues. Unfortunately, it's rare to find such an individual. But, with lots of research and consultation, a good design is possible. This seminar will start that process for the attendees.

3-5 p.m.

Standards: Wireless Systems Subcommittee Meeting, **Grand Ballroom 113 NC**

3-7 p.m.

Ethics Committee Meeting, **101-102 SC**

3-7:30 p.m.

Exhibit Hall Visitor Registration, **Grand Ballroom Prefunction**

4-6 p.m.

Nominating Committee Meeting, **Producer's Boardroom – Level 2**

5:15 p.m.

Ribbon Cutting Ceremony with Mystery Guest, **Marquee Ballroom**

5:30-7:30 p.m.

BICSI Exhibition and Reception, **Marquee Ballroom**



7:30 a.m.-10:30 a.m.

Education Advancement Committee Meeting, **106-107 NC**

Conference Schedule

7:30 a.m.-10:30 a.m.

International Committee Meeting, **108 NC**

8-10 a.m.

Standards: Building Information Modeling Subcommittee Meeting, **Grand Ballroom 113 NC**

8 a.m.-5 p.m.

Credential Holders Lounge, **Vista Ballroom – Level 2**

8 a.m.-5 p.m.

Press Room, **103 SC**

8 a.m.-6 p.m.

BICSI Community, **Grand Ballroom Prefunction**

8 a.m.-7:30 p.m.

Attendee and Exhibitor Registration and Information, **Grand Ballroom Prefunction**

8-8:30 a.m.

Exam Check-in, **204-205 Foyer SC – Level 2**

8:30 a.m.-noon.

RCDD, RTP, RTPM, DCDC, ESS and OSP Exams, **204-205 SC – Level 2**

8:30-9 a.m.

New Member and First-Time Attendee Orientation (repeats at 4 p.m.), **101-102 SC**

8:30 a.m.-4:30 p.m.

Guest Hospitality Lounge, **104-105 SC**

9 a.m.-4:30 p.m.

Pre-conference Seminar (choose one)

"Applying the NEC® to Telecom Design," Tim Kuhlman, RCDD, PE – CH2M Hill, Portland, Oregon, **Grand Ballroom 121 SC**

6 – ITS CECs

This seminar will provide a detailed review of the *National Electrical Code (NEC®)* articles that apply to the design of telecommunications

systems. The review of the articles will be illustrated with examples of telecom systems. The seminar will include a discussion of the scopes of Articles 645, 725, 770 and 800. These articles will form the foundation for a variety of code examples. We will review telecom items related to cabling, pathways, grounding and protectors.

9 a.m.-noon

Pre-conference Seminar (choose one)

"Beyond Firestop: Knowledge for Improved Specification, Design and Safety," **Grand Ballroom 122 SC**

- Kevin Brandon – Hilti, Inc., Broken Arrow, Oklahoma
- Chris Kusel – Hilti, Inc., Tulsa, Oklahoma

3 – ITS CECs

Attendees will learn the core principles of firestop and passive fire protection, including identification and understanding of various substrates (rated and non-rated) and barrier management. We will discuss the elements of compartmentation, fire cable system testing and standards, and best practices within the ITS industry. Further discussion topics include: emerging trends and products, zero maintenance requirements, effective planning for future cable capacity, percent fill limitations and advanced understanding of L-ratings. We will review relevant code requirements and employ modern video and audio elements to demonstrate concepts.

"Fiber Trends, Standards, Testing and Architectures—What You Really Should Know," **Grand Ballroom 124 SC**

- Rodney Casteel, RCDD, NTS, OSP – CommScope, Claremont, North Carolina
- John Kamino, RCDD – OFS, Norcross, Georgia

Conference Schedule

- Craig Kegerise – TE, Middletown, Pennsylvania
- David Eckell – Corning Cable Systems, Hickory, North Carolina
- Adrian Young – Fluke Networks, Everett, Washington
- Loni Le Van-Etter – 3M, Austin, Texas

3 – ITS CECs

Are you really current on fiber optic trends and standards? Does your fiber infrastructure comply with the newest testing requirements and link loss budgets? Are you using the most effective and efficient fiber-based architectures in your enterprise network? Come explore these topics and more in this information-packed seminar hosted by the TIA Fiber Optics Technology Consortium.

- “Managing the Digital Connection: Strategies to Build Successful Systems,” Karl Rosenberg – Extron Electronics, Anaheim, California,

Grand Ballroom 123 SC

3 – ITS CECs

As the communications world moves ever further from analog toward the digital realm, it becomes increasingly important to understand the elements necessary to build effective AV systems that businesses, schools and enterprises of all types can rely on for their communication and collaborative endeavors. This seminar will provide strategies for addressing digital signal integrity, EDID communication and HDCP compliance. We'll also explain how Digital Rights Management works and its impact on your organization. At the end of this seminar, you will understand the differences between digital AV signal formats, as well as the effects of sending digital signals through multiple active devices.

10 a.m.-noon

Standards: OSP Installation Subcommittee Meeting, **Grand Ballroom 113 NC**

10:30 a.m.-1:30 p.m.

Technical Information & Methods Committee Meeting, **Grand Ballroom 112 NC**

10:45 a.m.-12:45 p.m.

Membership Outreach and Development: Technician Outreach Subcommittee Meeting, **109 NC**

1:30-4:30 p.m.

Pre-conference Seminars (choose one)

- “Ethernet and IP: What Are They and How Do They Work?” Ernest Schirmer, RCDD, NTS – R.G. Vanderweil Engineers, Lawrenceville, New Jersey, **Grand Ballroom 123 SC**

3 – ITS CECs

This seminar will provide an introduction and overview of networking concepts for those new to data networks, Ethernet and Internet Protocol. The seminar reviews the basic components of a network and then moves on to more advanced concepts.

- “Future Trends Driving the Demand for In-Building Wireless (Distributed Antenna Systems),” **Grand Ballroom 124 SC**

- Bryce Bregen – Connectivity Wireless Solutions, Duluth, Georgia
- Marc Knapp – Connectivity Wireless Solutions, Duluth, Georgia

3 – ITS CECs

As demand for indoor wireless voice and data applications continues to grow, building owners and management are challenged to provide wireless coverage within buildings and campus settings. Neutral-host DAS solutions solve wireless coverage and capacity issues inside commercial buildings. Learn how indoor DAS applications deliver a reliable and efficient means to expand coverage and capacity, while meeting public safety requirements, into buildings across a range of vertical markets, including health care, hospitality, government, higher education and more.

1:30-4:30 p.m.

Standards Committee Meeting, **Grand Ballroom 113 NC**

3-7:30 p.m.

Exhibit Hall Visitor Registration, **Grand Ballroom Prefunction**

3:30-5:30 p.m.

Membership Outreach and Development: Education Outreach Subcommittee Meeting, **109 NC**

4-4:30 p.m.

New Member and First-Time Attendee Orientation (repeat), **101-102 SC**

4:30-7:30 p.m.

BICSI Exhibition and Reception, **Marquee Ballroom**



7:15-8:15 a.m.

Continental Breakfast in the Exhibit Hall, **Marquee Ballroom**

7:15 a.m.-6 p.m.

BICSI Community, **Grand Ballroom Prefunction**

7:15 a.m.-7:30 p.m.

Attendee and Exhibitor Registration and Information, **Grand Ballroom Prefunction**

8 a.m.-5 p.m.

Credential Holders Lounge, **Vista Ballroom – Level 2**

8 a.m.-5 p.m.

Press Room, **103 SC**

Conference Schedule

8:30 a.m.-4:30 p.m.

Guest Hospitality Lounge, **104-105 SC**

OPENING GENERAL SESSION

8:30 am.-noon | **Grand Ballroom 115-120**

8:30-8:45 a.m.

Conference Call to Order and Opening Remarks

8:45-9:30 a.m.

Opening Keynote Speaker - Scott Klososky
See page 20.

9:30-10:30 a.m.

“How to Do Good by Doing Well”

- Patrick McLaughlin – Pennwell – Cabling Installation & Maintenance, Nashua, New Hampshire
- Dave Sanders, RCDD, NTS, OSP – Tier 4 Training, Chino, California

We all want to do well in our jobs, but how often do we think about the good that is accomplished by an information technology systems job well done? This presentation will emphasize why the construction of an ITS job that upholds data integrity, also contributes to the integrity of the entire profession. Citing professional development opportunities, the presentation explains why any ITS professional performing at peak has the ability to enhance the industry's profile.

10:30-11 a.m.

Break, **Grand Ballroom Prefunction**

11 a.m.-noon

“Business Ethics – BICSI Ethics,” Alvin Emmett, RCDD, BICSI Ethics Committee Chair – EC² – Emmett Communications Consulting, Alpharetta, Georgia

Conference Schedule

Noon-1:30 p.m.

Exhibitor Liaison Committee Meeting, **101 SC**

Noon-1:30 p.m.

Attendees to Procure Their Own Lunch

AFTERNOON GENERAL SESSION

1:30-4:30 p.m. | Grand Ballroom 115-120

1:30-2 p.m.

"Government Relations Update," Richard Reed, RCDD, OSP – Consultant, BICSI Government Relations, Mechanicsburg, Pennsylvania

2-3 p.m.

"Soil Resistivity and Grounding System Testing," Roy Whitten – Lyncole XIT Grounding, Torrance, California

A ground system is critical for the protection, reliability and performance of sensitive electronic equipment. This session will describe what constitutes an *NEC®* compliant grounding system; also methods of testing, including clamp-on ground resistance meters and the 3-point fall of potential tests, with details on factors that may invalidate a test. Also discussed will be grounding's relationship to surge suppression and lightning protection.

3-3:30 p.m.

Break, **Grand Ballroom Prefunction**

3:30-4:30 p.m.

"The Last Yard: Optical Fiber for Next Generation Digital AV Cables," Devang Parekh – Cosemi Technologies, Santa Clara, California

Currently fiber-to-the-home is being deployed at an amazing pace, but why stop there? Why can't fiber make it inside the home, office, school, hospital, etc.? Larger and higher resolution displays require more bandwidth than ever before. Therefore, cabling needs to match the demand. In this presentation, attendees will see the advantages and trade-offs of using digital audiovisual (HDMI, Display Port, Thunderbolt, etc.)

active optical cables based on applications and run lengths.

3-7:30 p.m.

Exhibit Hall Visitor Registration, **Grand Ballroom Prefunction**

4:30-7:30 p.m.

BICSI Exhibition and Reception, **Marquee Ballroom**



7:30-8:45 a.m.

Continental Breakfast in the Exhibit Hall, **Marquee Ballroom**

7:30 a.m.-4:30 p.m.

Attendee and Exhibitor Registration and Information, **Grand Ballroom Prefunction**

7:30 a.m.-4:30 p.m.

BICSI Community, **Grand Ballroom Prefunction**

8 a.m.-4:30 p.m.

Press Room, **103 SC**

8 a.m.-4:30 p.m.

Credential Holders Lounge, **Vista Ballroom – Level 2**

8 a.m.-4:30 p.m.

Guest Hospitality Lounge, **104-105 SC**

9-10 a.m.

Concurrent Sessions (choose one)

- "What's Happening in the IEEE 802.3 Ethernet Working Group?"** Valerie Maguire - The Siemon Company, Watertown, Connecticut, **Grand Ballroom 113-114 NC**

The IEEE® 802.3 Ethernet Working Group develops all wired Ethernet applications, and the number of projects open today is higher than ever. From 40Gb/s

over twisted-pair to remote power delivery using 4-pairs to 100Gb/s over optical fiber to reduced pair 1Gb/s for automotive applications, there is substantial activity to stay on top of. This presentation will summarize the IEEE 802.3 path to publication and provide an overview and status report of key open projects.

- "The Challenges in Delivering and Distributing CATV in a K-12 Environment,"** Dr. Paul Kolmetz, RCDD – Henrico County Public Schools, Henrico, Virginia, **Grand Ballroom 123-124 SC**

The reclamation of analog frequencies and the distribution of digital channels by cable companies, along with the conversion of over-the-air broadcasts to digital, have presented a host of challenges to cost effectively distributing CATV to individual schools and school districts across the county. This presentation will describe the challenges faced and the solutions devised by a 70-site school district in the Commonwealth of Virginia.

- "DAS and Small-Cell Solutions: Deployment Trends that Impact Your Business,"** Tracy Ford – HetNet Forum at PCIA – The Wireless Infrastructure Association, Alexandria, Virginia, **Grand Ballroom 115-120**

Today's consumers demand consistent wireless voice and broadband coverage and capacity across every setting. To meet this demand, the cellular network is moving closer to the consumer using a variety of technologies working in tandem. The heterogeneous network, or HetNet, will use a variety of technologies, including DAS and small cells, to meet that demand. Matching the right technology to the right venue will be critical to venue owners and managers, operators and systems integrators.

- "Maryland's Intercounty Broadband Network – A Case Study of a Stimulus Project Success Story,"** **Grand Ballroom 121-122 SC**

- Joe Siemek — KCI Communications Infrastructure, Sparks, Maryland
- Ken Harmel — KCI Communications Infrastructure, Hanover, Maryland
- Josh Levy — Intercounty Broadband Network, Hanover, Maryland

This case study will present the successful solutions to the significant design and construction challenges to connect 1,200 anchor sites with 800 miles of fiber optic network in Maryland within the tight scheduling and reporting requirements of the BTOP federal stimulus grant program.

