

# EXPECT MORE



## Welcome Note & Corporate Overview

Rakkiet Hongkanjanapong  
Regional Sales Director  
Enterprise - ASEAN

# Our History



CommScope  
Founded  
康普公司成立



Acquired LiquidxStream  
& Argus;  
CommScope acquired by  
The Carlyle Group  
**THE CARLYLE GROUP**



Acquired  
Alifabs

1976

1997

2004

2007

2011

2013

2014

2015

IPO (1<sup>st</sup>)



**Acquired Andrew  
Business**



IPO (2nd)

Acquired iTRACS



**Acquired TE  
Connectivity's  
BNS Business**



**Transformative Acquisition**  
变革性收购

CommScope is the market leader for network connectivity solutions



# Global Leader

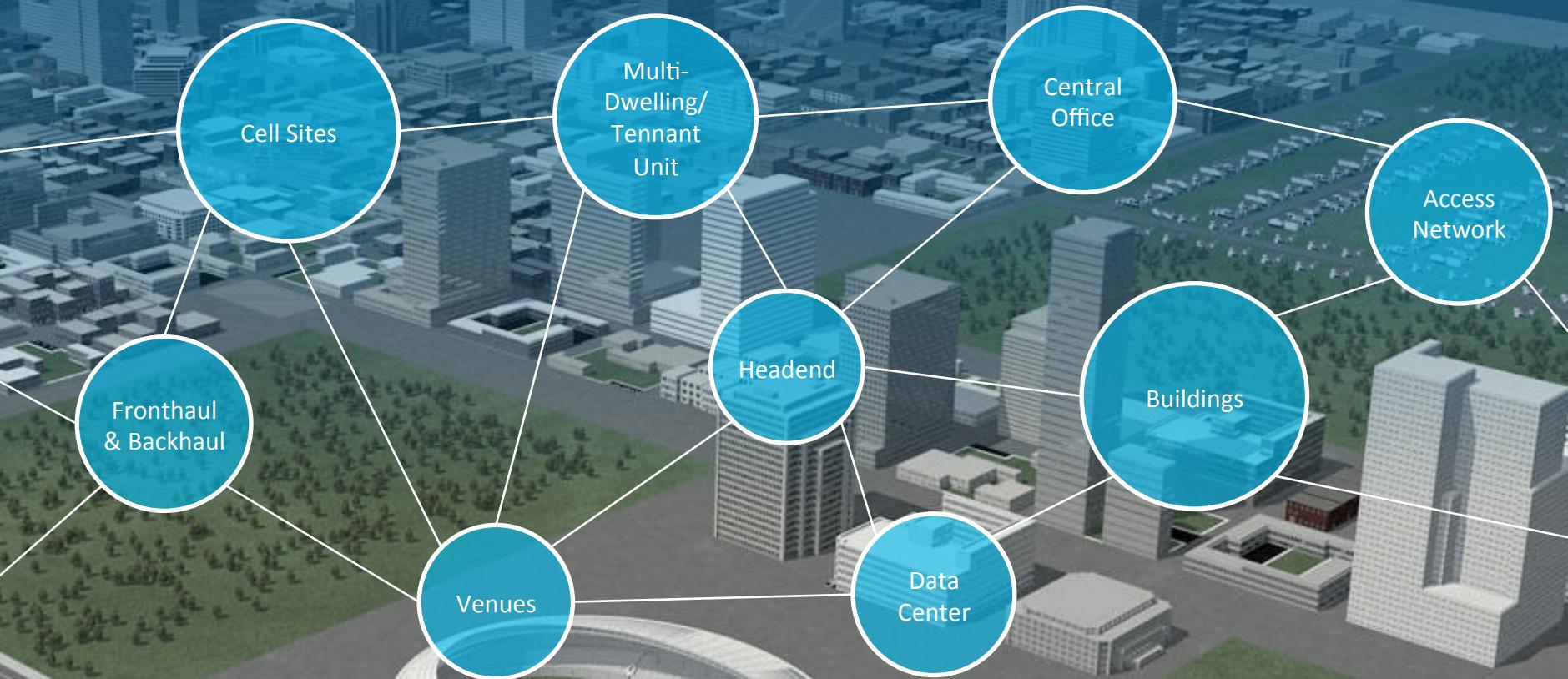
in infrastructure  
solutions for  
communications  
networks

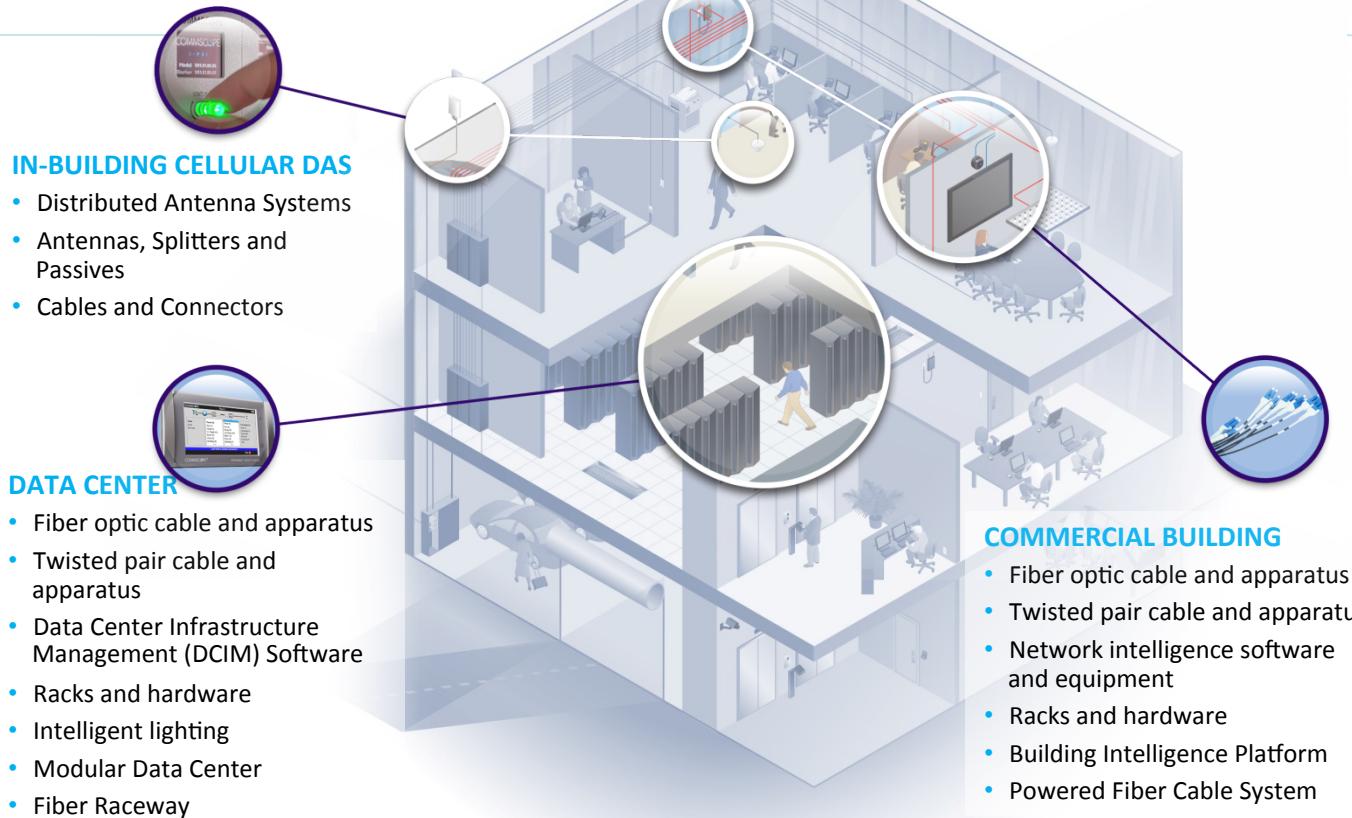
**25,000**  
EMPLOYEES

**\$5.3B** | **9800**  
SALES | PATENTS

**>30** MANUFACTURIN  
G FACILITIES

# We Are Where Your Networks Are





**SYSTIMAX®**  
**InstaPATCH®**  
**GigaSPEED®**  
**imVision®**  
**iTRACS®**  
**Data Center on Demand™**  
**AMP Netconnect®**  
**Quareo®**  
**Krone®**  
**FiberGuide®**

## Structured Cabling and Connectivity Solutions

A photograph of three men in professional attire looking out over a city skyline from a high vantage point. One man in a blue shirt is in the foreground, another in a red and white checkered shirt is behind him, and a third man in a grey sweater and sunglasses is on the right, gesturing with his hands.

# Our Mission

*Pervasively*  
Innovative

*Systematically*  
Agile

*Guided by*  
Integrity

A photograph of two men in a modern office environment. One man, wearing a light blue shirt, is gesturing with his hands while speaking. The other man, wearing a brown blazer over a white shirt, is listening attentively. They are seated at a desk with a laptop and some papers. The background shows large windows and a bright, airy office space.

Expect more  
from your network  
infrastructure  
partner

COMMSCOPE®

*How can we help you?*

---

YOUR NETWORK RUNS ON COMMSCOPE™

# EXPECT MORE



Connected and Efficient Building Solutions

**Matías Peluffo**

Solution Architect

Asia Pacific

Building Solutions Group

# Offices Going through Disruptive Phase

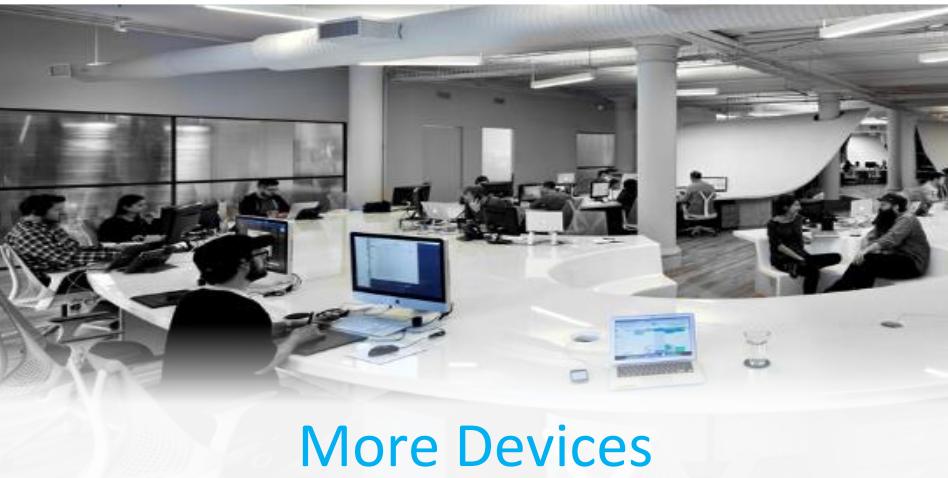
COMMSCOPE®



Mobility Everywhere



New Workspaces



More Devices



Internet of Things

## POWER

10%

Growth

POE devices per year through 2020<sup>1</sup>

## CONNECTIVITY

10%  
CAGR

CAT6A cable growth for 2016-2020



## WIRELESS

87%

Agree

Cellular coverage is imperative in all areas of their buildings

84%

Agree

Optimal in-building coverage improves employee productivity

## INTELLIGENCE

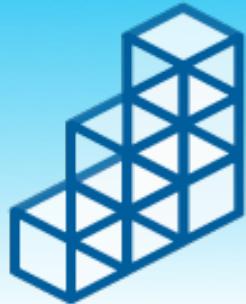
#1  
CAUSE OF  
DOWNTIME

Human Factors

# Infrastructure of the Future



**Simple**  
*to use*



**Scalable**  
*to grow*



**Flexible**  
*to change*



**Intelligent**  
*to manage*

A ubiquitous wired and wireless infrastructure

EFFICIENT



Automated  
Infrastructure Management



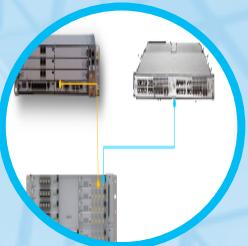
Universal  
Connectivity Grid

AND

# A FOUNDATION YOU CAN BUILD ON

no matter how fast your needs change and grow

CONNECTED



In-Building  
Wireless



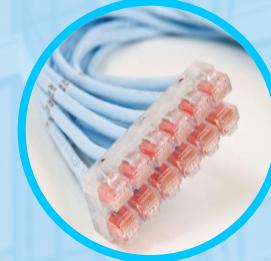
High Performance  
Copper Infrastructure