10-10:30 a.m.

Break, **Grand Ballroom Prefunction**

10:30-11:30 a.m.

Concurrent Sessions (choose one)

- "Benefits of Enhanced Event Analysis in Data Center OTDR Testing,"** **Grand Ballroom 121-122 SC**

- Mark Miller – AFL Noyes Test & Inspection Division, Lowell, Massachusetts
- Dr. Fang Xu – AFL Noyes Test & Inspection Division, Lowell, Massachusetts

Data center networks are increasing in density and complexity. How can network installation and maintenance staff cope with the evolution to 10 and 40Gbs fiber infrastructure?

Traditionally, OTDRs used for troubleshooting relied on the expertise of the user to identify and pinpoint the location and severity of events and impairments. Later OTDRs introduced event tables and maps. Learn how the latest advances in automatic event analysis greatly enhance the accuracy and reliability of OTDR testing.

Conference Schedule

- "Fiber Backhaul for WiFi and Small-Cell Networks," Sankar Ramachandran – Omnitron Systems, Irvine, California, **Grand Ballroom 123-124 SC**

Service providers, facility owners and integrators are installing wireless networks in public airports, sports arenas and shopping malls to meet the demand of smart phone data bandwidth in high-concentration areas. In addition, utilities are backhauling smart meter and smart grid data from wireless routers. This solution-focused presentation will review topologies and network equipment that enable the backhaul of wireless data from Wi-Fi access points and small cells with PoE power fault management and performance monitoring capabilities.

- "Modernizing Health Care Infrastructure with Proper Project Planning, Systematic Implementation and Concise Phasing," Brian Bates, RCDD – DWG, Inc., Mount Pleasant, South Carolina, **Grand Ballroom 115-120**

Have you ever wondered if it's possible to rewire every network and voice connection in an existing 750,000-square foot aging hospital facility without disrupting service to patients or staff? In this presentation we will review the lessons learned from this complex renovation process and highlight the information technology challenges specific to the healthcare industry.

- "Understanding the Promises and Capabilities of DCIM," Charles Kramer, RCDD, NTS – Emerson Network Power, Coatesville, Pennsylvania, **Grand Ballroom 113-114 NC**

One of our industry's hottest trends is data center infrastructure management. It has the promise to revolutionize operations and improve performance. This presentation will discuss past practices that have become difficult to utilize, current practices and the projected future of DCIM based on industry experts and solutions providers.

11:30 a.m.-1 p.m.

Attendee Lunch in the Exhibit Hall,
Marquee Ballroom

1 p.m.

Exhibit Hall closes, **Marquee Ballroom**

1:30-8 p.m.

Exhibitor Move-out, **Marquee Ballroom**

1:30-2:30 p.m.

Concurrent Sessions (choose one)

- "Facility Design and Construction Options and Their Effect on Technology Infrastructure Lifecycles," Mario Sanchez, RCDD - Bergelectric Corporation, Los Angeles, California, **Grand Ballroom 123-124 SC**

Design-Bid-Build, Design-Assist and Design-Build have been common project types for a long time. Today we see newer project types such as IPD (Integrated Project Delivery) and Lean Construction. Any construction project is most always on a fast delivery schedule, has budget constraints and demands quality results of all involved, with little room for error. Optimizing one's role in this dynamic process is key to delivering on the expectations of the team. This presentation will explain the differences between the various project types and allow you to maximize your participation in a construction project of any type or size.

- "The New Face of Design: Building Information Modeling and What It Means to the AV Industry," Jon Melchin – FSR, Inc., North Andover, Massachusetts, **Grand Ballroom 113-114 NC**

This presentation will feature a look into building information modeling, a 3-D design, modeling and simulation technology that has changed the way that architecture is practiced. How it impacts the AV industry will be discussed. A brief case study on a BIM designed project will be covered in the final portion of the presentation.

- "Pathways for Cabling Infrastructure," **Grand Ballroom 115-120**

- David Landphair, RCDD – CADDY Data Telecom, Kernersville, North Carolina

- Dr. Ward Judson – ERICO International Corporation, Solon, Ohio

This presentation will focus on the codes and standards associated with horizontal and vertical pathways for copper and fiber cabling. The presentation will also address installation best practices of support materials and fasteners for LV cabling and will refer to TIA 568C, 569C, NEC® 300.11, etc.

- "Submittals: A Guide for a Headache-free Process for Owners, Designers and Contractors," Matt Peterworth, RCDD - Henderson Engineers, Lenexa, Kansas, **Grand Ballroom 121-122 SC**

Of all the requirements for a given project, submittals are perhaps the most overlooked. Owners, designers and contractors are better served by requiring, submitting and reviewing quality shop drawings. Project closeout documents are also crucial—especially a useful set of record drawings and product information that the owner can reference in the future. This presentation breaks down the process so each group knows what to include and expect at each stage of the project.

2:30-3 p.m.

Break, **Grand Ballroom Prefunction**

3-4 p.m.

Concurrent Sessions (choose one)

- "Analysis of Connectivity Solutions for In-Building Fiber Optic Networks," David Cook, RCDD – 3M, Austin, Texas, **Grand Ballroom 115-120**

Fiber is increasingly finding its way into more types of in-building networks. This session covers this trend, as well as the latest technology and methods of installation choices concerning fiber cabling and connectivity for indoor fiber networks. Technical and business information is presented covering pre-terminated versus fuse-on connectors versus mechanical

Conference Schedule

fiber connectors and the pros and cons of each. Finally, an in-depth comparative financial analysis of the various solution choices will be presented and discussed.

- "Going Green: Deployment Results From an Operational Data Center," Lauren Tucker - DataSite, Orlando, Florida, **Grand Ballroom 123-124 SC**

As all things "green" data centers continue to gain popularity in the U.S., there are an increasing amount of excellent products and services available to data center operators to improve efficiency. This presentation will give firsthand insight into the prioritization and decision-making processes related to the "greening-up" of our fully operational 29-year-old, 130k sq/ft colocation data center.

- "The Growing Need for Mass Notification and Emergency Communication (MNEC) Systems," David Smith - Lencore, Woodbury, New York, **Grand Ballroom 121-122 SC**

Today, MNEC systems have grown to protect us against more than just fires. These systems alert and provide us with critical information and directions to follow during dangerous weather, acts of terror or other hazardous events. To reach the majority of occupants, these messages must integrate across multiple platforms and include a complete range of communication methods—both visual and auditory.

- "Contractors and Social Media," Selso Huerta – NetPricer.net, Glastonbury, Connecticut **Grand Ballroom 113-114 NC**

New trends in social media and mobile Web apps have forced us to look at how we think about and run our businesses. Customers are creating the new digital culture and shifting our business landscapes. Learn why social media is so valuable and how social media is becoming social business. How will you integrate social media into your business model?



8-10 a.m.

Press Room, **103 SC**

8 a.m.-noon

BICSI Community (BICSI Cares 8-10 a.m.),
Grand Ballroom Prefunction

8 a.m.-noon

Attendee Registration and Information,
Grand Ballroom Prefunction

8 a.m.-noon

Credential Holders Lounge,
Vista Ballroom - Level 2

8 a.m.-noon

Exhibitor Move-out, **Marquee Ballroom**

8:30 a.m.-10 a.m.

Guest Hospitality Lounge, **104-105 SC**

CLOSING GENERAL SESSION

8:30 am.-noon | Grand Ballroom 115-120

8:30-9:15 a.m.

"Implementing Projects in the ITS Industry—Project Management's Best Practices and Lessons Learned," Ahmed Al Taie, RCDD – Thinkbox Technology Group, Irvine, California

"We have to do it, on time, on budget!"—a simple sentence that has a lot of activities and processes behind it to ensure a successful project delivery. Project management is becoming critical to the ITS industry. Best practices and lessons learned from real projects for the project management steps (initiating and planning, tracking and managing the project, and closing) will be presented.

9:15-10 a.m.

"Navigating the Pros and Cons of Structured Cabling vs. Top of Rack in Data Centers," Todd Harpel, RCDD – Berk-Tek, a Nexans Company, New Holland, Pennsylvania

There is no single end-all cabling architecture for every data center. CIOs, data center design professionals and IT managers need to examine the pros and cons of each solution based on specific needs. This presentation focuses on the many factors to consider when choosing between top of rack (ToR) and structured cabling configurations, and includes Total Cost of Ownership considerations for certain cable designs.

10-10:15 a.m.

Break, **Grand Ballroom Prefunction**

10:15-10:30 a.m.

BICSI Cares Presentation and Drawing

10:30-11:30 a.m.

Closing Keynote Speaker - Don Yaeger
See page 20.

11:30 a.m.-noon

Conference Wrap-up, Closing Video and Door Prize Drawing

Noon-5 p.m.

Board of Directors Meeting, **101-102 SC**

The Learning Isn't Over!

Maximize your conference experience and gain additional CECs by taking a BICSI course after the conference.

Electronic Safety and Security (ESS) Designer

- Sept. 20-24
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35 BICSI ITS CECs

Registered Telecommunications Project Manager (RTPM)

- Sept. 20-24
PM110: Telecommunications Project Management
35 BICSI ITS CECs

The above courses will be held at:

Embassy Suites Convention Center Las Vegas | 3600 Paradise Road
Las Vegas, NV 89169 | Tel: +1 702.893.8000 or 888.243.9146.

BICSI courses require a separate registration and are not included in the conference registration fees. If you haven't registered already and you are interested in attending one of these classes, please visit www.bicsi.org/fall/courses.

2014 BICSI WINTER CONFERENCE & EXHIBITION

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www.bicsi.org/skillchallenge

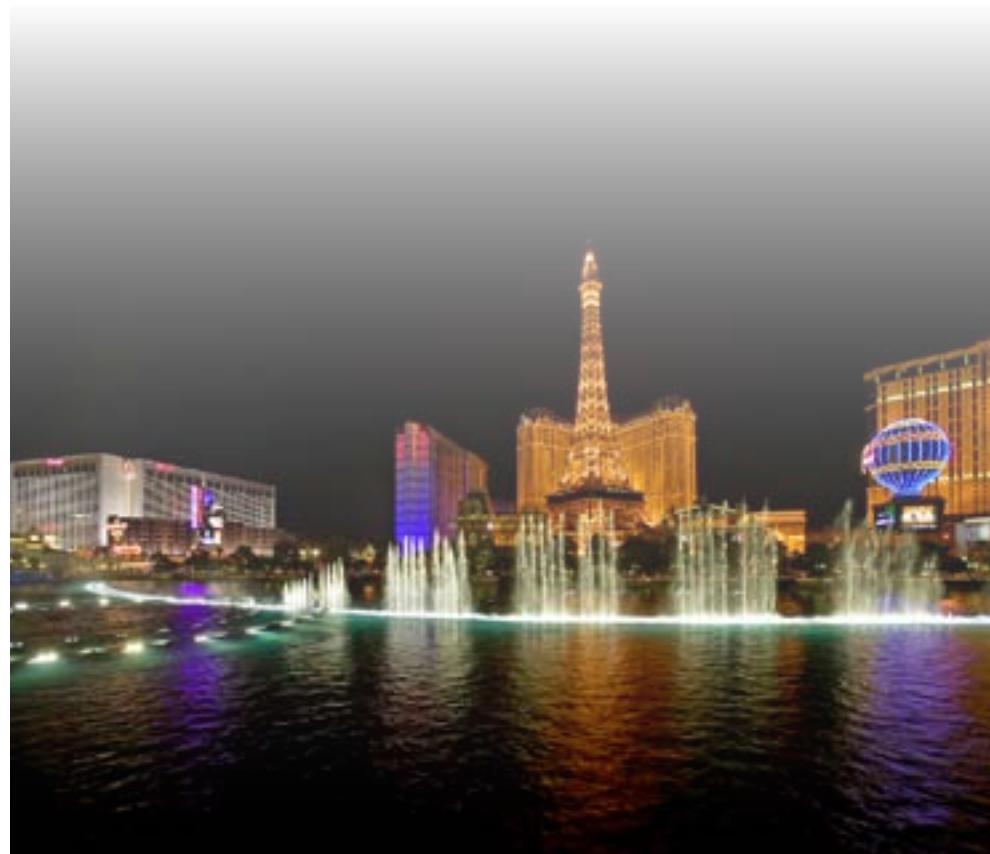


Exhibit Hall Information

Take time to walk the exhibit floor during your time at the conference.
Discover the newest and most creative solutions to advance your business.
Find new tools to make your job easier and more cost effective.
And make sure you stop by the BICSI Booth (#322)!

The BICSI Exhibitions and Receptions will be open on Sunday, Monday and Tuesday evenings. In addition, attendees are invited to a continental breakfast in the Exhibit Hall on Tuesday and Wednesday, and lunch in the Exhibit Hall on Wednesday.

Note: Admission to exhibits is included in the Fall Conference & Exhibition registration fee for attendees and their registered guests. An Exhibit Hall pass is available to visitors for one evening's Exhibition and Reception (\$60 for members; \$85 for nonmembers). Visitors can register for an Exhibit Hall pass at Exhibit Hall Visitor Registration and Information, located in the Grand Ballroom Prefunction area.