High Performance  
Fiber Infrastructure



Power  
Delivery



# COMPLETE COPPER INFRASTRUCTURE PORTFOLIO

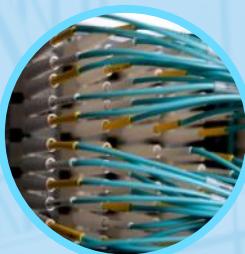
Addressing Simplicity, Efficiency, Speed, Flexibility





# COMPLETE FIBER INFRASTRUCTURE PORTFOLIO

Addressing Simplicity, Efficiency, Speed, Flexibility



# Our Global Connectivity Solutions

COMMSCOPE®

COMMSCOPE®

## SYSTIMAX

- Premium performance solutions
- Market leading unshielded solutions and robust shielded solutions
- Breakthrough fiber solutions
- Performance beyond standards
- High Density
- imVision® intelligence
- SYSTIMAX 20 Year Product Warranty and Applications Assurance

## AMP NETCONNECT

- High performance solutions
- Market leading shielded solutions and robust unshielded solutions
- Best in class optical connectivity
- Standards Compliance
- Ease of installation
- Quareo® intelligence
- AMP NETCONNECT 25 Year Warranty

Unmatched portfolio of end-to-end copper and fiber solutions

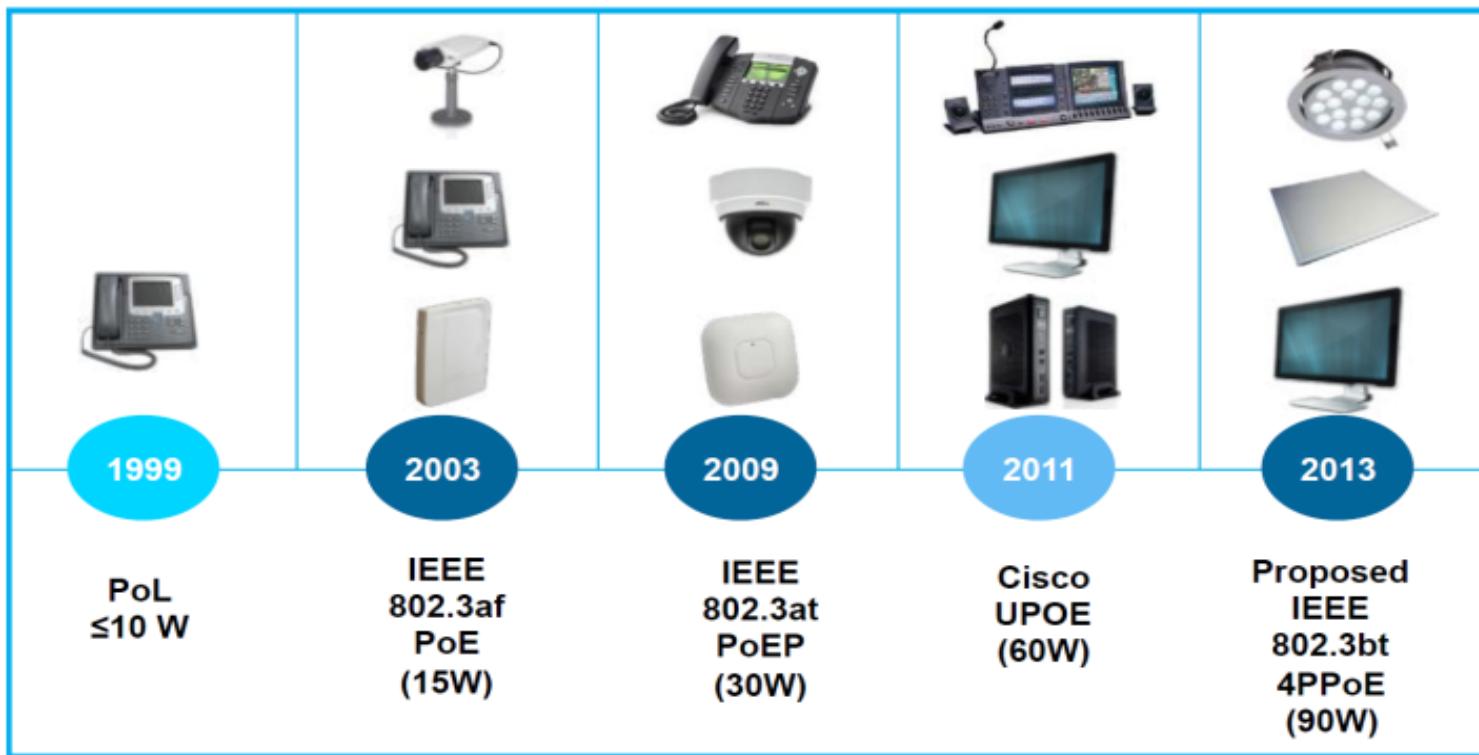
# Low Voltage Over Twisted Pair Revolution

COMMSCOPE®



# Remote Power Technology Evolution

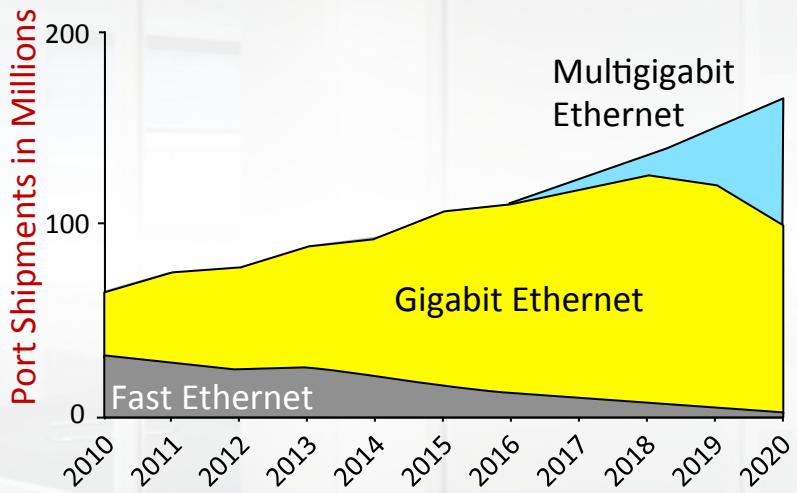
COMMSCOPE®



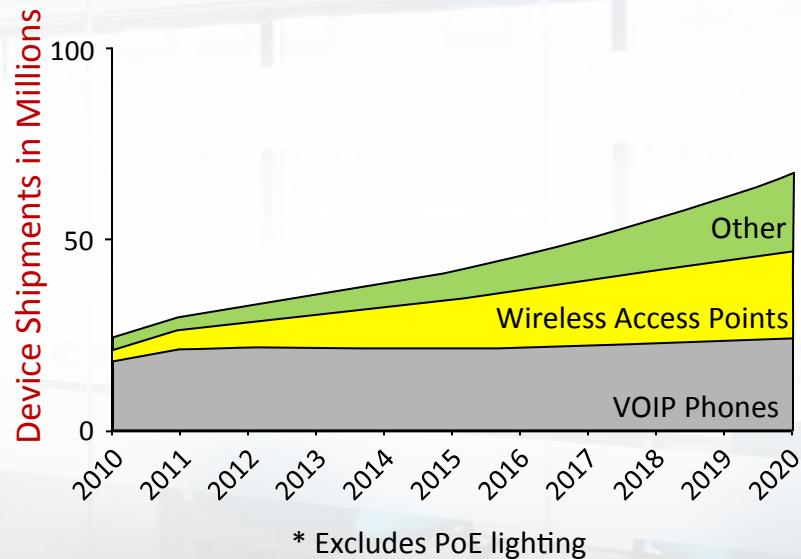
# PoE market penetration

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## L2+L3 PoE Port Shipments

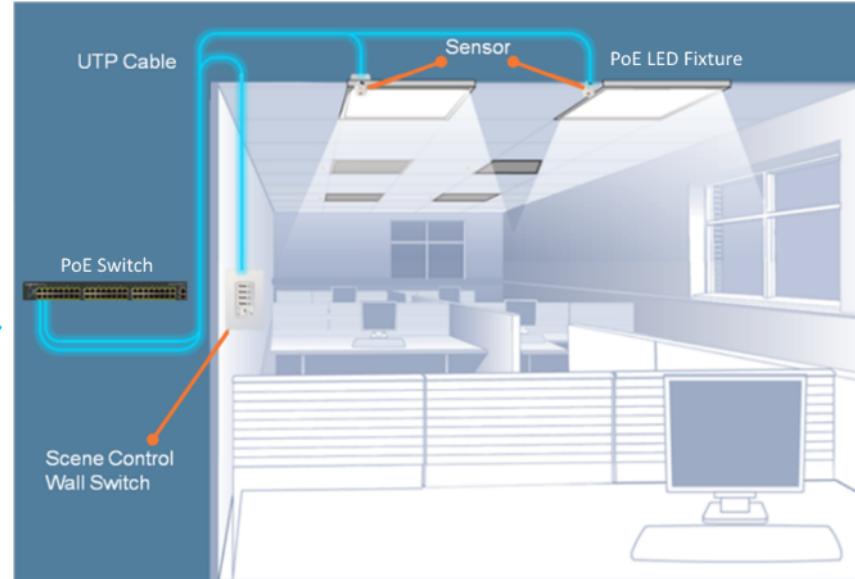
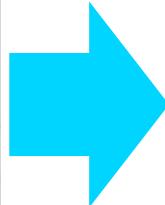
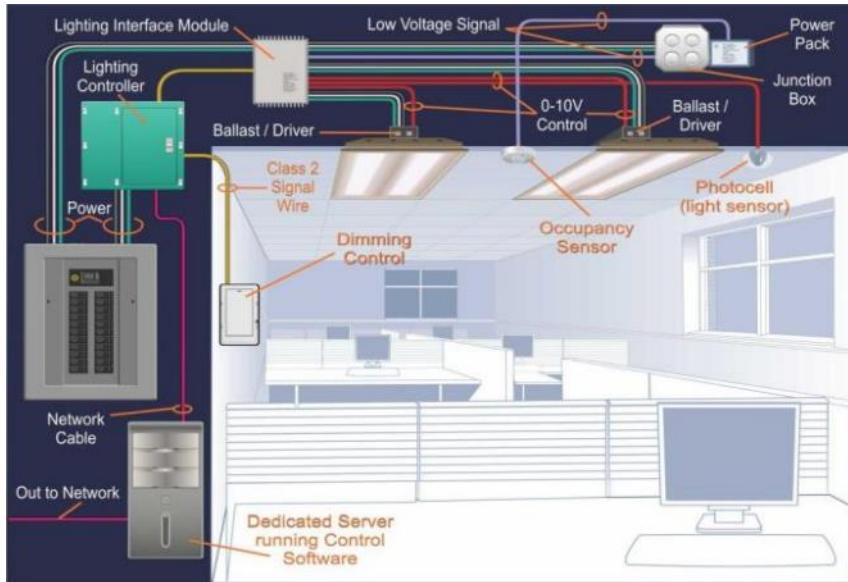