Exhibitor Schedule

Saturday, September 14

8 a.m.-5 p.m. Exhibitor Move-in, [Marquee Ballroom](#)

8 a.m.-5 p.m. Exhibitor Registration, [Grand Ballroom Prefunction](#)

Sunday, September 15

8 a.m.-1 p.m. Exhibitor Move-in, [Marquee Ballroom](#)

8 a.m.-7:30 p.m. Exhibitor Registration, [Grand Ballroom Prefunction](#)

3-7:30 p.m. Exhibit Hall Visitor Registration, [Grand Ballroom Prefunction](#)

5:15 p.m. Exhibit Hall Ribbon Cutting Ceremony, [Marquee Ballroom](#)

5:30-7:30 p.m. Exhibition and Reception, [Marquee Ballroom](#)

Monday, September 16

8 a.m.-7:30 p.m. Exhibitor Registration, [Grand Ballroom Prefunction](#)

3-7:30 p.m. Exhibit Hall Visitor Registration, [Grand Ballroom Prefunction](#)

4:30-7:30 p.m. Exhibition and Reception, [Marquee Ballroom](#)

Tuesday, September 17

7:15-8:15 a.m. Continental Breakfast and Exhibits, [Marquee Ballroom](#)

7:15 a.m.-7:30 p.m. Exhibitor Registration, [Grand Ballroom Prefunction](#)

3-7:30 p.m. Exhibit Hall Visitor Registration, [Grand Ballroom Prefunction](#)

4:30-7:30 p.m. Exhibition and Reception, [Marquee Ballroom](#)

Wednesday, September 18

7:30-8:45 a.m. Continental Breakfast and Exhibits, [Marquee Ballroom](#)

7:30 a.m.-4:30 p.m. Exhibitor Registration, [Grand Ballroom Prefunction](#)

11:30 a.m.-1 p.m. Attendee Lunch and Exhibits, [Marquee Ballroom](#)

1 p.m. Exhibit Hall Closes, [Marquee Ballroom](#)

1:30-8 p.m. Exhibitor Move-out, [Marquee Ballroom](#)

Thursday, September 19

8 a.m.-noon Exhibitor Move-out, [Marquee Ballroom](#)

Exhibitor Showcase

P = Premier Exhibitor	(List as of 08/08/13)		
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3M Communication Markets Division	547	CP Technologies	346
P Acton Cabling Solution, Inc.	611	CTi Wire & Cable Co., Ltd.	248
Acuity Brands Controls	313	CyberPower Systems, Inc.	635
P ADI	405	DAMAC Products LLC	109
P AFL	437	DAS Simplified	606
P Aiphone Corporation	414	P Dura-Line Corporation	536
American Products	625	P DYMO Industrial Labeling	300
P AMX	101	Electro Rent Corporation	137
AssetGen	146	EnerSys	147
Austin Hughes Solutions Inc.	126	P ERICO Inc.	504
Avigilon	640	ESI Telecom	107
P Axis Communications	201	P Extron Electronics	515
P Belden	236	FATH Inc.	133
P Belkin International Inc.	228	P Fiber Instrument Sales, Inc.	502
P Berk-Tek, a Nexans Company	314	Fiber Optic Resale Corporation	347
BICSI	322	FiberPlex Technologies	200
P Black Box Network Services/ InnerWireless	613	P Fluke Networks	637
BlueWave Security	537	P FreeAxez LLC	411
P Bogen Communications, Inc.	304	P FrontRow	210
BOLIDE TECHNOLOGY GROUP	607	P FSR	117
P Brother Mobile Solutions	621	P GAI-Tronics Corporation	629
P Cabling Installation & Maintenance	204	P Geist Manufacturing	203
P Cambridge Sound Management	219	P General Cable	231
Channel Vision Technology	510	P Harger Lightning & Grounding	634
P Chatsworth Products, Inc.	112	Hepacart	350
P Circa Telecom	113	Herman Pro AV & Integration Services	548
Com Dangles	131	Hilti, Inc.	446
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Communications Cable & Connectivity Association	623	P Hubbell Power Systems	529
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Exhibitor Showcase

P = Premier Exhibitor	(List as of 08/08/13)		
Exhibitor	Booth	Exhibitor	Booth
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K-Sun Corporation	643	P Server Technology	217
Lencore Acoustics Corp.	143	P Shaxon Industries, Inc.	415
P Leviton Network Solutions	316	SIEMON	132
P LockDown, Inc.	619	Signamax, Inc.	443
Lyncole XIT Grounding	348	P Snake Tray	633
P Lynx Broadband	311	SNC Manufacturing Co., Inc.	636
Mapcom Systems	315	P Specified Technologies, Inc.	340
P MaxCell	317	P STARLINE	501
P McCormick Systems, Inc.	526	P Sumitomo Electric Lightwave	213
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P Quabbin Wire & Cable Co., Inc.	416	P Wiremaid Products Div. of Vutec Corp.	500
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Exhibitor Showcase

Exhibitor Showcase

(P) denotes Premier Exhibitor

3M Communication Markets Division

547

For more than 100 years, 3M has provided practical and innovative solutions to major telecommunications providers around the world. 3M products, systems and services are optimized for constructing and rehabilitating networks for faster, more reliable and higher bandwidth transmissions. With a broad range of solutions, including simple and robust fiber and copper closures, connectors and splices, 3M has the ability to meet the needs of enterprise and telecommunications networks for today's high-performance applications. 3M fire barrier products help prevent the spread of fire, smoke, toxic fumes and moisture from passing through penetrations in fire-rated walls and floors. Visit www.3M.com/telecom or call 800.426.8688.

Acton Cabling Solution, Inc. (P)

611

OEM/ODM manufacturer/supplier of structured cabling products with more than 30 years of experience. Factory based in Taiwan; Actons manufactures component-rated products rated up to 10G systems. Our products include Jacks & Inserts, Couplers, Wallplates, Patch Panels, Fiber Solutions, Cable Management, Patch Cables, Adapters, Tools & Accessories. Private and Generic Labeling Services. ETL Verified.

Acuity Brands Controls

313

nLIGHT is a revolutionary digital architecture and networking technology that cost-effectively integrates time-based, daylight-based, sensor-based and manual lighting controls. Designed to function stand-alone in an individual zone or networked together across an entire facility or campus, nLIGHT is an easy-to-use, easy-to-install system that can cut energy consumption and enhance occupant convenience.

ADI (P)

405

ADI gives you MORE! As a leading distributor of security and low-voltage products, ADI offers the solutions, support and services you need to grow in today's market. ADI represents more than 500 top industry manufacturers and offers thousands of items in stock every day at its 99 locations across North America.

(*) denotes First-Time Exhibitor

ADI is ready to support all your presales efforts, and their knowledgeable sales staff and systems support team can assist with product selection and design to help you provide complete, end-to-end solutions. ADI's complete line of solutions includes Intrusion, Fire, Video Surveillance, IP Solutions, Access, Power, Audio/Video, Network Systems, Telephony, Central Vacuum, Tools & Hardware and Wire & Cable.

AFL (P)

437

AFL is an industry-leading manufacturer offering complete end-to-end fiber optic communication solutions. Stop by the AFL booth to see demonstrations of the Fujikura 70S Fusion Splicer and learn about the new Poli-MOD patch and splice module. Highlights of our product offerings include fiber management systems, fiber optic cable, splice closures and connectors, as well as fusion splicers, test equipment, related accessories and fiber optic training.

Aiphone Corporation (P)

414

Aiphone Corporation is the world's largest intercom manufacturer. Our products range from simple audio-only door answering intercoms to sophisticated video entry systems. Aiphone is the first and only intercom manufacturer to win the coveted Deming Prize, as well as ISO 9001, 9002, and 14001 certification.

American Products

625

American Products LLC designs, manufactures and sells high-quality, low-cost fiber connectivity products and equipment cabinets for in-building and outside plant applications. American Products LLC designs all of its products to be quick to install, easy to service and maintenance free. Our products save time and money on every install. Plus they are 100% manufactured in the USA.

AMX (P)

101

AMX hardware and software solutions simplify the way people interact with the increasing number of technologies and operating platforms at work and home. Our award-winning products span control and

automation, switching, distributed audio and video, and technology management. They are implemented worldwide in conference rooms, homes, classrooms, network operation/command centers, hotels, entertainment venues and broadcast facilities, among others.

AssetGen (*)

146

Don't drown in spreadsheets! AssetGen software makes it easy to document complex IT infrastructure. Automatically produce and maintain Visio diagrams of floors, racks, cabling, networks, servers, powers, applications, etc., from an inventory database. Ideal for all sizes of environments, with desktop and multi-user server versions available.

Austin Hughes Solutions Inc.

126

Austin Hughes is a design and manufacturing group that offers a broad range of solutions based around 19-inch, rack-mount technology.

Avigilon

640

Avigilon designs and manufactures high-definition surveillance solutions that deliver the best evidence. Our open, industry-leading HD network video management software and megapixel cameras are reinventing surveillance by providing the world's best image quality.

Axis Communications (P)

201

Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology platforms.

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military facilities, transportation centers, amusement parks, and the hotel/motel market.

BOLIDE TECHNOLOGY GROUP 607

Bolide Technology Group, Inc. is a worldwide major manufacturer and ISO 9001:2008 certified Distributor of CCTV & IP surveillance products and accessories. With a prestigious history of more than 15 years offering high-quality, cutting-edge products, along with exceptional customer service, Bolide has become one of the fastest growing companies and most sought after suppliers in the industry.

Brother Mobile Solutions (P) 621

Handheld and desktop labeling solutions for datacom and electrical crews to machine print durable, laminated labels on demand, with crisp text, symbols and graphics, including company logos, on labels available in a variety of colors, sizes and adhesive types, from easy-swap interchangeable tape cassettes.

Cabling Installation & Maintenance (P) 204

Cabling Installation & Maintenance's free magazine, website and e-newsletters deliver trusted technical and business information and independent insights to a high-level audience of integrators, designers, engineers, installers and end users of premises and campus communication systems. We help network and data center cabling decision makers effectively manage existing infrastructures and make informed choices for future investments. Request a free subscription today at www.cablinginstall.com.

Cambridge Sound Management (P) 219

Cambridge Sound Management, LLC (CSM) is the developer of Qt Quiet Technology™ sound masking systems. CSM offers innovative, simple and intelligently designed solutions to the problems of privacy and acoustic distractions. Qt Quiet Technology combines exceptional audio performance, low-impact installation and

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Belden (P)

236

Belden will be showcasing products and support systems designed to increase profitability at all stages of your project. Come by to see how the new FiberExpress Ultra Low Loss Pre-Term Fiber System offers greater design flexibility, including the challenging central cross-connect architecture; how small O.D. 10GX cables make installation easier with more space in the trays and racks, while still maintaining top CAT 6A performance and reliability; and see time-saving MACs performed with Belden Traceable Patch Cords.

Belkin International Inc. (P)

228

Belkin Corporation brings the convenience of a one-stop connectivity center for enterprises and solution providers. With a diverse and far-reaching product mix consisting of Home and Enterprise Networking, AV Solutions, KVM (keyboard/video/mouse) LCD Consoles, Racks, Enclosures, Peripheral Sharing, Power Protection and Cabling, as well as HDMI, DVI, USB and FireWire® devices, Belkin extends its reach also to Wireless Networks, Bluetooth, iPod™, and other solutions for mobile computing.

Berk-Tek, a Nexans Company (P)

314

Berk-Tek provides engineered cabling solutions for all ITS applications. See smartPAK, the new cabling package innovation—1500-ft. cable boxes that save time, money and space and reduce scrap on the jobsite. Berk-Tek's unique cabling products with Leviton Network Solutions' connectivity create Berk-Tek Leviton Technologies—offering the most extensive, highest performing, warranted copper and fiber solutions for today and tomorrow's networks.

BICSI

322

BICSI is a professional association supporting the information technology systems (ITS) industry with information, education and knowledge assessment for individuals and companies. BICSI serves more than 23,000 ITS professionals, including designers, installers and technicians. These individuals provide the fundamental infrastructure for telecommunications, audio/video, life safety, security and automation systems.

Through courses, conferences, publications and professional registration programs, BICSI staff and volunteers assist ITS professionals in delivering critical products and services, and offer opportunities for continual improvement and enhanced professional stature. Headquartered in Tampa, Florida, BICSI membership spans nearly 100 countries.

Black Box Network Services/Inner Wireless (P)

613

Black Box Network Services enables mission-critical, in-building wireless. Mission-critical wireless delivers all key wireless services, including 3G/4G, public safety and 802.11, with engineered coverage and capacity to ensure all wireless devices achieve optimal service levels. As a systems integrator and your wireless partner, our rigorous design and deployment processes, along with a complete range of professional services, enable 100% first-time acceptance and a long-term partnership.

BlueWave Security

537

BlueWave Security is a lead manufacturer of an end-to-end, IP-based physical access control solution that delivers both electronic (EAC) and Wi-Fi (IEEE® 802.11) capabilities in one integrated package. Founded in 2006, Marshall Merrifield has built BlueWave to design and support systems from the door-locking device through to the network infrastructure.

Bogen Communications, Inc. (P)

304

Bogen Communications, Inc.—Manufacturer of telecommunications peripheral equipment with a focus on telephone paging systems, emergency & mass notification, VoIP paging, commercial & pro audio, intercom systems, conference phones, background and foreground music applications, and message-on-hold systems. Our customers include: voice and data/com contractors, end users, including hospitals, manufacturing facilities, office complexes, schools/campuses, multiple building locations, government and

Exhibitor Showcase

affordability. Qt™ systems consume less power than a 40-watt light bulb per 180,000 square feet (16,723 m²), is GreenSpec listed and can contribute to your LEED Certification. CSM has a distinguished heritage in the field of acoustics, as a descendant of the highly regarded Bolt, Beranek and Newman's acoustics consulting group that was founded in 1948. This group of distinguished acousticians received the American Institute of Architects Honor Award as recognition for having "... created an awareness of acoustical considerations in building design ... and integrating solutions based on scientific principles with architectural and artistic concepts.

Channel Vision Technology (S)

510

Channel Vision Technology is a leading manufacturer of innovative technology products in Home Automation, Structured Wiring Systems, Wireless Audio, Multi-Room Audio, Whole House Intercom Systems, Security Cameras and DVRs, in both residential and commercial applications.

Chatsworth Products, Inc. (P)

112

Chatsworth Products, Inc. (CPI) is a global manufacturer providing voice, data and security products and service solutions that optimize, store and secure technology equipment. CPI Products offer innovation, configurability, quality and value with a breadth of integrated system components, covering virtually all physical layer needs.

Circa Telecom (P)

113

Circa has specialized in the designing and manufacturing of primary surge protection for more than 25 years. We offer Central Office and CAT 3 and CAT 5e Building Entrance Protectors in an array of sizes and termination for wall-mount and rack-mount applications. Circa also manufactures Industry Standard 5-Pin Modules to protect both Analog and Digital Systems.

Com Dangles

131

NEW PRODUCT—Com Dangles is a new, low-cost alternative to Data Js to route communication cables. UL-listed, Plenum-rated, easy-to-install per UL-

approved installation instructions that no longer require tying off to ceiling grid below for low-voltage cables, such as communication, data, security, etc.

comCables

103

Headquartered in Denver, CO, comCables is a premier manufacturer of end-to-end structured cabling solutions and distributes a full complement of low-voltage products throughout the United States. Our CAT 5e, CAT 6 & fiber solutions are 3rd party tested for performance and reliability, and meet ETL and UL Certification requirements. A strong combination of excellence in customer service and quality solutions, comCables values relationships above all else. At comCables, We're with you.

Communications Cable & Connectivity Association

623

The Communications Cable & Connectivity Association (CCCA) mission is to serve as an educational resource for well-researched, fact-based information on structured cabling products and technologies to support current and future needs. CCCA focuses on industry-wide issues affecting the quality, performance and societal needs of the structured cabling infrastructure.

Comtran Cable LLC

239

Comtran Cable LLC is a diversified manufacturer of insulated wire and cable products for vital communication applications. Making the customer the center of our business is Comtran's primary mission. We offer short lead times on custom designed specialty cables to solve specific data communication's customer application requirements.

Condux International

541

In business for more than 100 years, Condux International leads the industry in fiber optic installation equipment. Providing innovative, cost-effective solutions for long haul, last mile, enterprise and FTTX installations, from domestic and international locations, Condux manufactures equipment for the most demanding applications.

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30 to 50 percent of data centers will run out of power and cooling within the next year. With Aisle Containment Solutions, you can recapture stranded or lost capacity to prolong the life of your infrastructure.

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Ian Seaton, CPI's Global Technology Manager

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Aisle Containment Solutions by CPI are engineered to optimize performance. Rich in features like adjustable filler panels and designed to seal airflow 200% more efficiently than similar products, each Aisle Containment Solution offers a superior class of airflow management, flexibility, quality and above all—reduced operating costs.



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ConEst Software Systems (P)

206

ConEst is the leading provider of software technology solutions for contractors in the ITS industry. Visit our booth for a demonstration of the integration between SureCount takeoff, IntelliBid estimating and JobTrac project management software. Our products have exclusive features that give the user the ability to create more consistent estimates in less time that can then be tracked more efficiently and accurately by project management.

Connectivity Wireless Solutions (O)

120

Connectivity Wireless Solutions was founded by wireless industry veterans from top wireless service provider organizations. The company delivers best-in-class consulting, engineering, project management, installation and staffing services to wireless carrier and enterprise customers who need in-building wireless (DAS) solutions. A turnkey solution, Connectivity Wireless manages the entire distributed antenna system (DAS) process to allow customers to focus on their core business.

Connectrac (P)

336

Connectrac manufactures innovative, low-profile floor-mounted wireway systems for power/telecom connectivity. And the new generation Connectrac systems are more subtle and powerful than ever. They're just .75" high and incorporate lower-sloping, moisture-resistant MDF flooring transition ramps which are earth-friendly and ADA compliant. The central wireway accommodates power and communications cables and delivers them across the floor to any type of furniture. The system provides a number of different power/voice/data options along the cabling pathway. These include duplex and quad electrical receptacles, 8-wire, 4-circuit systems for modular furniture, and Connectrac's new V Series tower product. Connectrac is the perfect solution when you'd rather not core drill or trench, raise the floor or install a power pole. Plus, with the accessible wireway cap along the length of the Connectrac system, keeping up with the latest technology is a snap.

Cooper B-Line (P)

535

Cooper B-Line is your one-stop resource for support systems and enclosures in all mechanical, electrical and communications subsystems in an enterprise network or data center. Cooper B-Line's unmatched depth and breadth of data center infrastructure solutions allow you to maximize your design choices. We support IT and data center managers, facility managers, engineers, contractors, and other data center and IT professionals.

Cornell Communications, Inc. (O)

512

Cornell's business is expanding and we are looking for additional dealers to install our products. We manufacture Nurse Call and Area of Rescue/Refuge Emergency Alarm Systems. We serve the growing health care and security markets. Visit us at booth #512 to view our products and learn about new revenue opportunities.

Corning Cable Systems (P)

431

Corning Cable Systems, part of Corning's telecommunications segment, is a leading manufacturer of fiber optic communications system solutions for voice, data and video network applications worldwide.

CP Technologies

346

CP Technologies was established in 1986 with the vision of creating a company that offers exceptional value, extraordinary service and expectation-exceeding quality. Over the past 20-plus years, CP Technologies has evolved into one of the nation's largest stocking manufacturers of copper and fiber optic patch cables and is a top-tier Certified Corning Gold partner.

Meet The New Comtran

Introducing an expanded portfolio for rail transit, military/shipboard, oil and gas, and other harsh environment markets.

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- Fire Alarm – Including 2 Hour Fire Rated EVAC

Comtran Cable has been synonymous with quality products and cutting-edge technology for 30 years. Comtran is expanding its portfolio every day by listening to and solving the questions of its customers through dynamic engineering expertise.

Get to know the New Comtran Cable.



COMTRAN CABLE
ENGINEERED QUALITY

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Marron Wire & Cable LLC
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Software Systems

Exhibitor Showcase

CTi Wire & Cable Co., Ltd. (•)

248

Founded in Taiwan in 1983, CTi Wire & Cable is a professional designer and producer of cable and connectors for Networking, AV, IT and the medical industry. With extensive knowledge and experiences accumulated over the past 30 years, CTi utilizes state-of-the-art equipment from Switzerland, Germany, USA, Japan, Italy and Taiwan in its Taiwan- and China-based operations to manufacture quality, precision and performance-driven customized products for its worldwide clientele. All operations are ISO-certified and 100% RoHS compliant with a comprehensive quality system and laboratory for testing of electrical and physical performance of products.

CyberPower Systems, Inc.

635

CyberPower Systems designs and manufactures high-quality UPS systems, power distribution units (PDUs), surge protection equipment, mobile chargers and connectivity products for IT and Datacom/Electrical professionals. Meeting the growing power protection needs of businesses has helped CyberPower achieve worldwide success.

DAMAC Products LLC

109

For 30 years, Damac has been a leading manufacturer of networking infrastructure products for the telecom and datacom markets. All of our products are manufactured in the USA and include server racks, seismic products, wall-mount cabinets, equipment racks, shelves, cable management, ladder racks, power distribution units and aisle containment systems. All of our products are backed by a 25-year warranty. Complementing our standard product offering, Damac is a leader in custom products.

DAS Simplified

606

You Can Install Distributed Antenna Systems. DAS Simplified gives you everything needed to install in-building wireless in one package with easy-to-manage steps. From initial site survey to final testing and turn up, DAS Simplified handles the behind-the-scenes work to make installation as easy as pulling cable. Learn more at www.dassimplified.com.

Dura-Line Corporation (P)

536

Dura-line is the world's leading supplier of innerduct, a special plastic pipe used to install and protect fiber optic cables, as well as coaxial cables and electric power cables. Dura-line has been pioneering the use of Micro Technology in the communications industry while having the reputation for the highest quality products.

DYMO Industrial Labeling (P)

300

DYMO Industrial Labeling is a unit of the DYMO Corporation, a NewellRubbermaid company. No matter what industry you work in, DYMO Industrial products give your installation work a clean, professional look that enhances your reputation. Our label printers and labels make it easier than ever to get results that meet industry standards—as well as yours. All our products stand up to the toughest conditions your industry can dish out. Learn more at www.dymo.com/enUS/industrial/.

Electro Rent Corporation

137

Electro Rent, a leading test equipment supplier since 1965, offers for rent, lease and purchase (new and used) CAT 5/5e/6/7 cable analyzers, OTDRs, fusion splicers, optical loss test sets, optical power meters, light sources, FTTx test solutions, etc., from Fluke Networks, Agilent/WireScope, Exfo, AFL, Anritsu/NetTest, JDSU/Acterna, etc. Contact 800.688.1111 or electorent.com.

EnerSys (•)

147

EnerSys is the global leader in stored energy solutions for industrial applications. We complement our extensive line of motive power, reserve power, aerospace/defense and specialty batteries with a full range of integrated services and systems. With sales and service locations throughout the world, and more than 100 years of battery experience, EnerSys is the Power/Full Solution for stored DC power products.

ERICO Inc. (P)

504

ERICO® is a leading designer, manufacturer and marketer of precision-engineered specialty metal products serving global niche product markets in

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a diverse range of electrical, construction, utility and rail applications. CADDY® Electrical: Specialty clips, clamps, hangers and straps for electrical and information transport systems installation. ERITECH®: Products for grounding, bonding, surge protection and lightning protection.

ESI Telecom

107

ESI Telecom is the primary staffing contract service for the telecom/cabling industry, both locally and nationally. We uniquely offer a 20,000 applicant database, a temp-to-direct option at 500 hours and the industry's best guarantee.

Extron Electronics (P)

515

Extron Electronics is a leading manufacturer of professional AV system integration products, including AV control systems, computer-video interfaces, switchers, matrix switchers, distribution amplifiers, audio amplifiers, speakers, video scalers, scan converters, AV signal processors, classroom sound field systems, and high-resolution cable. Extron will display its comprehensive line of Twisted-Pair and Fiber Optics solutions that support long distance transmission of high-resolution analog and digital AV signals. In addition, the company will display its PoleVault® and WallVault® Systems, which are all-inclusive, complete AV systems that are easy to install, use and support. Using CAT 5-type cable for AV signal transmission, PoleVault and WallVault allow for quick and easy connections and low-cost installation. Our VoiceLift™ Microphone enables the creation of a classroom sound field system, allowing the teacher's voice to be heard clearly throughout the classroom. Extron will also display its Streaming for the Pro AV and Architectural Series of modular connectivity products.

FATH Inc.

133

FATH Inc. is an international developer and manufacturer of Enclosure Hardware showing the latest development in electronic Access. We make it secure and are the first company who won't break your bank doing so. FATH Inc.—where customer satisfaction is first priority.

Fiber Instrument Sales, Inc. (P)

502

Fiber Instrument Sales, Inc. (FIS) maintains one of the largest inventories of fiber optic products in the world. We are international in scope, serving more than 11,000 customers worldwide. We are a manufacturer and distributor of hundreds of fiber optic products used in the telecom and datacom industries. Products include cable assemblies, connectors, test equipment and more.

Fiber Optic Resale Corporation

347

Fiber Optic Resale Corp is a dedicated, value-added stocking distributor servicing the fiber optic industry. We bring high-quality, cost-efficient products to the CATV, Contractor, Enterprise and Telecommunications marketplace. These products are centered on the Outside Plant (OSP), Central Office (CO) and headend areas of our customer's environments. FORC is the Top USA distributor of INNO Instrument IFS-10, IFS15H Digital Core Alignment fusion splicers.

FiberPlex Technologies

200

FiberPlex Technologies is the global leader in secure digital communication.

Fluke Networks (P)

637

Fluke Networks is the world-leading provider of network test and monitoring solutions to speed the deployment and improve the performance of networks and applications. Leading enterprises and service providers trust Fluke Networks' products and expertise to help solve today's toughest issues and emerging challenges in WLAN security, mobility, unified communications and datacenters. Based in Everett, WA, the company distributes products in more than 50 countries. For more information, visit www.flukenetworks.com.