## PoE Enabled Device Shipments\*



# Lighting and sensors over twisted pair

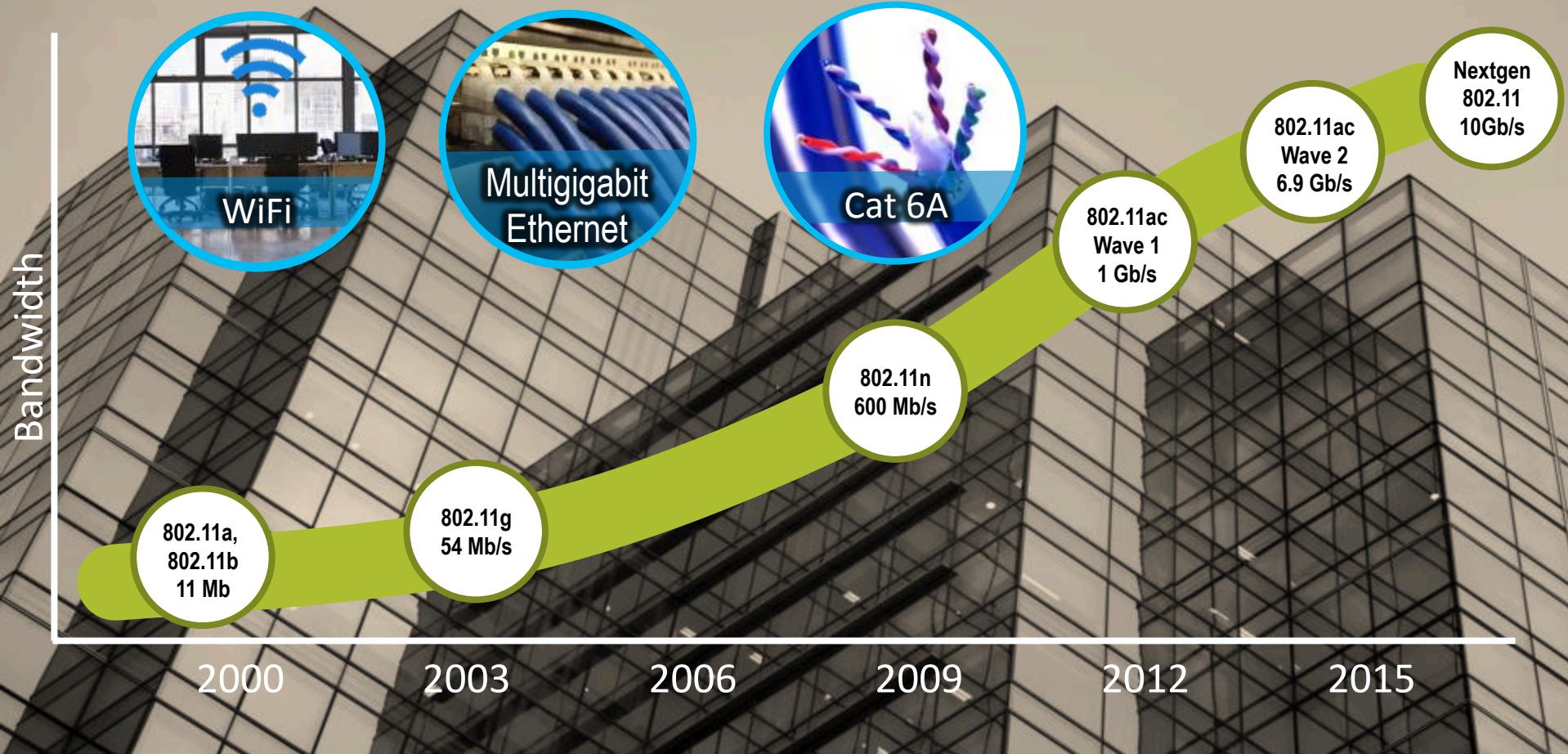
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Remote Powering over twisted pair is transforming lighting into  
a Building Intelligence Platform

# WiFi Evolution

COMMSCOPE®





## IEEE 802.3bz 2.5/5GBASE-T

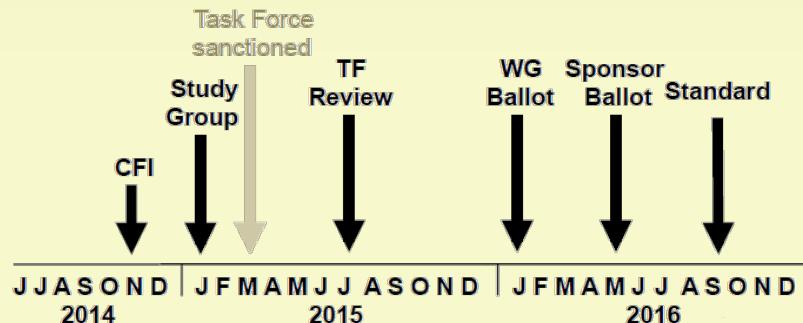
Next Generation Enterprise Access BASE-T (NGEABT)

Based on scaled down 10GBASE-T PHY technology

Targets 2.5G/5Gb/s over installed Cat 5e/Cat 6 cabling

Main driver is 802.11ac WAPs over installed base

Auto-negotiates 1G/2.5G/5G/10GBASE-T



# 2.5/5GBASE-T support

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Existing Category 5e/Category 6 Installations  
TIA TSB-5021 Risk Assessment Table (in development)

Bundled cabling length <= 50 m	Category 5e	Category 6
2.5GBASE-T	Green	Green
5GBASE-T	Green	Green
50 < Bundled cabling length <= 75 m	Category 5e	Category 6
2.5GBASE-T	Yellow	Green
5GBASE-T	Yellow	Yellow
75 < Bundled cabling length <= 100 m	Category 5e	Category 6
2.5GBASE-T	Yellow	Light Green
5GBASE-T	Red	Yellow
Risk of bundled cables configurations not supporting an ALSNR greater than or equal to 28 dB.		 High      Medium      Low

May require unbundling and/or mitigation

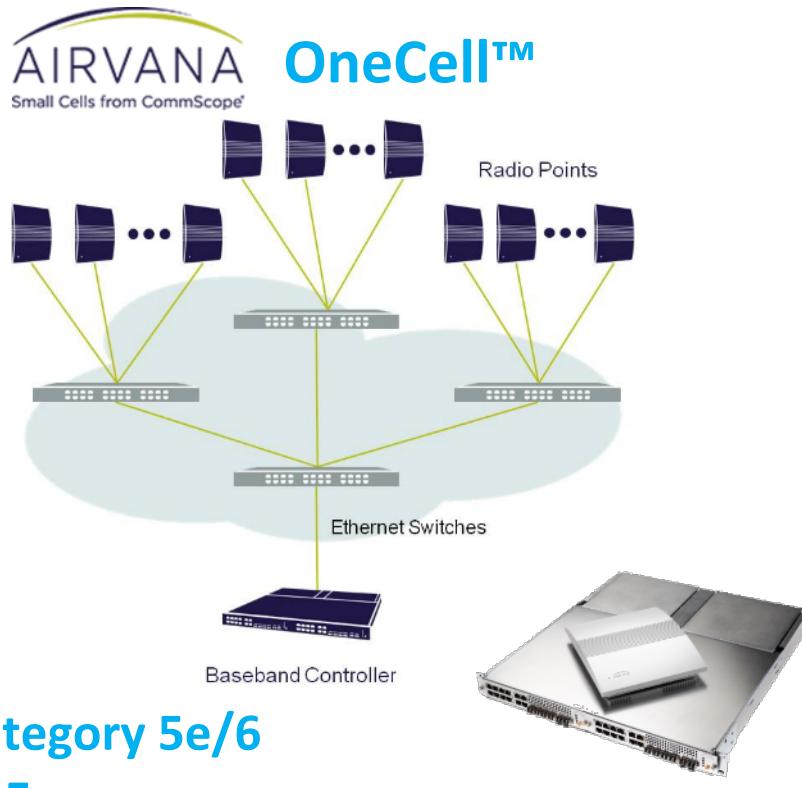
New Installations

Category 6A
Category 6A
Category 6A
Fully supported

# In-Building Wireless over twisted pair

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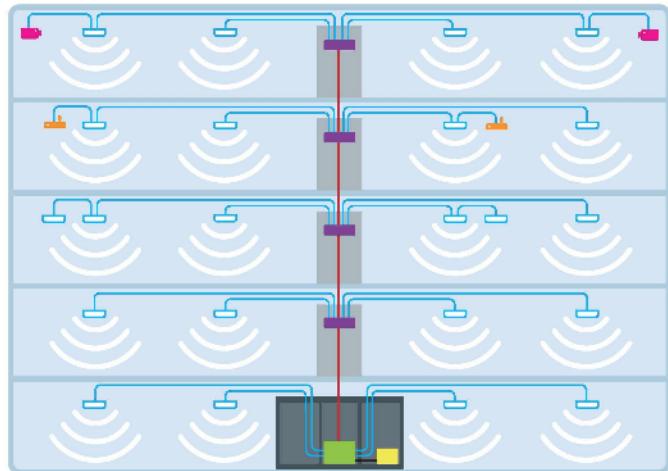
## Small Cell Systems



Category 5e/6  
PoE power

## Distributed Antenna Systems

**ION-E:** Unified Wireless Infrastructure



Category 6A  
Remote power (PoE based)