FreeAxez LLC (P)

411

FreeAxez is an all-steel, low-profile access floor—the 21st century solution to wire management. Quick access without tools. Gravity-held components lock together without adhesives, screws and fasteners. Eliminates core drills, wired furniture systems, power poles and ceiling wires. Immediate ROI. 100% made in the USA. UL and GreenSpec listed.

FrontRow (P)

210

FrontRow offers you complete, integrated platforms for school communication so you can deliver great education in a more efficient way using classroom audio, content capture, network paging and AV Control. Visit us at www.gofrontrow.com.

FSR (P)

117

FSR will be showing Floor, Wall, Ceiling and Table Boxes that are "Elegant and Practical." New products include the Huddle Vu Collaboration System; the Floor Box Fire Rated System; Digital Ribbon HDMI Extender Cables; iPad mounts that tilt, swivel and turn and are engineered to last; and if you or your team pull cables through conduit, take a look at the DR-SOCK! FSR is proud of our "Made in America" product lines. We are a woman-owned and operated company.

GAI-Tronics Corporation (P)

629

HGAI-Tronics®, a Hubbell Company, is the largest company focused on the communication needs of the world's industrial and commercial markets. Our RED ALERT® Emergency Telephones provide health and activity monitoring from a central location. Our telephones are available in handset or hands-free packages with analog or VoIP/WiFi operation. Our Stanchion Broadcast Products and Addressable Amplified Speakers provide addressable public address via a 600 Ohm audio input, RF, or VoIP/WiFi network.

Geist Manufacturing (P)

203

Geist develops industry leading technology and software for the four cornerstones of datacenter management: Power. Cool. Monitor. Manage. Geist provides a broad selection of products for singular or complete datacenter management solutions. With almost 20 years designing intelligent 15-120 Amp PDUs, Geist has built its



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business serving each customer by providing 100% customizable options and superior customer services. Geist promotes innovation, quality and satisfaction in all aspects of business.

General Cable (P)

231

General Cable, headquartered in Highland Heights, Kentucky, manufactures GenSPEED® copper datacom cables and NextGen® fiber cables Right Here in the USA. Stop by our BICSI booth #231 and ask about our 17 FREE™ line and PanGen/NetGen structured cabling. General Cable delivers solutions that keep you connected. www.generalcable.com

Harger Lightning & Grounding (P)

634

Harger Lightning & Grounding is a leading manufacturer of Lightning Protection and Grounding & Bonding products for the Information Transport Systems Market. Harger couples extraordinary service with high-quality products including: Lightning Protection Systems, SRG, UL-Listed Ground Bars, Ultraweld and UltraShot Exothermic Welding Equipment, Grounding Jumpers, Lugs and Connectors, and Specialty Ground Electrodes. Harger also provides Engineering Services and Training.

Hepacart

350

HEPACART specializes in improving productivity during the implementation of health care wiring and cabling projects. All of our products are designed for health care contractors to comply with the Infection Control Risk Assessment Guidelines. Our products used in hundreds of hospitals across North America include the HEPACART, AnteRoom, Cabling Access Point and a new universal ceiling mounting plate.

Herman Pro AV & Integration Services (S)

548

A leading provider of AV Products and Labor Resources to System Integrators. A distributor for 50 years, Herman represents leading manufacturers of cable, connectivity, signal management, mounts, screens

and infrastructure products. Our Integration Services Division provides nationwide, AV technical labor, enabling our customers to grow their businesses and increase profitability.

Hilti, Inc.

446

Hilti is the global leader of quality, innovation and value-added products and services for the construction and building maintenance industries. Hilti offers a complete portfolio of products and services to ensure projects are completed correctly, on time and on budget. Visit our booth to discuss how Hilti's innovative products and services can help you.

Hitachi Cable America (P)

419

Hitachi Cable America, formerly Hitachi Cable Manchester, manufactures copper and fiber optic communication cables at its facility in Manchester, New Hampshire, USA. Hitachi Cable America has cables for Ethernet, industrial applications, video, POE, POE+, as well as custom applications. With more than 4,000 different cables and growing, Hitachi Cable is the leader in high-performance cable manufacturing.

Hubbell Power Systems (P)

529

Hubbell Power Systems manufactures a wide variety of Outside Plant hardware and polymer concrete underground enclosures and above grade pads for mounting equipment. Products include pole line hardware, earth anchors, connectors, formed wire products, coverup, hot line tools and crimping tools. Brands include Anderson, Chance, Fargo and Quazite.

Hubbell Premise Wiring (P)

631

Hubbell Premise Wiring, an industry leader in the manufacture of Structured Cabling Systems, provides solutions for Connectivity, AV, Data Center Infrastructure and Residential Environments. The HubbellOne Solutions provide an end-to-end solution, including copper and fiber cable connectivity, AV systems, equipment racks, enclosures and delivery systems.



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cabling systems

Structured Cabling Systems

Hyperline is a manufacturer of the most comprehensive range of products available for Structured Cabling Systems. Thanks to our extensive manufacturing capabilities, Hyperline is able to provide shielded products, high end Cat 7 and 7a cabling, bulk fiber optic solutions, as well as, a full breadth of connectivity products. Hyperline can provide customization to suit even the most demanding requirements, including indoor or outdoor applications.

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Hyperline offices and warehouses operate in North America, Europe and the Middle East. The manufacturing facilities are located in Germany, Sweden, Poland, Taiwan and China.

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Visit us at Booth# 509 or on the web www.Hyperline.com

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HUBER+SUHNER, Inc.

241

HUBER+SUHNER is a world-class leader in the development and production of innovative, high performance LF, RF and Optical Connectivity Solutions. The HUBER+SUHNER LiSA (Leading interconnect Systems Approach) line of data center products focuses on high-density optical fiber cabling and interconnection solutions to fulfill the demands of today's bandwidth-intensive data centers.

Hyperline Cabling Systems (P)

509

Hyperline is a manufacturer of the most comprehensive range of products available for Structured Cabling Systems. Hyperline operates warehouses throughout North America, and sells its products through an extensive sales rep network and distribution worldwide. Hyperline has the broadest range of solutions for commercial, industrial, institutional, hospital and residential applications in telecom, datacom, structured cabling, networking, automation, AV, security, construction, electrical and more!

ICC (P)

627

ICC is a leading manufacturer of commercial and residential structured cabling products governed by strict ISO 9001:2008 standards. With 25 years of innovation, ICC products have established a reputation of premium quality, proven performance and competitive prices supporting voice, data, audio, video and fiber optic connectivity. For additional information, please visit us at www.icc.com, or call us at 888.275.4422. Visit ICC's booth #627 and enter to win \$200 cash!

IDEAL Industries Networks (P)

211

IDEAL is a leading U.S. manufacturer of voice, data, video and electrical products for installation, cable preparation, termination and testing for commercial, residential and industrial applications. IDEAL manufactures a full line of tools, connectors and testers for a systems approach to the installation of twisted-pair, coax and fiber cable.

Ingram Micro (S)

247

Ingram Micro is the largest single-source, value-add, distributor that offers the widest selection of consumer electronics and commercial IT products, solutions and services. Ingram Micro has perfected its core logistics business and expanded its capabilities to create an extraordinary Value-Add Service organization. Services such as those required for a smooth transition from traditional analog architecture to IP security technology, can be found at Ingram Micro.

Jonard Industries

242

LA global manufacturer specializing in tools for Telecom, Fiber Optics, Satellite, CATV, Security & Alarm, Wireless and Electronics Industries.

Karish Industries

240

Karish Industries is a leading distributor of Fiber Optics, with inventory on various fiber cables, from outside plant (OSP) to Indoor and Indoor/Outdoor type applications in Singlemode, Multimode, 200/230 and many others. We also have a long list of various connectors, enclosures, panels and tools that are needed for every project, whether big or small. Please call us at +1 714.516.1852 or email to adam@karishelectro.com to learn more about how we can service you!

Keyscan Inc.

542

Keyscan has been dedicated to the design, engineering and manufacturing of premium access control systems for more than 26 years. With powerful features and capabilities designed into every aspect of our product line, you can be confident that Keyscan has the solution you are looking for today with the scalability and vision to support you well into the future.

KGP Logistics (P)

423

KGP Logistics is a national distributor specializing in all aspects of supply chain management and logistics solutions for telecommunications providers serving wire line, broadband cable or wireless networks. KGP Logistics has the scale to meet demand and the



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#431

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flexibility to tailor solutions like no one else in the marketplace. PREMIER is a strategic sourcing division of KGP that provides Carrier-grade commodity products at competitive prices—"house brand" equivalents to name brand products.

Klein Tools, Inc. (P)

647

A leading U.S. manufacturer of professional hand tools and occupational protective equipment for more than 155 years, Klein Tools' product line has grown to include virtually every major type of hand tool used in the electrical and telecommunications markets, as well as for construction, electronics, HVAC, transportation, utility, mining and general industry.

KNET (S)

546

KNET—specialized in manufacturing HDPE Microduct in South Korea for telecommunications installation. KNET has proved its quality to ship worldwide since it was established in 2002. The company has a large selection of HDPE sizes available. ISO 9001 and TL9000 certified.

K-Sun Corporation (S)

643

Founded in 1978, K-Sun Corp. offers a line of exclusive stand-alone and PC-compatible electronic label printers, software and supplies used in wire/cabling, industrial, manufacturing, safety, engineering, construction, utilities, energy, transportation and other industries, plus offices, warehouses and shops across the world.

Lencore Acoustics Corp.

143

Lencore is the industry leader in sound masking, paging, music and mass notification systems for the corporate/commercial, health care, financial, legal and government industries. For more information on opportunities available with our audio and life safety solutions and integrated technologies, contact Lencore at info@lencore.com or +1 516.682.9292.

Leviton Network Solutions (P)

316

Leviton Network Solutions manufactures high-performance data connectivity for customers around

the globe, including complete network infrastructure systems for the enterprise, data center, government, education, health care and residential markets. All Leviton products are engineered to exacting standards, offer industry-leading performance, and are backed by the industry's best customer service and technical support. Choose the smart choice for a better network. Visit Leviton.com/ns.

LockDown, Inc. (P)

619

Lockdown, Inc. is the premier provider of infrastructure security products in the world. We provide unique yet vital products that secure manholes and handholes. Our products are in place in more than 150 military bases, data centers, airports, universities and telecommunications companies. If you think your infrastructure is secure ... think underground.

Lyncole XIT Grounding

348

Lyncole is a grounding and facility electrical protection company. We manufacture XIT® grounding systems that are warranted for 30 years and provide a high-performance, stable grounding solution. Our products and services cover grounding, lightning protection and surge suppression. We are a one-stop shop that provides complete turnkey solutions for site and facility electrical protection.

Lynx Broadband (P)

311

Lynx products distribute HDTV, digital TV and analog TV on twisted-pair cable. Specific capabilities include cable TV, satellite TV converted to RF, Internet TV and video on demand. Excellent for hospital, hotel, government and corporate applications. A great alternative to coax!

Mapcom Systems

315

Mapcom Systems is the developer of M4 Solutions—a visual operations platform for managing workforce, as well as fiber, coax, wireless and copper networks, including both outside and inside plant at the physical and logical levels. M4 Solutions enables users to integrate and correlate data from existing systems in a powerful visual interface to all network elements.

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RECOVERY

Conduit Maximization Solutions

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MaxCell (P)

317

MaxCell—a flexible, multi-celled fabric innerduct solution that provides cable pathway functionality at a fraction of the cost, labor, energy, space and carbon emissions versus rigid HDPE innerduct. More than 250 Million feet of MaxCell Innerduct has been successfully installed around the globe. Intro: Self-Supporting MaxCell and “MaxSpace,” a Conduit Space Recovery Service. Recover up to 90% of your occupied conduit space and add up to 9 additional cables in the conduits previously classified as full!

McCormick Systems, Inc. (P)

526

McCormick Systems has been providing Estimating, Project Management and Time & Material billing software to the Electrical and Low-Voltage industry since 1979. McCormick Systems offers award-winning software solutions to contractors of all sizes doing electrical or automated building systems (ABS) work. As the innovative leader of CAD Estimating software, McCormick's product line can cut your estimating time up to 75%.

McGard LLC (P)

401

McGard is the world's leading manufacturer of mechanical security products. Known the world over for unmatched quality and innovation, McGard provides security products to military, government institutions, correctional facilities, the utility, automotive and petroleum industries, as well as many other applications where security is a primary concern.

MEGGER (P)

118

Megger—a world-leading manufacturer and supplier of test and measurement instruments used within the building wiring and telecommunications industries. Equipment includes LAN testers, TDR, insulation testers, ground testers and battery test equipment. Megger provides electrical maintenance, safety and telecom training. www.megger.com

MERTEK INDUSTRIES, LLC

130

Mertek Industries Introduces EVOF— a Revolutionary New Fiber Cord with a Very Unique Feature — Traceability. Mertek Industries Fiber Cords come equipped with a Trace Button and an LED in each of its plugs.