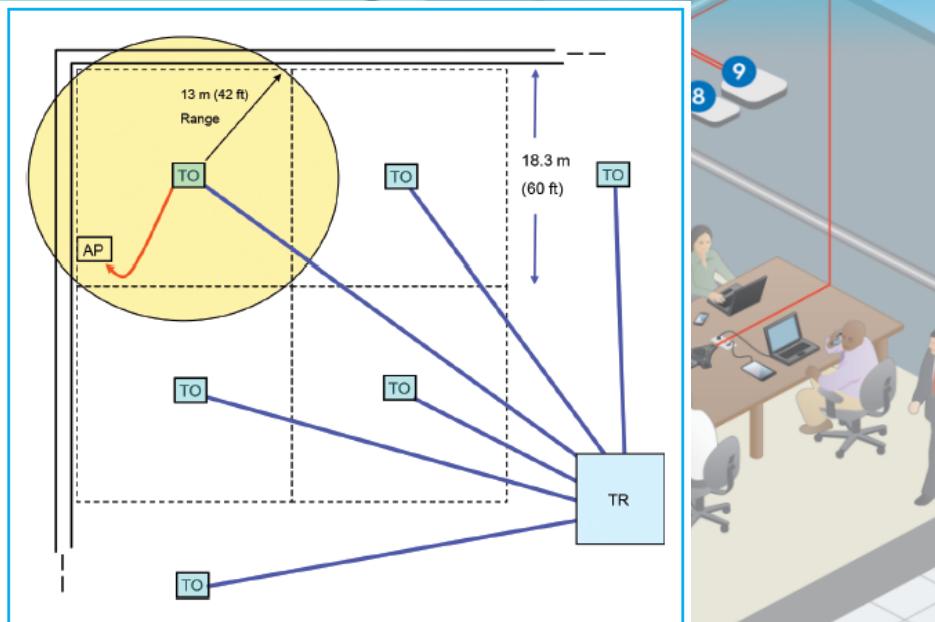
# Universal Connectivity Grid

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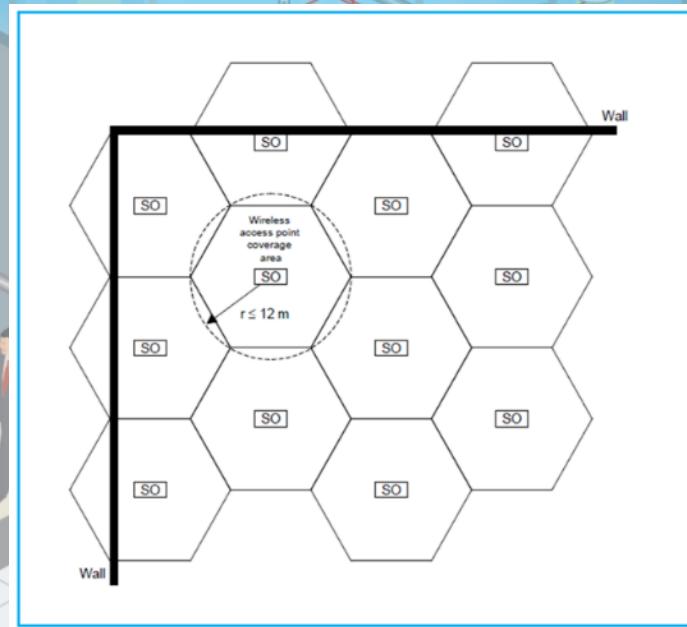


# Universal Connectivity Grid

## Cabling Standards for Wireless



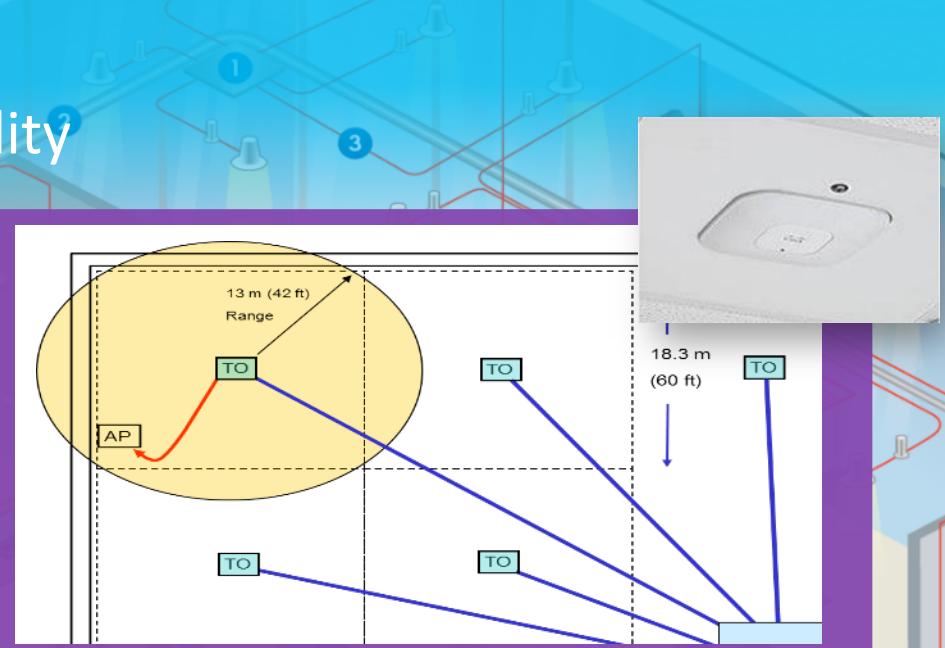
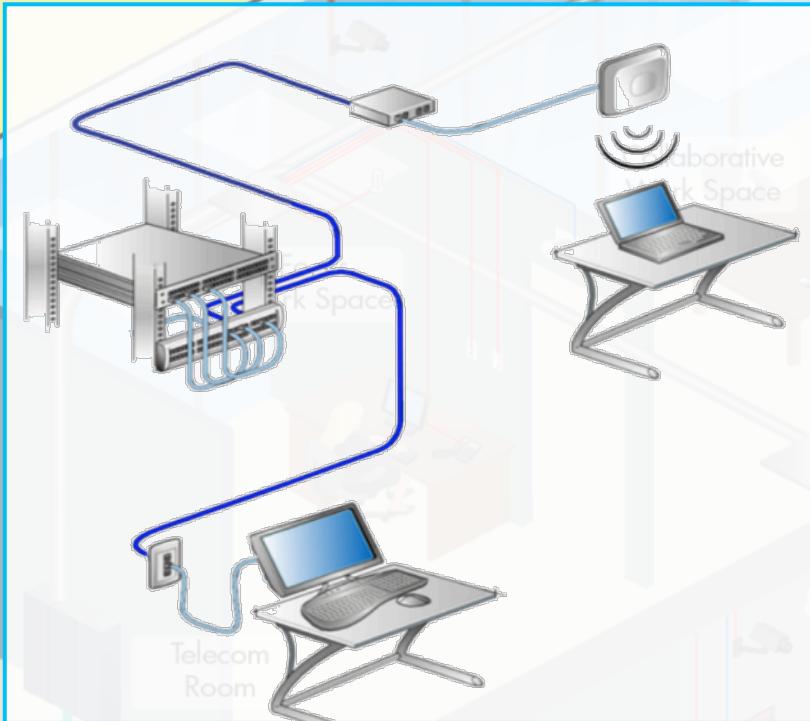
**TIA TSB-162-A**  
**18.3 m x 18.3m grid**  
**335 m<sup>2</sup> coverage area**  
**maximum 13 m cord**



**ISO/IEC TR 24704**  
**12 m radius hexagonal grid**  
**374 m<sup>2</sup> coverage area**  
**maximum 12 m cord**

# Universal Connectivity Grid

## Planning for Wireless – the Next Utility



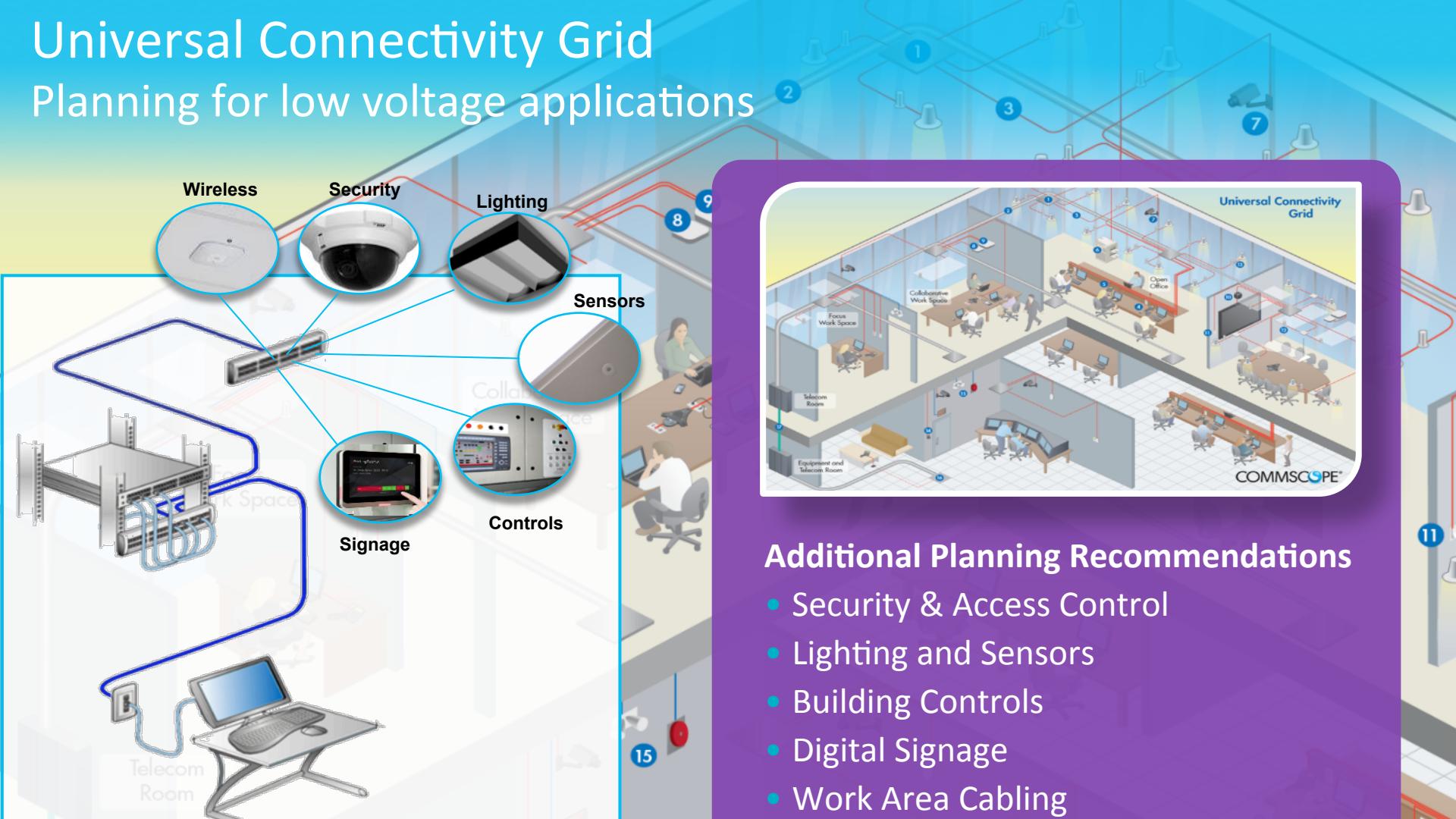
### Planning Recommendations

- 2 outlets per cell for WiFi
- 2 additional outlets for IBW + spare
- Maximum cell size per TIA/ISO\*
- Category 6A horizontal cabling
- OM3/OM4 riser backbone

\* Smaller size should be considered for high density areas

# Universal Connectivity Grid

## Planning for low voltage applications

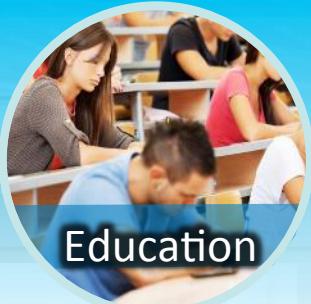


### Additional Planning Recommendations

- Security & Access Control
- Lighting and Sensors
- Building Controls
- Digital Signage
- Work Area Cabling