METZ CONNECT USA (P)

516

BTR NETCOM (METZ CONNECT) is an international market leader with more than 30 years' experience specializing in internationally standardized and high-performance connection components in copper and fiber optic technology for the areas of structured buildings and industrial cabling, as well as for data centers. We also provide consistent, system-capable and intelligent network components for sustainable building automation, maximum protection, optimum process control and efficient energy controlling.

Minuteman/Para Systems (P)

514

Para Systems, Inc. is a leading provider of power technologies, including the Minuteman® uninterruptible power supplies (UPS) for mission-critical equipment protection such as computers, point-of-sale systems, telecommunications systems, security systems, home theater systems and Internet-working devices. The Minuteman® UPS products range from 325VA standby units to true sine wave, line-interactive, and online models rated up to 10kVA. Para Systems also sells power distribution units (PDU), power management and surge suppressors.

Multilink (P)

129

Multilink is an industry-leading designer, developer and manufacturer of products for voice, data, video and CATV applications. Multilink manufactures a full line of fiber optic products, including pre-connectorized housings and cable assemblies, splice closures, slack storage devices, cable markers and tags, fiber-node cabinets and environmentally controlled enclosures.

RECOVER UP TO 90%
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nCompass (P)

331

Superior Essex Communication (www.SuperiorEssex.com/Comm) is a global leader in the design, manufacture and supply of cable and wire products, as well as cable hardware products. Sold into more than 50 countries, our products are integral to the operation of large and small communications networks around the world.

Network Video Technologies, NVT, Inc.

642

NVT is in the business of transmitting CCTV video over unshielded twisted-pair wire via structured cabling networks. It is our mission to enable our customers to connect cameras and control/recording equipment via transmission methods that provide the highest video quality and system reliability, even under adverse conditions. Booth #642.

Nojitech Corporation (P)

237

Nojitech Optical Fiber Raceway Systems, with patented design and technology, are widely used by many Japanese government agencies responsible for telecom

infrastructure. We can provide compact telecom cabling systems that are low-cost, highly efficient and secure. Our systems offer you the ultimate protection for your cables.

Oberon, Inc.

605

For companies, hospitals, universities and other institutions using wireless networks, access point enclosures enhance physical network security and simplify access control and maintenance for IT managers.

OFS Cable & Connectivity (P)

207

OFS (www.ofscables.com) is a designer, manufacturer and supplier of leading-edge optical fiber, optical fiber cable, FTTx, and optical connectivity products and solutions for a wide variety of applications and markets. OFS supplies RoHS-compliant products, and the company's latest introductions include AccuPack™ Distribution Cables, M-Pack® premise cable assemblies and 1 rack unit enclosures.

OFS Optical Fiber (P)

306

OFS manufactures optical fibers offering superior performance and reliability to support a wide range of short reach LAN, Central Office and Data Center applications. LaserWave® laser-optimized multimode fibers cost-effectively support enterprise networks up to 100 Gb/s. AllWave® Zero Water Peak (ZWP) and AllWave FLEX ZWP singlemode fibers seamlessly extend the optical network into the end user's premises. www.ofscables.com/fiber

Omnitron Systems Technology, Inc. (P)

600

Omnitron media converters, T1 and CWDM and multiplexers provide Next-Gen fiber connectivity in Enterprise, Surveillance, Data Center and Service Provider networks. They support 10/100/1000 and 10 Gigabit Ethernet, and a variety of other network technologies. Solutions include fiber distance extension to PoE cameras and Small Cells, resolving 10G data center port

disparity, extending service provider demarcation points, and enabling management in fiber campus networks. Omnitron products are made in the USA.

Onity (o)

124

As one of the world's leading providers of electronic locks, in-room safes and energy management solutions, Onity offers a full spectrum of advanced facility management technologies to the commercial market, including education, military, vacation rentals and corporate space. Trusted for more than 20 years by more than 20,000 properties around the world, Onity customers continue to enjoy real solutions and reliable support with an integrated range of products and a vast global support network.

Optical Cable Corporation (P)

305

Optical Cable Corporation is a leading manufacturer of data communication cable and connectivity solutions for enterprise markets,

P | Cabling

The Cat 6A Cable Connector Don't waste good cable!

Don't pull a costly new Ethernet drop just to repair or extend an existing cable! It's now possible to splice the cable without degrading its performance. Designed for high durability and fast installation without special tools, this is a "must-have" in every installer's kit.

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120 Gb/s transmission over 100 meters on a single multicore strand of optical fiber, a milestone on the road to next-generation 400 Gb/s transmission and beyond. Remarkable? Yes, but not surprising, when you consider who we are and where we come from. Our history dates back to 1876, with a heritage that includes technology powerhouses such as AT&T and Bell Labs, and scores of innovations that make possible today's networks – and tomorrow's. It's no wonder that people come to us when they need reliable, high-performance fiber for their most demanding applications.

What can we do for you? Call us at **1-800-fiberhelp** or visit www.ofscables.com/fiber.

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Our world-class partnership has provided infrastructure solutions, guaranteed network performance and system reliability for over 10 years.

PanGen® Structured Cabling Solutions

Our combined category 6A, 6, and 5e high-performance copper and fiber systems provide a robust and optimized cabling infrastructure that exceeds all your electrical parameters for today and into the future.

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specialty use applications and harsh environments. OCC offers an integrated suite of quality, warranted cabling and innovative connectivity products and solutions designed to provide outstanding performance. For more about OCC, visit www.occfiber.com.

Outsource

601

Outsource Telecom supplies crews of installers for the Structured Cabling, Telecommunications and Central Office Installation industries. We deploy teams of pre-screened, qualified installers to your projects on a national scale. We also supply Systems Technicians, Project Managers and Engineering Personnel.

Panduit Corp. (P)

330

Panduit is a world-class developer and provider of Unified Physical Infrastructure™ based solutions that help customers connect, manage and

automate communications, computing, power, control and security systems for a smarter, unified business foundation.

Pencell Plastics (P)

503

Pencell Plastics is a manufacturer of plastic grade level boxes, secondary pedestals, duct spacers and transformer pads. The products meet the requirements for the electrical, telecommunications, municipal and cable TV markets. Many options and sizes are available.

Pentair – Hoffman

139

With Hoffman®, McLean® and Schrock® brands, Pentair Equipment Protection provides solutions that enclose, protect and cool vital electronics and electrical components that support everyday life. We are committed to the success of every customer to help ensure that you are able to deliver the best to your markets.



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Platinum Tools Inc. (S)

246

Platinum Tools, founded in 1997, was created based upon two very simple objectives. First, develop and source the absolute best possible solutions for the preparation, installation, hand termination and testing of wire and cable. Second, implement an operational infrastructure that can deliver these products in an efficient, timely and high-quality manner.

Prime Wire & Cable, Inc. (P)

400

Since 1986, PRIME has been a premier manufacturer of high-end wire and cable products, which now include our new line—Structured Cabling Solution. During this time we have built a reputation for quality products that exceed our customers' needs. This has enabled us to form established relationships and valuable partnerships that have helped us to grow and become a leading, full-line manufacturer of high- and low-voltage products and system solutions. Our factories are ISO & RoHS compliant.

PSIBER DATA SYSTEMS INC.

442

Psiber Data Systems is a global provider of network test, monitoring and certification solutions to speed the deployment, performance and maintenance of networks and applications. Psiber's WireXpert 4500 is the industry's fastest, most accurate and easy to use LAN cable certifier with the industry's only frequency range up to 2.5GHz. Stop by our booth to see the WireXpert 4500 with the most advanced MPO/MTP fiber test method available. Also on display will be the best patch cord test solution available, and the ONLY category 8 cable certifier.

Quabbin Wire & Cable Co., Inc. (P)

416

Quabbin® Wire & Cable manufactures high-speed data and electronic cables well known for high performance and consistent quality: DataMax® 6 and Datamax® 6a patch cables; WAN inter-connect cables including T1, xDSL and DS-3 (735A coaxial); custom cable designs; and more than 200 stocked part numbers. Check out our Low Smoke Zero Halogen (LSZH) product line, featuring upgraded constructions now proudly boasting the widely recognized NEC and CEC Type CMX building

ratings. Visit us in booth #416 to learn more about how we can partner with you.

Quiktron (P)

505

Quiktron has provided quality cable connectivity solutions to datacomm and telecommunications industries throughout North America since 1992. We work exclusively through the industry's leading distributors to provide custom manufacturing of fiber optic and copper cable assemblies, as well as distribution of a wide range of products, ranging from simple to complex, standard to custom—including the award-winning RapidRun®. Combine our commitment to providing unsurpassed technical service and support with our friendly and knowledgeable sales/marketing team and our facilities in four convenient locations, and it is easy to see why Quiktron is an industry leader in connectivity solutions.

Gypsys LLC

138

Gypsys provides turnkey solutions for the distribution of voice, data and video services across LAN, campus and metro environments. As a Motorola Solution Provider, Gypsys can leverage the power of the Motorola Passive Optical LAN solution to converge disparate networks onto a secure and reliable fiber backbone.

RANDL Industries, Inc. (P)

402

RANDL Industries manufactures the innovative 5 Square® lines of Telecommunications and Fire Signal Outlet Boxes. The 5 Square products provide a robust and cost-effective infrastructure! The telecommunications products, with built-in cable management, help to guarantee minimum bend radius requirements for high-speed copper and optical fiber cables at the desk top. The fire signal products mitigate ground faults and short circuits plaguing the fire alarm industry.

Ripley

447

Ripley is the leading global manufacturer of wire and cable preparation tools, serving linemen, technicians and installers for more than 30 years. Ripley's full product line of high-quality wire and cable preparation

Install Peace of Mind!

Telecommunications 5 Square® Boxes



**Cramped 4 square
and 4-11 boxes are a
thing of the past!**

For generations 4 square and 4-11 boxes have been the only choice for housing electrical conductors. They were never designed for telecommunications systems.

The 5 Square Box was specifically designed for telecommunications systems with optimal size and cable management to guarantee minimum bend radius requirements and ease of installation.



- Creates An Intelligent & Unrivaled Infrastructure
- Integral Cable Management
- Save Labor, Increase Profits
- Facilitates Minimum Bend Radius Requirements
- Supports PoE Plus
- Specified By Engineers

TESTIMONIALS

"I have already shown our communications and fire alarm engineers the advantage of these boxes over 4 square and 4-11's boxes. The CAT6A cable management posts have been a big talking and teaching point for all." — Rick Chason, RCDD Senior Special Systems Engineer, DC Engineering

"We discuss bend radius, conduit sizing, pathway planning, etc...It's a given that your product will be written into the Museum, courthouse, and hotel projects on our desks today."

— Ken Gedachy, RCDD, Veneklasen Associates

"The 5 Square is a solution to a wide-spread telecommunications industry problem and a solution which I have searched for with no results until now!" — Wayne Pederson, Dept. of Corrections, WA

RANDL
INDUSTRIES, INC.

P: 509-340-0050 F: 509-340-0051

See our line of telecom & fire signal boxes at: www.RANDL-INC.com
Making Communications & Fire Protection More Reliable & Cost-Effective!

See us at booth 402

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tools and accessories for the Transmission & Distribution, CATV, Electrical and Telecommunications industries is distinguished by three brands: Miller®, Utility Tool™ and Cablematic®.

Sabre Integrated Services (S)

140

Sabre Integrated Services offers turnkey construction, site development and interior integration services. Our services include: precast modular construction, conventional construction, renovation and upgrades to existing facilities, complete electrical and mechanical services, fire protection and detection, and controls and automation. Sabre also offers scheduled and demand repair and maintenance.

Semtron, Inc. (P)

610

Established in 1980, Semtron, Inc. is the premier manufacturer of Data, Voice, and Video connectivity solutions to the communications cabling industry. Wall Plates, Junction Panels and Custom Metal Stamping are our specialty. We design and produce custom products quickly, with no minimum quantity requirement. Silk-screening and laser engraving are available labeling options. All of our metal products are made in the USA.

Server Technology (P)

217

Server Technology's experts produce the highest quality rack-mount power distribution and monitoring solutions that help manage power capacity, reduce downtime and improve energy efficiency. Our extensive selection of Sentry CDUs is 100% performance tested for reliability and accuracy, and is adaptable, enabling quick delivery of solutions that meet customer-specific requirements.

Shaxon Industries, Inc. (P)

415

Shaxon Industries is a California-based manufacturer of Voice and Data products, including Consumer Electronics, Structured Wiring, Fiber Optic Assemblies and Enclosures, SFPs and GBICs, Custom Cable Assemblies, Computer Peripheral Cables, Audio/Video Cables, Bulk Cable and Connectors and other Networking Products.

Siemon

132

Established in 1903, Siemon is an industry leader specializing in the manufacture and innovation of high-quality, high-performance network cabling solutions. Headquartered in Connecticut, USA, with global offices and partners throughout the world, Siemon offers the most comprehensive suite of unshielded, shielded, twisted-pair copper and fiber structured cabling systems available. With more than 400 active patents specific to structured cabling, Siemon Labs invests heavily in R&D and development of industry standards, underlining the company's long-term commitment to its customers and the industry.

Signamax, Inc.