# Category 6A recommendations in Standards

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Education

TIA 4966



WiFi

TIA TSB-162



Healthcare

TIA 1179



PoE

TIA TSB-184-A



Buildings

IS

aft

Offices

IS

Draft ISO/IEC 11801-2 Offices  
upgrading horizontal specification

Data Centers

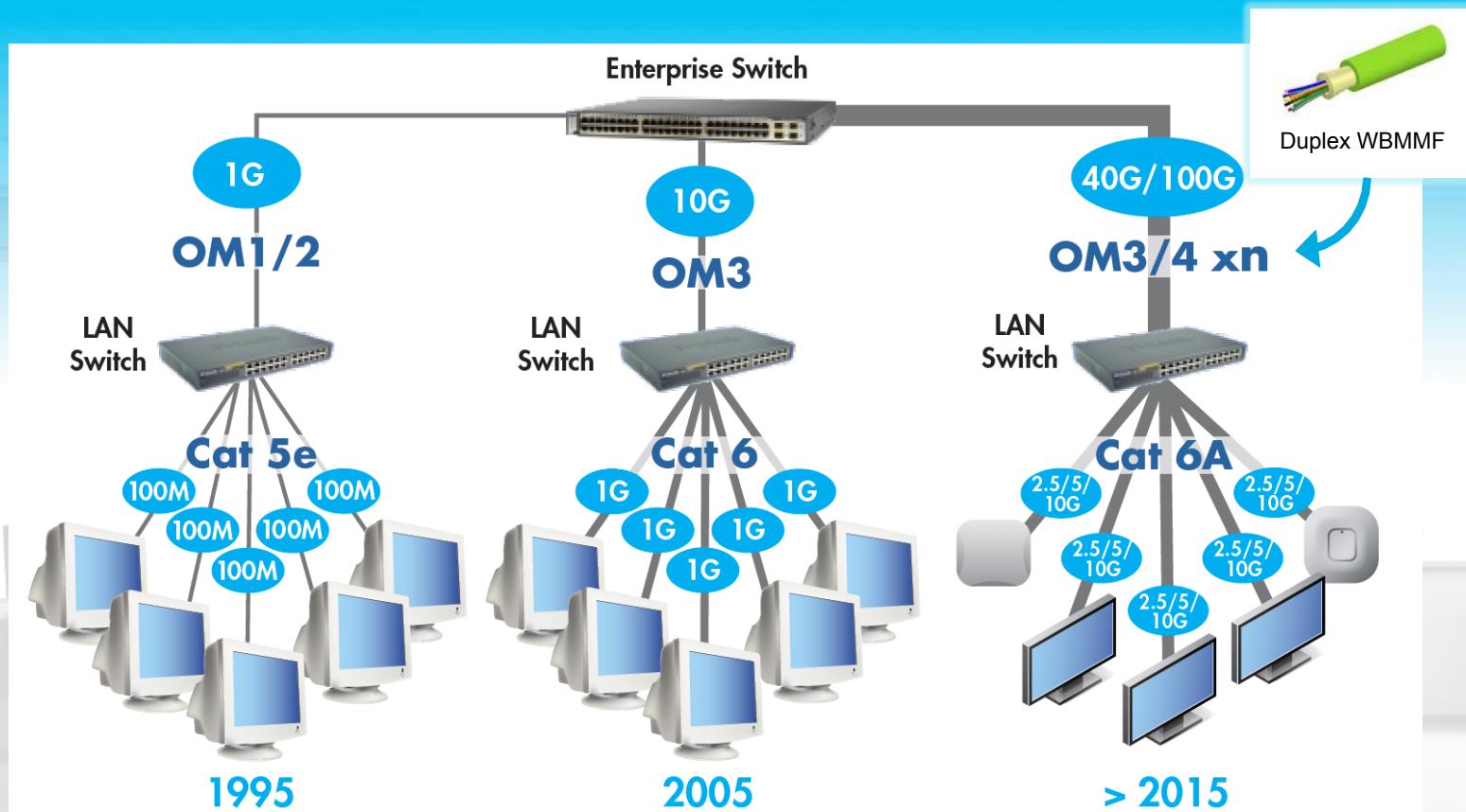
Class E minimum  
Class E<sub>A</sub> recommended

to support applications with > 1Gb/s data rate

TIA 842-A  
ISO/IEC 24767

# Building Backbone Evolution

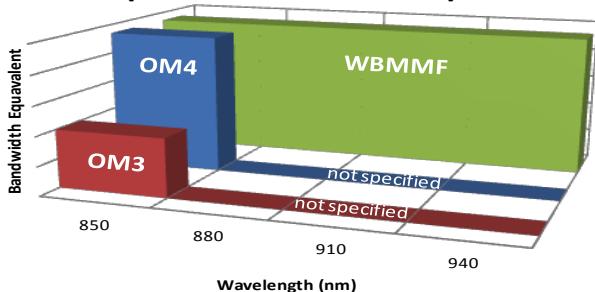
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# Wideband Multimode Fiber and Building Backbones

COMMSCOPE®

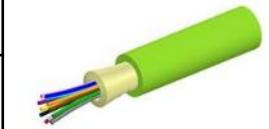
## Conceptual Bandwidth Comparison



Lane Rate \ Data Rate	10G Parallel TX RX	25G Parallel TX RX	10G, 25G SWDM TX RX
40G		N/A	
100G			

**Legend**

- parallel fiber transmission
- SWDM transmission



## WBMMF benefits in buildings

- 4 x the capacity of OM3/OM4
- Single-pair Ethernet for 40G and 100G
- Reduces parallel fiber count by a factor of 4

## WBMMF in international standard

- Included in DIS ISO/IEC 11801:
  - IEC standard in development
  - Naming to be confirmed (WBMMF, OM5, OM5W)

## LazrSPEED® WBMMF Products

- 24f InsPACT® pre-term modules
- InsPACT® Low Loss Trunks
- MPO Array Fanouts/Cords & LC Jumpers
- User and Plenum Distribution Cables

TIA 492-AAAE Standard Approved July 2016  
OM5 name chosen in ISO/IEC October 2016

# Building Backbone Trends 40 and 100 Gb/s over Multimode

COMMSCOPE®

- Multimode total system cost lower than single-mode
- Horizontal bandwidth >1 Gb/s prompting customer planning for 40/100G
- WBMMF fully backward compatible with OM4, with 4 x greater capacity

	Standard	# fibers	maximum distance
40G	<b>40GBASE-SR4</b>	(8)	OM3 100 m
100G	<b>100GBASE-SR4</b>	(8)	OM3 70 m OM4 100 m
	<b>100GBASE-SR10</b>	(20)	OM3 100 m OM4 150 m

# Building Backbone Trends 40 and 100 Gb/s over Singlemode

COMMSCOPE®

- Single-mode total system cost higher than multimode
- Single-mode deployed to support longer 10G/40G/100G distances

	Standard	# fibers	maximum distance
40G	<b>40GBASE-LR4</b>	(8)	10 Km
	<b>40GBASE-ER4</b>	(2)	40 Km
100G	<b>100GBASE-LR4</b>	(2)	10 Km
	<b>100GBASE-ER4</b>	(2)	40 Km

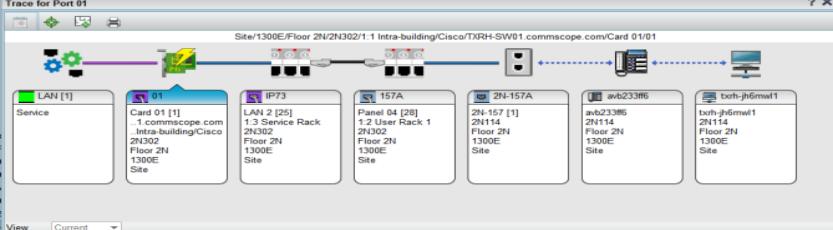
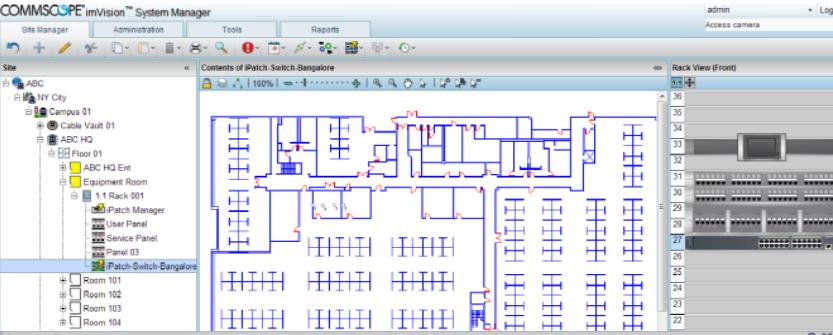
# Managing the Infrastructure Are you in control?

COMMSCOPE®



# Managing the infrastructure Automated Infrastructure Management (AIM)

COMMSCOPE®



- ISO/IEC 18598 AIM Standard
  - Panels with built-in sensors and LEDs guide technicians for improved accuracy and speed
  - Real-time automated information about connectivity changes
  - End to end visibility and location information for connected devices
  - API for integration with external applications and processes
- ISO/IEC 18598 AIM Standard PUBLISHED September 2016

# Our AIM Solutions

COMMSCOPE®

COMMSCOPE®

## SYSTIMAX imVision®

- Preferred by Enterprise customers
- Standard copper and fiber cords
- Touch screen rack controllers
- Standards compliant API



## AMP NETCONNECT Quareo®

- Preferred by Service Provider customers
- CPID copper and fiber cords
- Mobile device applications
- Standards compliant API