443

Signamax Connectivity Systems' mission is to provide for total network connectivity needs. Our systems are comprised of cabling solutions and active networking equipment with a wide range of high-performance copper and optical fiber components. Whether you're upgrading Category 5e, building Category 6, or implementing new Category 6A systems, Signamax has one of the broadest ranges of solutions. Each product is manufactured and tested to the highest quality standards, such as TIA, ISO and IEEE®.

Snake Tray (P)

633

Snake Tray manufactures a series of innovative cable management and power distribution products designed to substantially reduce the cost of installation. Snake Tray is the world's only hand-bendable cable tray for overhead, walls and under floors. Mega Snake is a pre-configured high-capacity cable tray. Snake Canyon is a modular cable tray for access floors. New products include Snake Tray for Solar and Snake Box Data and Power Distribution enclosures. Snake Tray is made with pride in the USA.

SNC Manufacturing Co., Inc. (S)

636

SNC manufactures the Quiet-Tel line of noise solutions and is the industry leader and primary provider of noise solutions for controlling A/C-induced voltages and harmonics on copper telecom lines and other sources of

electrical interference. SNC also manufactures the LyteLynx line of HVP equipment. For more info visit: www.sncmfg.com.

Specified Technologies, Inc. (P)

340

Specified Technologies Inc. (STI) is a leading manufacturer of firestop products with the industry's most complete line of UL® Classified Systems. The SpecSeal® and EZ-Path™ product lines offer the latest technology and most complete product line for High-Traffic™ and permanent firestopping applications. STI concentrates all its resources on providing quality, performance and value with every firestop solution. STI, where innovation never stops ... visit our booth and see the latest STI solutions.

STARLINE (P)

501

STARLINE Track Busway is an innovative electrical distribution system that gives you the ability to change or add to floor plans quickly and

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easily—without any down time! And because it is an overhead system, there isn't a jungle of wires to obstruct air flow under the floor, making it one of the most energy-efficient systems you can buy. To learn more about Universal Electric Corporation, please visit www.uecorp.com/ busway or call us at 800.245.6378 or +1724.597.7800.

Sumitomo Electric Lightwave (P)

213

Sumitomo Electric Lightwave showcases the industry's most advanced optical fiber and connectivity solutions for the Enterprise Network and Data Center, including environmentally green FutureFLEX® Air-blown Fiber®, offering virtually unlimited fiber, pathway and bandwidth capacity; immediate, Real-Time scalability; non-disruption to the physical facility, while saving 70-90% in time and costs for network installs and MACS, plus more. Also featured are 4th Level Data Center Solutions, an end-to-end optical fiber system that enables Real-Time, On-Site,



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infrastructure design with its patented Lynx2 Splice-On Connectors, Quantum fusion splicers, cables and more—for the best in 40G/100G and beyond network solutions. Visit www.sumitomoelectric.com and www.futureflex.com.

TE Connectivity (P)

230

TE Connectivity Enterprise Networks Solutions (formerly Tyco Electronics and ADC)—Looking to build a dependable, high-performance office network or data center for your bandwidth-hungry applications? TE's Enterprise Networks portfolio—now combining the AMP Netconnect and ADC TrueNet brands—offers best-in-class fiber and copper connectivity technology that helps network managers anticipate change, provide complete protection and support ever-increasing bandwidth demands.

Tech Table (C)

150

The Multi Award-Winning TechTable by Tech Innovations Australia:

Specifically designed to help alleviate the manual handling risks associated with data cabling termination whilst increasing productivity and quality. All features of TechTable are focused toward user efficiency, performance and comfort. Find out more: www.techtable.com.au.

Telegärtner Inc. (P)

404

Telegärtner is a leading manufacturer of professional solutions for connection technology. The product line includes RF coaxial connectors, network solutions for structured building cabling in copper and fiber optic technology, Fiber-To-The-X and data center solutions, as well as modular programs in the industrial areas. The Telegärtner group markets its products worldwide via subsidiaries, agents and distributors.

Tellabs, Inc.

550

Tellabs products combine solid reliability with cutting-edge technology development and real-world operations experience to create innovative solutions to

service providers and enterprise network needs. Inherent in every Tellabs product is the company's long-standing commitment to quality systems that include: Access Networks (Optical LAN and GPON), Data Networking (MPLS, IP, Ethernet), Optical Transport and Mobile Backhaul.

The Light Connection

343

TLC manufactures standard and customized Simplex, Duplex, Distribution, Micro-Distribution (Data Center Cable), Indoor/Outdoor, Dry Loose Tube, OSP Cable, Ribbon Cable and Aluminum Interlocking Armor, as well as furcation tubing, fan out and breakout kits. TLC's cables are manufactured exclusively with Corning® Multimode (OM1 and ClearCurve OM2, OM3 and OM4) and singlemode fibers, now available in a variety of Bend Insensitive versions. Available inventory, short lead times, and prompt quote responses and product delivery are hallmarks of TLC's service.

thermOweld

142

thermOweld® is the leading U.S. supplier of innovative electrical grounding, lightning and cathodic protection products, supporting infrastructure projects in more than 55 countries worldwide. We are part of Continental Industries, founded 1958, with ISO 9001 factories in the Tulsa, OK area supporting UL and IEEE837 compliance.

THUREON ARMARAC

122

Armarac, the vertical-mount, 19-inch rack-mount enclosure from Thureon. Server rooms, wiring closets, telecommunications rooms, in a box. Minimal floor space, high-density cabling, optimum security and maximum access convenience. Monitor and control temperature, security, noise, and switch PSU, via remote IP. Floor or wall-mounted with active fan cooling or closed cycle air-conditioning.

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Tii -Porta Systems Products (P)

301

Tii Network Technologies, Inc., together with its subsidiaries, designs, manufactures and sells products for use in the networks to service providers in the communications industry. Our products can be found in both fiber optic and copper networks and are vital for the successful delivery of broadband services.

Times Microwave Systems (P)

212

Times Microwave Systems designs and manufactures high-performance coaxial cables, connectors, cable assemblies and surge protection for use in wireless systems. Products include flexible, low-loss 50 Ohm LMR® coaxial cables, EZ connectors, installation tools and accessories, as well as Times-Protect™ lightning and surge protection devices.

Transition Networks (P)

615

Transition Networks offers the ability to affordably integrate the benefits of fiber optics into any data network—in any application—in any environment. Offering support for multiple protocols, any interface and a multitude of hardware platforms, our portfolio gives you the power to deliver and manage your network traffic reliably over fiber. Transition's product offering includes media conversion, switching, network interface devices (NIDs), CWDM, Power-over-Ethernet, NICs and SFP/XFPs.

Trimble

543

Trimble's MEP Division, featuring Accubid products, is a leader in providing integrated BIM services and solutions for the MEP contractor. By connecting key workflows between estimating, design and installation, Trimble helps small, medium and large MEP contractors reduce project risk while increasing overall productivity and efficiency. Combined with deep domain knowledge in the sub-trades, as well as expertise in positioning technologies, Trimble offers a comprehensive portfolio of solutions for today's MEP contractor.

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Tripp Lite (P)

116

Enhanced service and industry-exclusive products have been Tripp Lite trademarks for more than 90 years. Tripp Lite has more than 1,000 different products, including UPS systems, surge suppressors, inverters, KVM switches, cables and connectivity products, power strips and PDUs, rack systems, network management accessories and more. Web site: www.tripplite.com.

TRS-RenTelco (P)

310

TRS-RenTelco is one of the largest test equipment rental and leasing companies in North America. We specialize in renting general purpose, communications, fiber optic and industrial test equipment, while providing you with exceptional service. It's important you get what you want, when you need it. Equipment Now. Service Beyond.



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UL LLC (P)

604

UL is a premier global independent safety science company with more than 118 years of history. Employing more than 10,000 professionals in over 100 countries, UL has five distinct business units—Product Safety, Environment, Life & Health, Knowledge Services and Verification Services—to meet the ever changing needs of manufacturers and users of Wire and Cable. Additional information about UL may be found at www.UL.com.

VALCOM

136

Valcom's product offerings range from simple analog paging systems to IP-centric solutions. Valcom routinely addresses the specific and unique requirements of its clients by offering a full line of VoIP and analog intercoms, paging systems, blue light phones, emergency call boxes, speakers, paging horns,

communication servers and clocks. Valcom's innovative CAP-compliant Emergency Mass Notification system features automated text-to-speech paging announcements, SMS and outbound calling.

VERICOM Global Solutions (P)

522

VERICOM Global Solutions™ is a global manufacturer of cables and communications solutions. With our extensive product line, VERICOM can meet the needs of any industry requiring cabling and communications solutions. Our product portfolio includes broadband cables/accessories, audio/video cables, server, network and wall-mounted cabinets and racks, computer connectivity products, coaxial cable/assemblies, premise wiring cable and bulk wire. VERICOM offices are located in Knoxville, TN.

Verigent, LLC

312

Verigent is a premier provider of Telecom and IT Staffing Services across the nation. We have been in business since 2003, and have been honored by *Inc. Magazine* as One of the Fastest Growing Privately Held Companies in America. In addition, we have been consistently recognized as one of Charlotte, NC's Largest Temporary Staffing Firms and have been honored as one of Charlotte's Best Places to Work.

Verint Systems (e)

111

Verint Video and Situation Intelligence Solution help protect people, property and assets, and enhance operational efficiency. The award-winning Nextiva portfolio delivers a sophisticated framework for capturing enterprise-wide IP video and other security and operational information, and provides users with integrated analytics, situation management and operational management capabilities. Designed for use across the enterprise, finance, retail and critical infrastructure markets, Verint solutions

help address the top security and operations challenges facing today's organizations through advanced security and business intelligence, vertical solutions and subject matter expertise.

Viking Electronics, Inc. (P)

205

100 plus products—1000s of Telecom Solutions! Viking products include ADA Emergency/elevator phones, digital announcers, call sequencers, door intercoms, clock-tone generators, paging/loud ringing amplifiers, automated attendants, line sharing devices, hot-line dialers & phones, privacy devices, toll restrictors and service observers. Viking products are available at Security and Telecom distributors nationwide.

WBT LLC. (P)

425

WBT is the only manufacturer offering PERFORMANCE CABLETRAY™. Shaped wires offer increased support for pressure and bend sensitive copper/glass cables within the tray. Highest quality, best lead times and support, and potential for LEED® credit with our Green solutions. WBT is the Premier supplier of wire mesh tray to the market.

Williams Sound LLC (e)

638

Williams Sound is a global designer and manufacturer of wireless communication technology, serving personal and professional listening needs worldwide since 1976. Williams Sound offers products and service for such commercial markets as hearing assistance, language interpretation, tour, corporate, education, government and house of worship. These products include PROLOOP Induction Loop Systems, Digi-Wave™ Digital Communication Systems, Personal PA® FM Listening Systems, Portable Hearing Assistance Tour Guide Systems, SoundPlus® Infrared Systems and Hearing Helper® FM Listening Systems.

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WireCAD (•)

151

WireCAD is a system design and documentation software that helps engineers and designers create CAD (dwg, dxf) documentation, draw and manage cable and connection information, automatically create functional block diagrams from user equipment definitions or download more than 60,000 definitions from WireCAD's Community Library, automatically assign cable numbers, auto-populate rack layouts, print cable labels, bills of materials and other reports.

Wiremaid Products Div. of Vutec Corp. (P)

500

CABLE MGR by WIREMAID® introduced the PRO-10™ Series, an award-winning wire cable tray system with built-in fittings that adapt to the most difficult installations. PRO-10™ has 2011 NEC® 392.100 (E) compliant fittings for changes in direction mounting full UL® and cUL Classification® as equipment ground conductor. The patented One-Tool System saves money and installation time.

WOWCLOUD (•)

410

Cable testing from your phone, to our app, to the cloud.

Finally, there's a solution that applies the latest wireless technology to cable testing, enabling you to run tests with a device you already use every day—your phone. Back at the office, simply log in to access test results, floor plans and even project progress via the cloud.

-from your phone

Utilizing Bluetooth technology, your smart phone will connect with the WOTester Master and Remote to initiate and run tests.

-to our app

Utilizing our app, your smart phone becomes the "brains" of the on-site testing process—providing you with floor plans and outlet sites to be tested and allowing you to view tests and their results—in real time, on site.

-to the cloud

What's more, our app automatically pushes data directly to the cloud, where floor plans, project progress and real-time test results are collected, stored and even backed up.

Live demonstrations available at booth #410.

XPC Corporation (•)

539

Xtreme Power is a manufacturer of UPS from 400VA to 20kVA. We design, engineer and service UPS, rack power distribution units and portable cooling products for a global network of OEMs and distributors. Headquartered in Denver, CO, our distribution centers across the U.S. and Europe ensure fast and accurate delivery.

Zhone Technologies, Inc.

243

Zhone is a global leader in all IP multi-service access platform (MSAP) solutions, serving more than 750 operators globally. Zhone offers the industry's only fully-integrated portfolio of MSAP, FTTx, EFM and Wi-Fi access technologies. Headquartered in California, Zhone's MSAP platforms are all manufactured in a facility that is emission-, waste-water, and CFC-free.