Market leading AIM solutions for buildings and data centers

# Automated Infrastructure Management



AIM in the building

# AIM Device Discovery and Location



New device plugged in

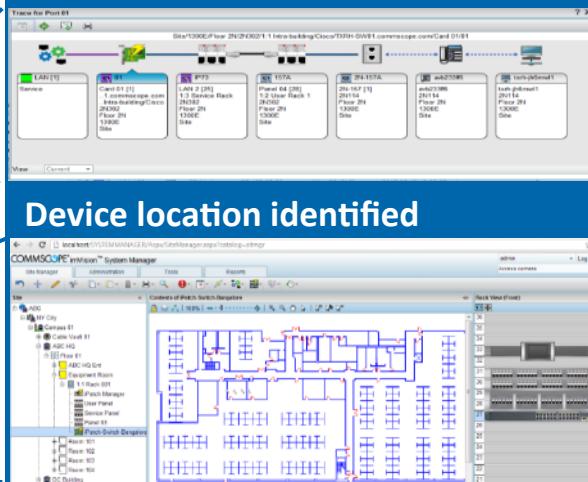
Link-up SNMP trap received

Connectivity trace discovered

Device location identified

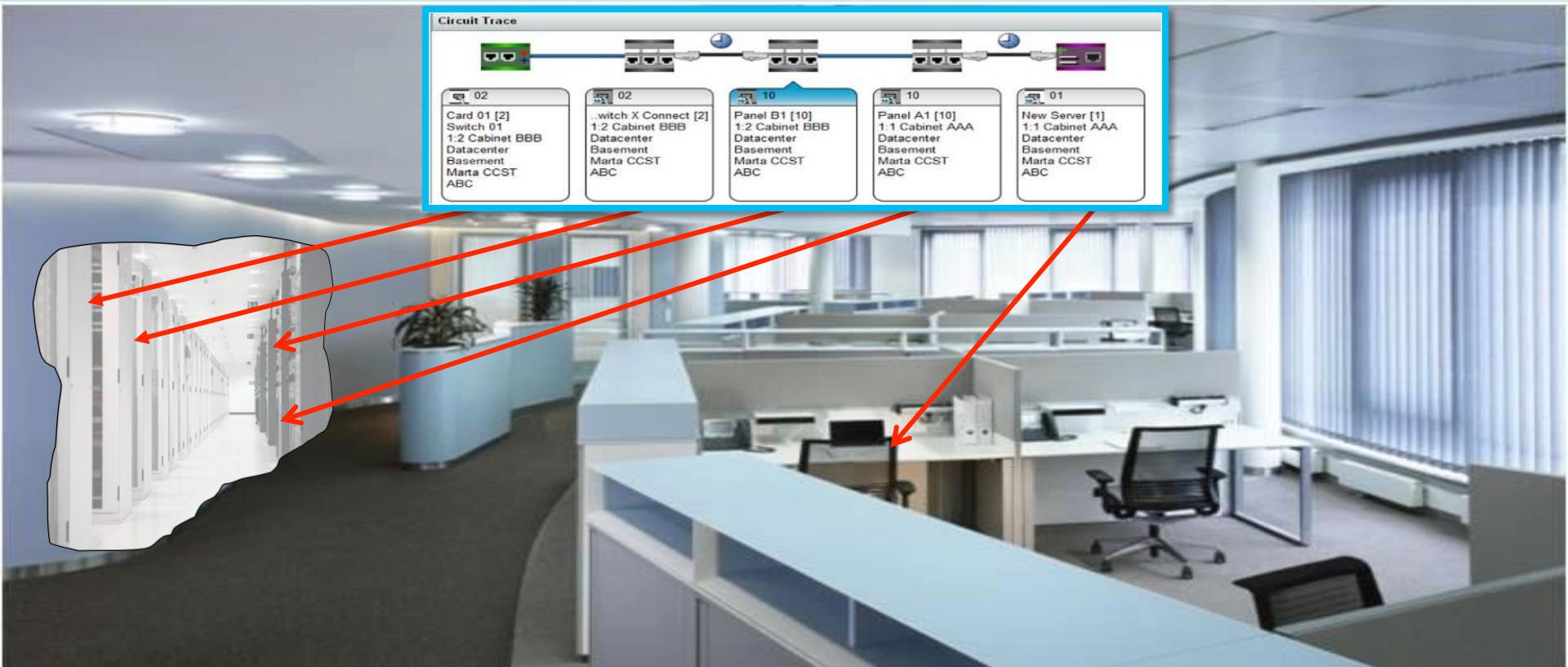
Device properties obtained

Device location and information can now be obtained in NMS, Browser, asset management applications



# AIM trace and location

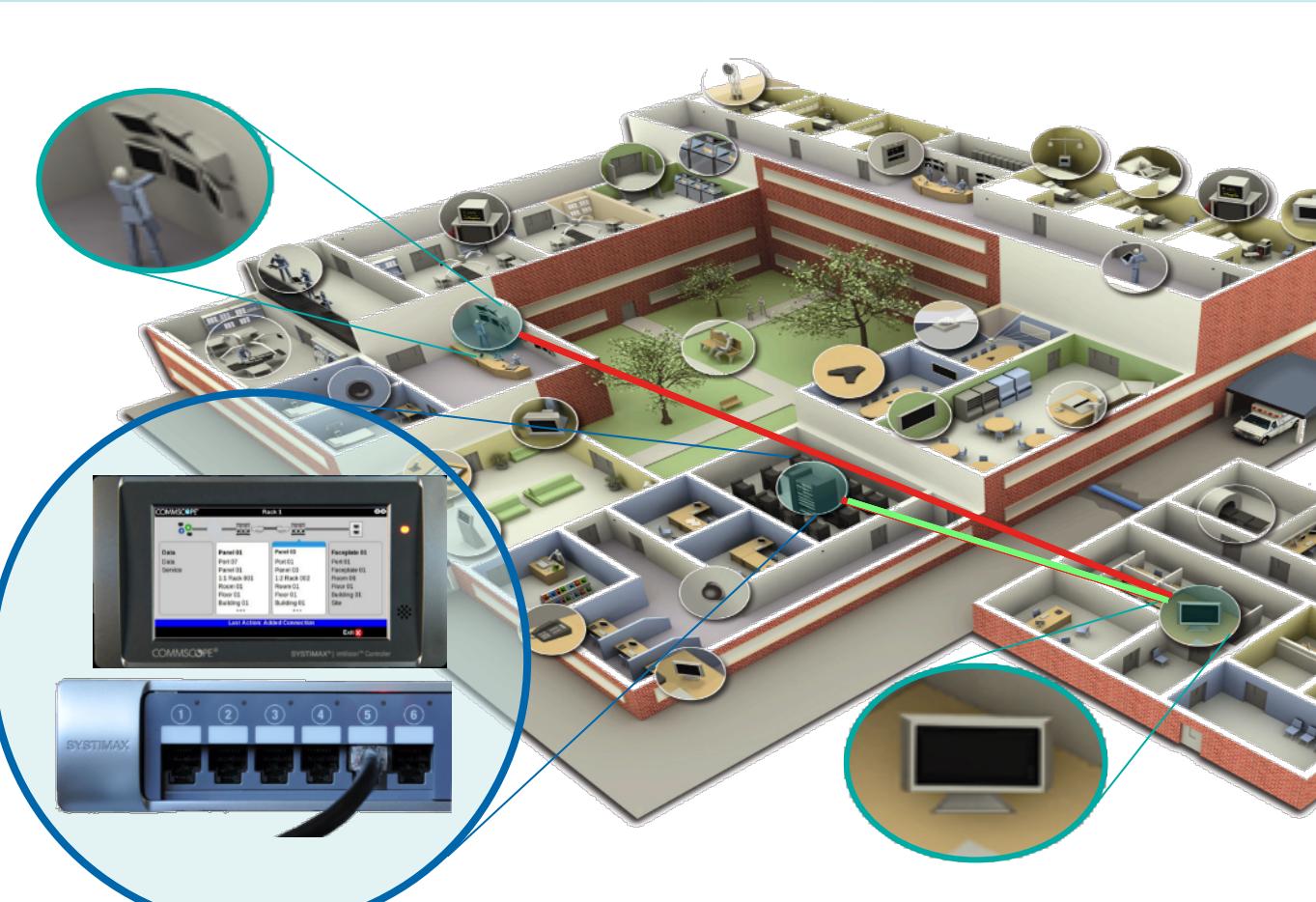
COMMSCOPE®



Fully Documented End-to-End Path and Device Location

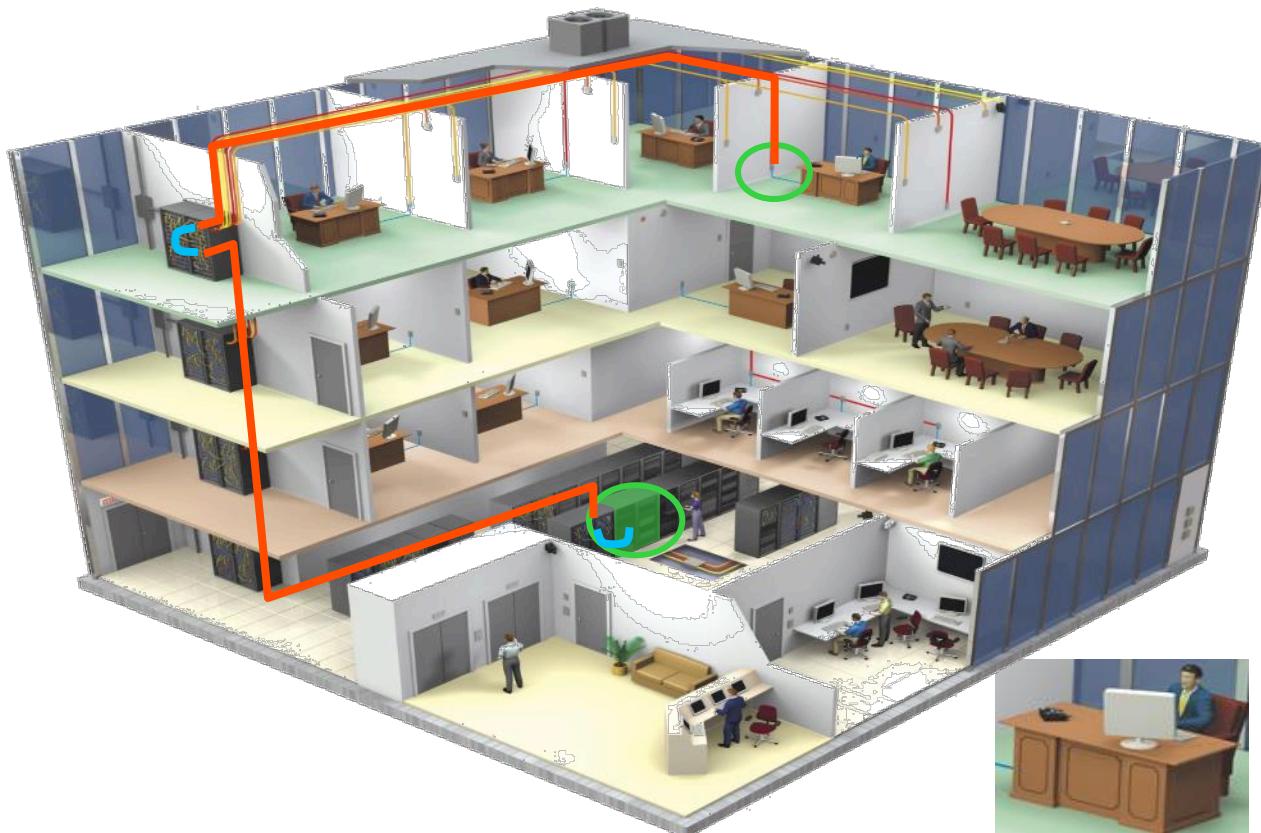
# AIM and Incident Management

COMMSCOPE®



- Cord disconnected in error
- Controller detects event
- Local visual/audible alerts
- Event sent to server
- Unscheduled event logged
- Alarms issued
- Recovery instructions issued
- Instructions sent to controller
- Visual and audible guidance
- Circuit reconnected
- Event detected by controller
- Database updated
- Audit trail completed

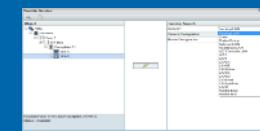
# AIM Intelligent Service Provisioning



Select location, outlet, or device



Select service to be provided  
e.g. LAN, Voice, etc.



Schedule service  
Available service port selected,  
connectivity path determined,  
electronic work orders issued



Automatic confirmation  
Correct service activation detected,  
service tickets closed

# AIM and Telephony Management

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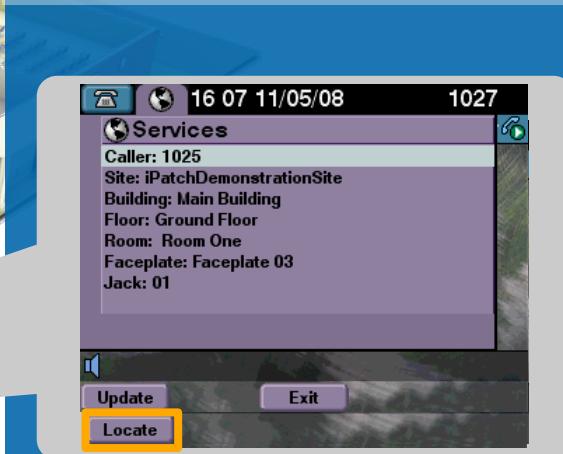


User rings security/helpdesk

Location retrieved from AIM

Operator answers the call and a locate button is displayed on the phone's screen

Real-time location information for caller's phone is displayed upon pressing Locate



# AIM and Outside Plant infrastructure

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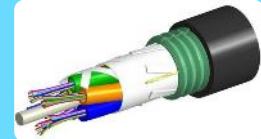
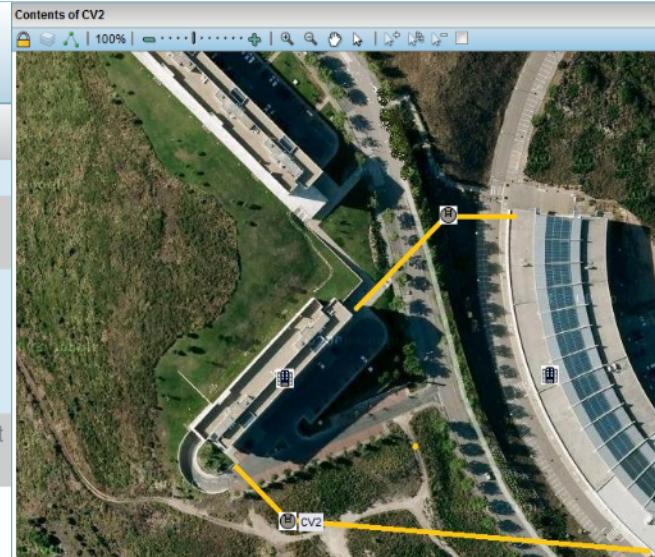
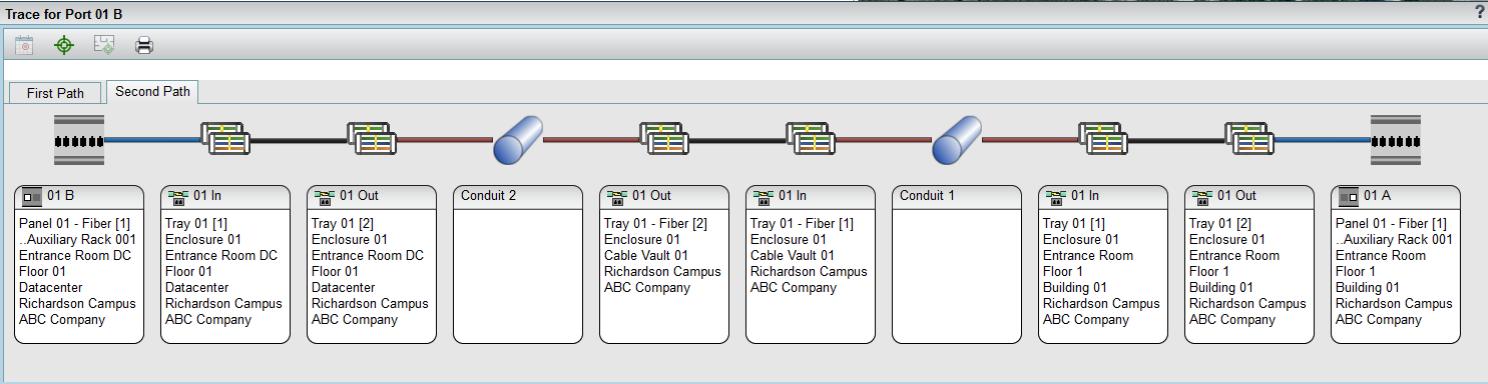
COMMSCOPE® imVision™ System Manager

Site Manager      Administration      Tools      Reports

ABC Company  
Richardson Campus  
Cable Vault 01  
Building 01  
Datacenter

Contents of Cable Vault 01

- Patching
- Define Equipment Patches
- Circuit Provisioning
- Cabling
- OSP Cabling
- Cable by Name
- Conduits
- Replace Network Equipment
- Upgrade to iPatch



Cables



Closures



Splices



Conduits



Vaults

# Outdoor networked device challenges

COMMSCOPE®

TRADITIONAL  
OUTDOOR  
POWER AND DATA  
SOLUTIONS



# CommScope's Powered Fiber Cable System



Cable Management



Hybrid Cable



PoE Extender

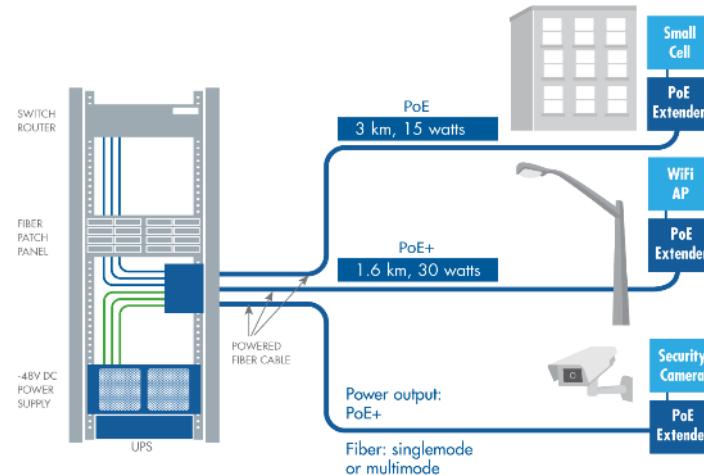
## Powered Fiber Cable System Benefits

**Distance** - 30x the distance of PoE

**Optimization** - Place devices exactly where needed to provide maximum coverage

**Efficiency** - Eliminate the need for local power source and utilize a centrally located UPS

**Protection** – 3 levels of electrical protection



# The Future is Now

## THE CONNECTED AND EFFICIENT BUILDING



POWER



WIRELESS



INTELLIGENCE



CONNECTIVITY

I N T E R D E P E N D E N C I E S

An Integrated Approach Provides Most Efficient Way to Scale, Manage, and Optimize

A photograph of two men in a modern office environment. One man, wearing a light blue shirt, is gesturing with his hands while speaking. The other man, wearing a brown blazer over a white shirt, is listening attentively. They are seated at a desk with a laptop, in front of large windows that let in natural light.