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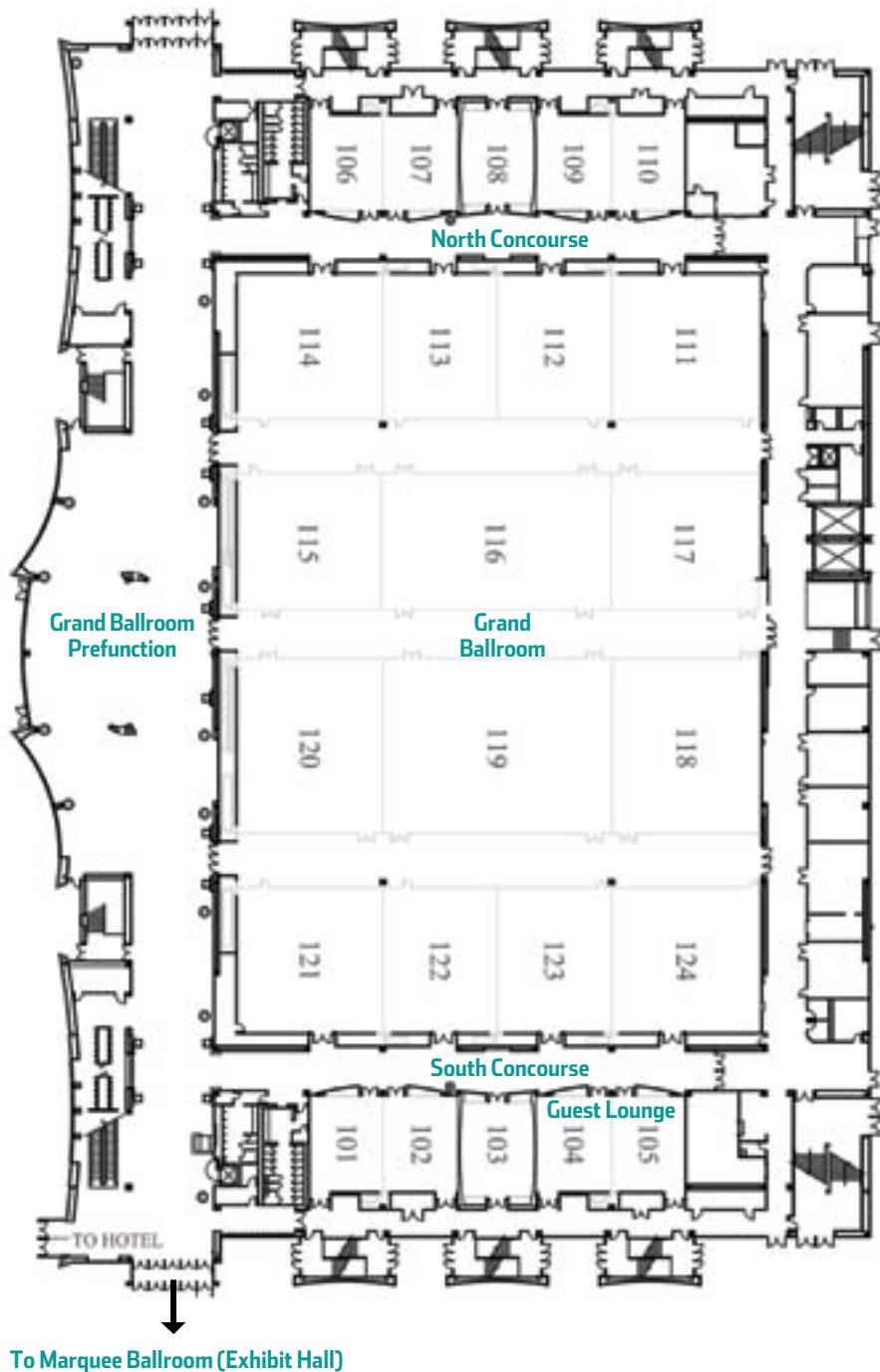
BOOTH 410

Room/Floor Diagrams

Room/Floor Diagrams

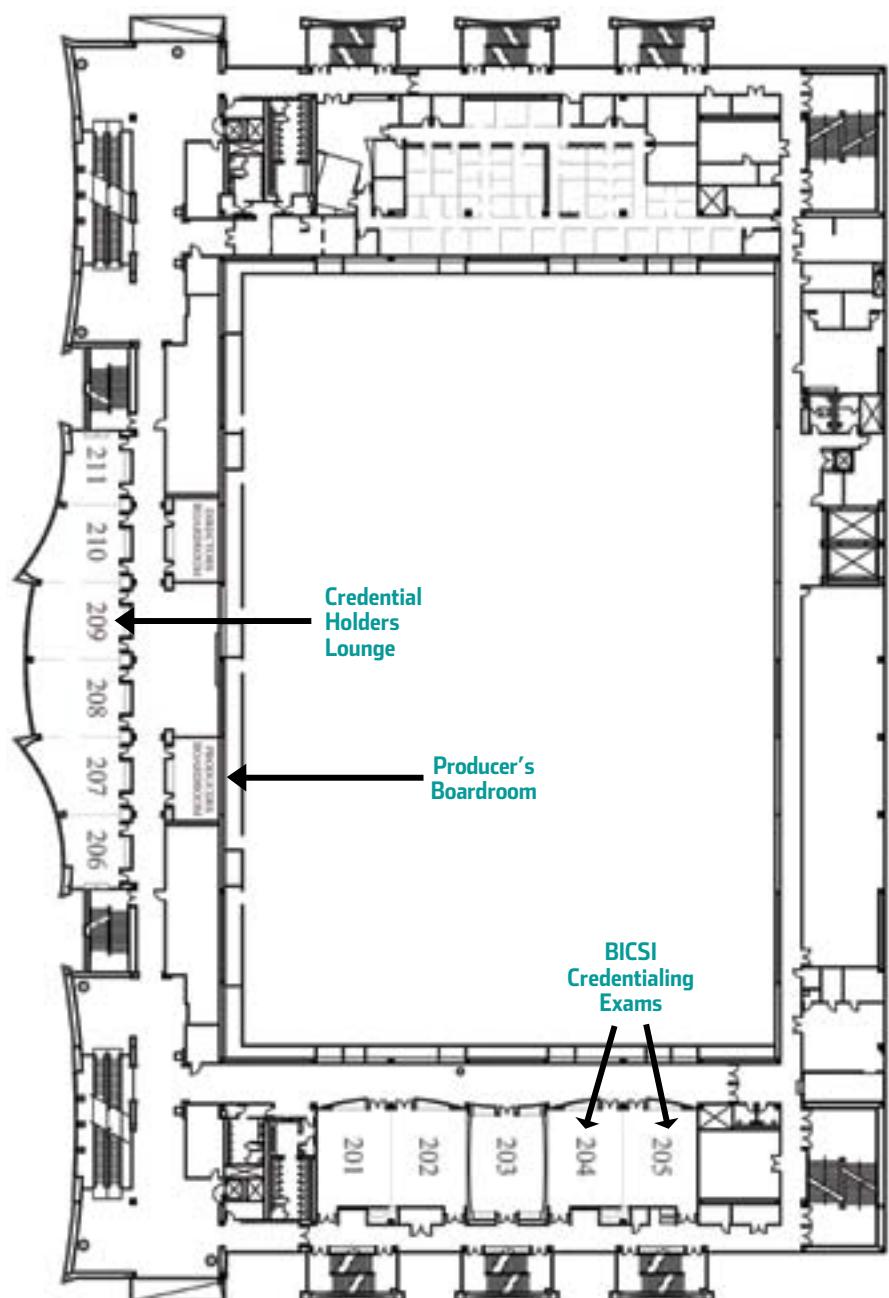
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THANK YOU FOR ATTENDING THE



We look forward to seeing you
at future BICSI conferences, as well.

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Rosen Shingle Creek
Orlando, Florida, USA

BICSI Canadian Conference & Exhibition

April 27-May 1

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The Fairmont Waterfront Hotel
Vancouver, British Columbia, Canada

BICSI South Pacific Conference & Exhibition

May 12-14

Brisbane Convention & Exhibition Centre
Brisbane, Queensland, Australia

BICSI Fall Conference & Exhibition

September 28-October 2

Anaheim Convention Center and
Hilton Anaheim Hotel
Anaheim, California, USA

► www.bicsi.org/conferences

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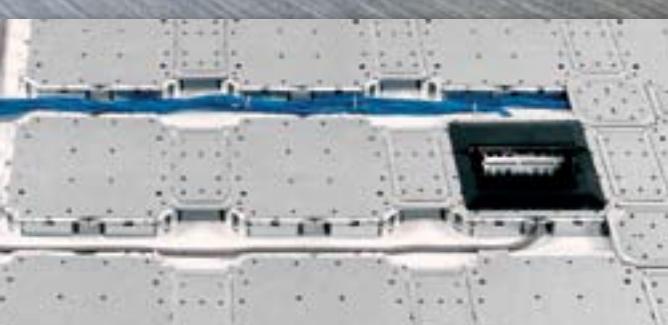
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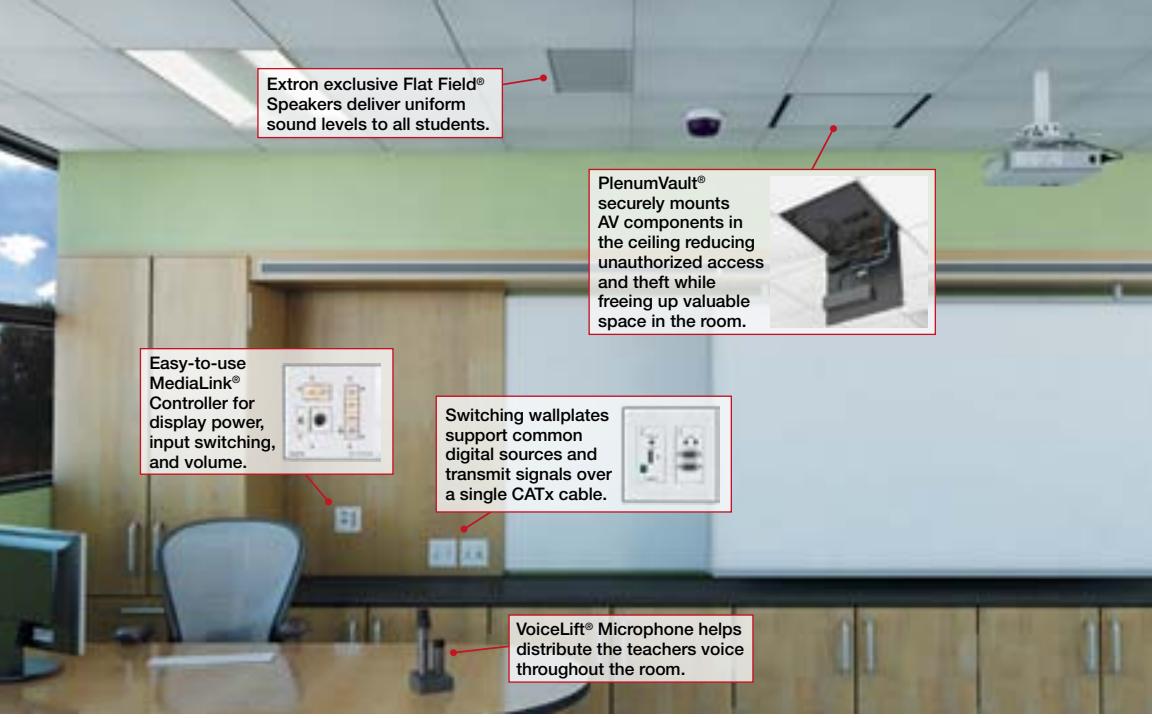
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IT professionals, electrical engineers and architects have discovered that FreeAxez is the 21st century solution to wire management and networking infrastructure. In fact, our system is so different from traditional raised floors with posts and concrete panels, that CSI (Constructions Specifications Institute) has taken the extraordinary step of designating the new *MasterFormat # 09 69 33*.

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PoleVault Digital Classroom AV Systems

Seamlessly Integrate High Resolution Digital and Analog AV Sources

Extron PoleVault® Digital Classroom AV Systems are complete, easy-to-use AV switching and control systems that seamlessly integrate digital and analog video sources. Each system uses economical twisted pair cable for transmitting AV signals and includes network connectivity for Web-based AV resource management, monitoring, and control.

High Resolution Digital Switching

Dual input wallplates provide connections for common classroom sources including laptop, tablet, Apple TV, Blu-ray, document camera, and more.

CATx Active Transmission

Extron active twisted pair technology sends AV signals over a single, economical CATx cable and consistently delivers brighter, sharper and more stable images than passive systems.

Easy-to-use Room Control

The included MediaLink Controller is designed to simplify operation of the AV system. With large, backlit buttons and a volume control knob, it is almost as easy to use as a light switch.

Multiple Mounting Options

Standard systems are available for a wide variety of display and room configurations including ceiling mount projection, wall mount ultra short-throw and flat panel display.

Energy Efficiency

As an ENERGY STAR® qualified AV product, the switcher includes Extron-exclusive power saving modes designed to lower energy usage and reduce operating costs.

Network Connectivity

An integrated switch allows multiple devices to share a single drop, while allowing administrators and support personnel to remotely manage, monitor, and troubleshoot over the network.



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For more information visit us at Booth #515