Expect more  
from your network  
infrastructure  
partner

COMMSCOPE®

*How can we help you?*

---

YOUR NETWORK RUNS ON COMMSCOPE™

# EXPECT MORE



## Physical Networks In Support Of Hyper Converged Infrastructure

**Jimmy Ng**

Data Center Solutions Architect -  
APAC



Datacenter Global Trends

Connected and Efficient Datacenter

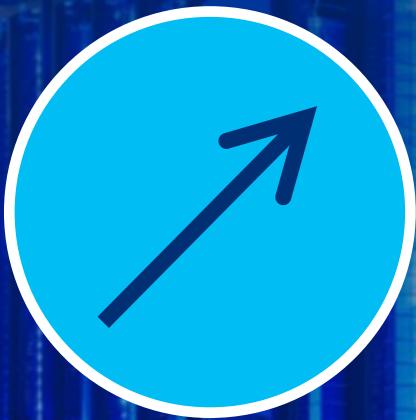
High Speed Migration –Use Cases

Next Generation – Multimode Fiber

Infrastructure Management

Cloud Performance

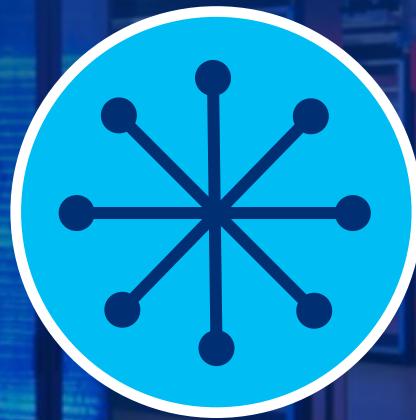
# Data Centers undergoing change



Bandwidth  
Explosion



Cloud  
Computing



Internet  
of Things

# Global Bandwidth Trends (2014-2019)



10x

Mobile Data



4x

IP Video



3x

Cloud Data



3x

Internet



2x

Broadband

Devices  
with Sensors



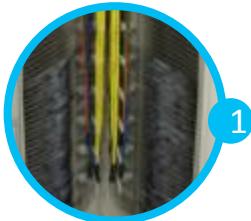
Network  
Connection



# IoT and the Data Center



# The Connected and Efficient Data Center



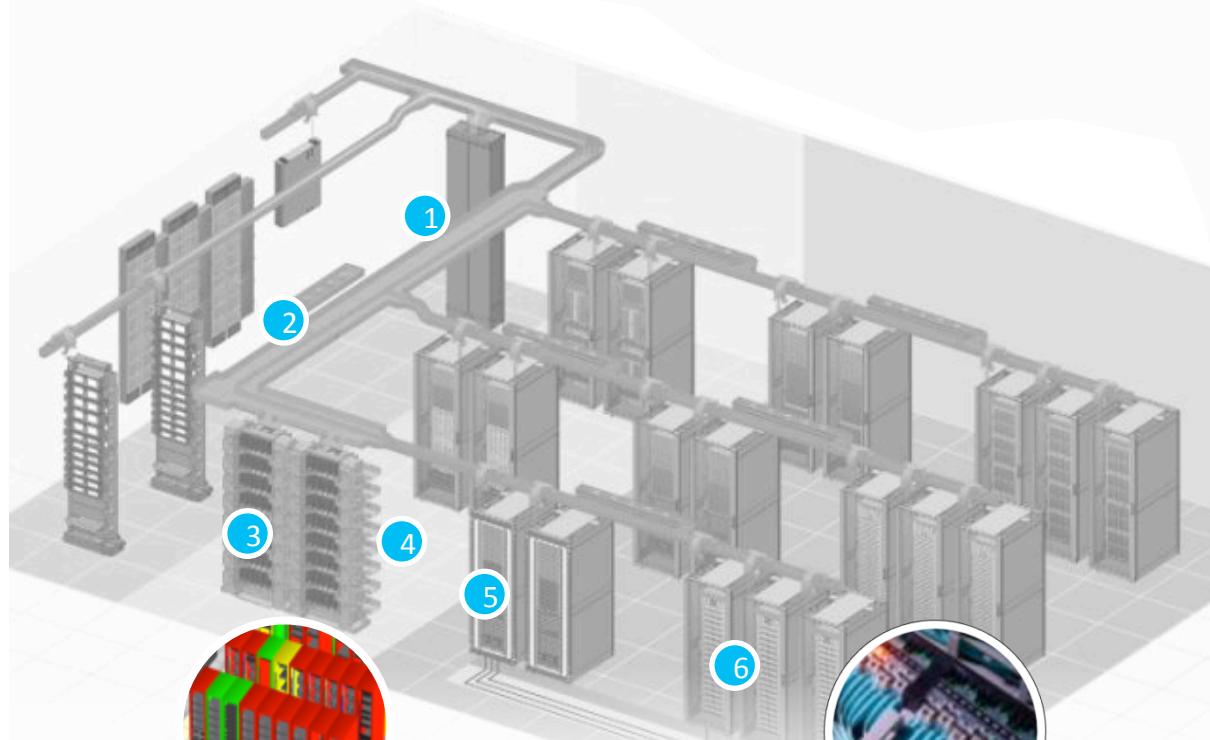
Fiber Entrance



FiberGuide



High Density ODF



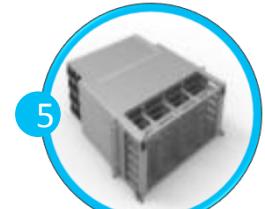
DCIM

Management

AIM



Fiber Trunks



Fiber Panels



Copper Cabling

# Data Center Fiber Portfolio

COMMSCOPE®

## Fiber Distribution Panels



UHD  
Instapatch 360



HD



EHD



Rapid Fiber Panel

## Fiber Distribution Frames

### NG4access



### FACT



## Fiber Assemblies



Rugged Fanouts

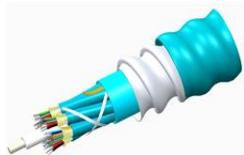


Trunk Cables

## FiberGuide

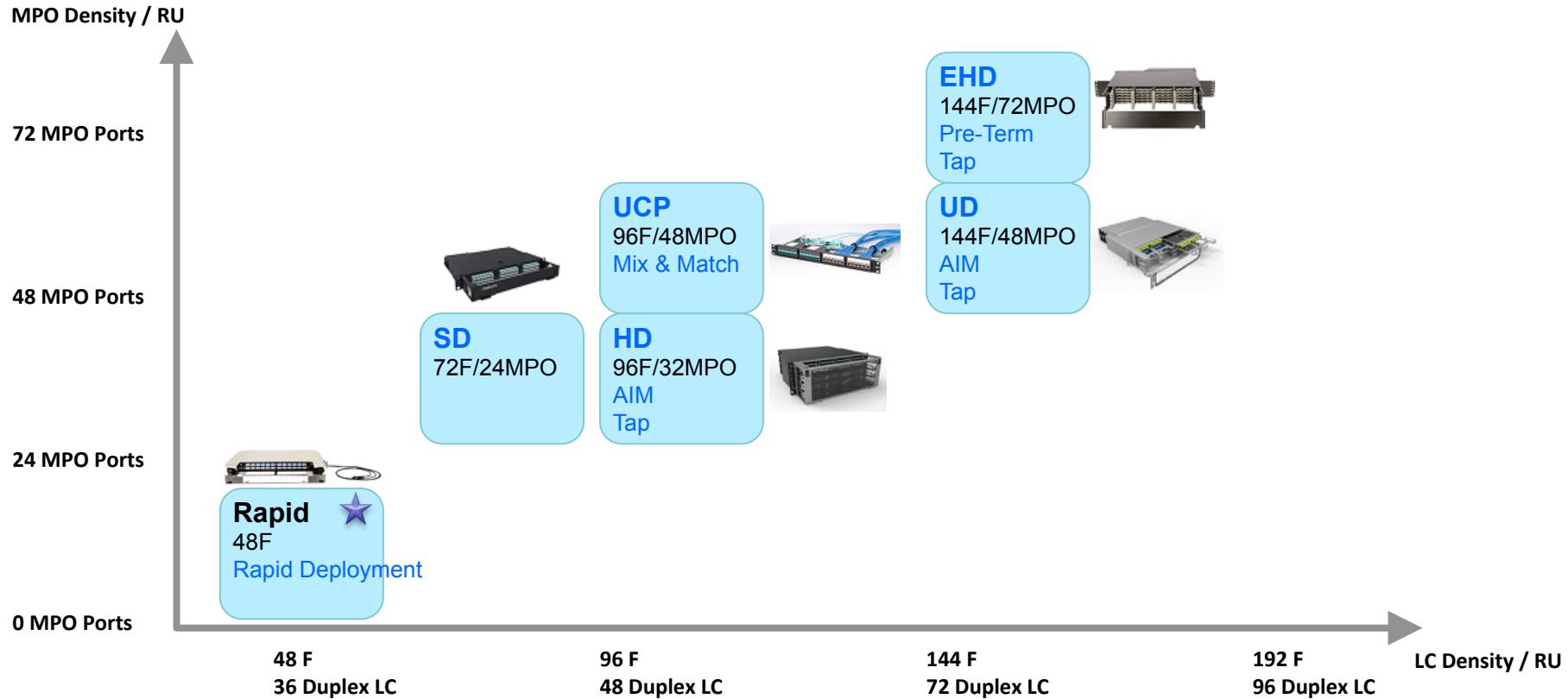


## Fiber Cable



# Fiber Distribution Panels

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# Fiber Distribution Frame - NG4 Access

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1

FRAME



2

PANELS / CHASSIS /  
SHELVES / BLOCKS



3

ADAPTER PACKS



4

PRE CABLED  
SOLUTION



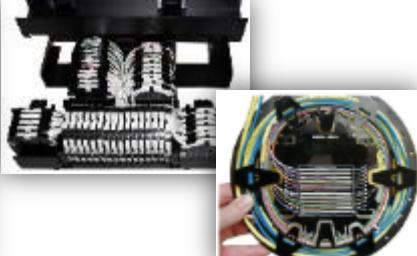
5

VAM  
Value Added Modules



6

ON FRAME SPLICING  
SOLUTION



# Key Capabilities

## THE CONNECTED AND EFFICIENT DATA CENTER



### High Speed Migration

Simple move to higher speeds



### Cloud Performance

Ideal infrastructure for cloud computing



### Infrastructure Management

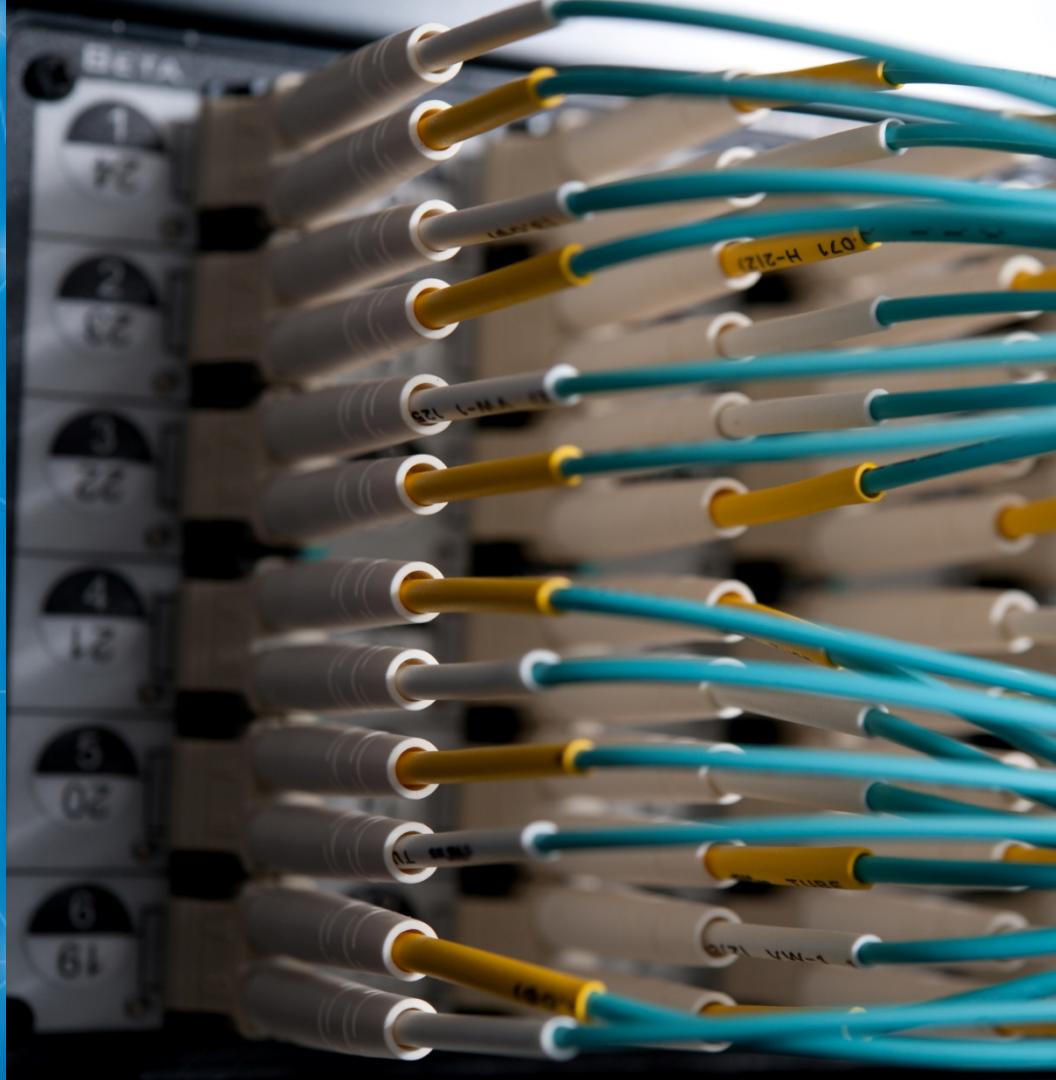
Managing the physical layer and connected assets

A Holistic Approach Provides Most Efficient Way to Scale, Manage, and Optimize



# High Speed Migration

- Fiber infrastructure to support move from 10G through 400G
- Factory Assembled and Pre-tested fiber solutions
- AIM intelligence for planning and documenting upgrade
- Wideband Multimode fiber extends serial applications



# Ethernet Roadmap

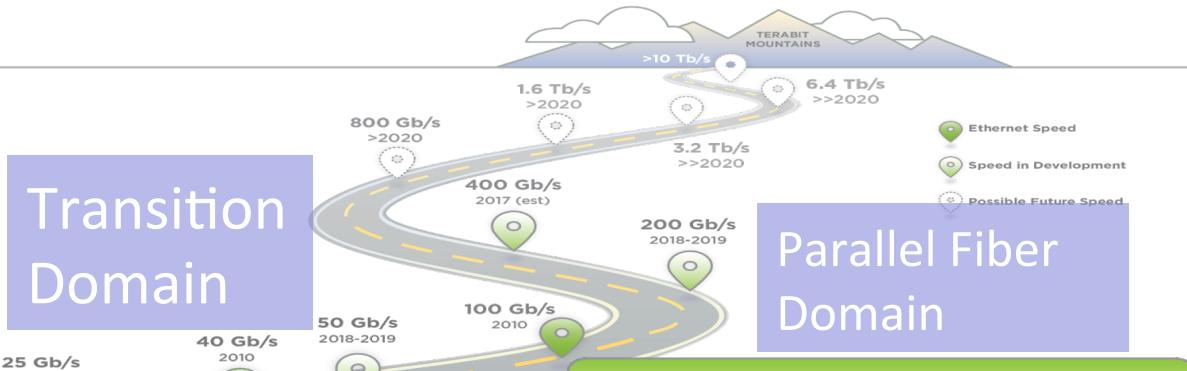
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- Traditional Speeds - 1G/10G/40G/100G
- Cloud /Web scale driving “25G/50G/200G” new speed development
- 400G Speed is in standardization by 2017
- Duplex Fiber offering higher speeds
- Future Speeds – 800G and 1.6Tb/s after 2020

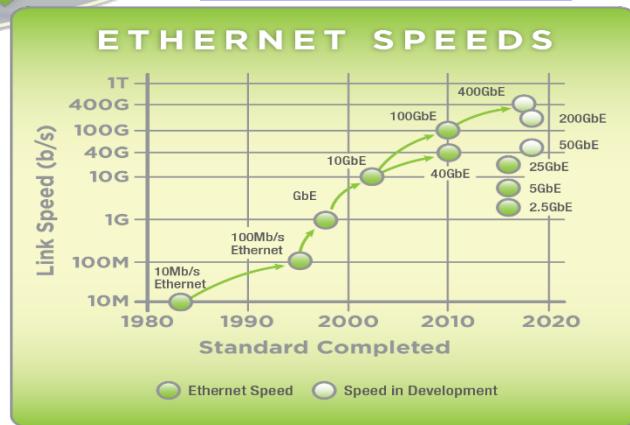
## Duplex Fiber Domain



## Transition Domain



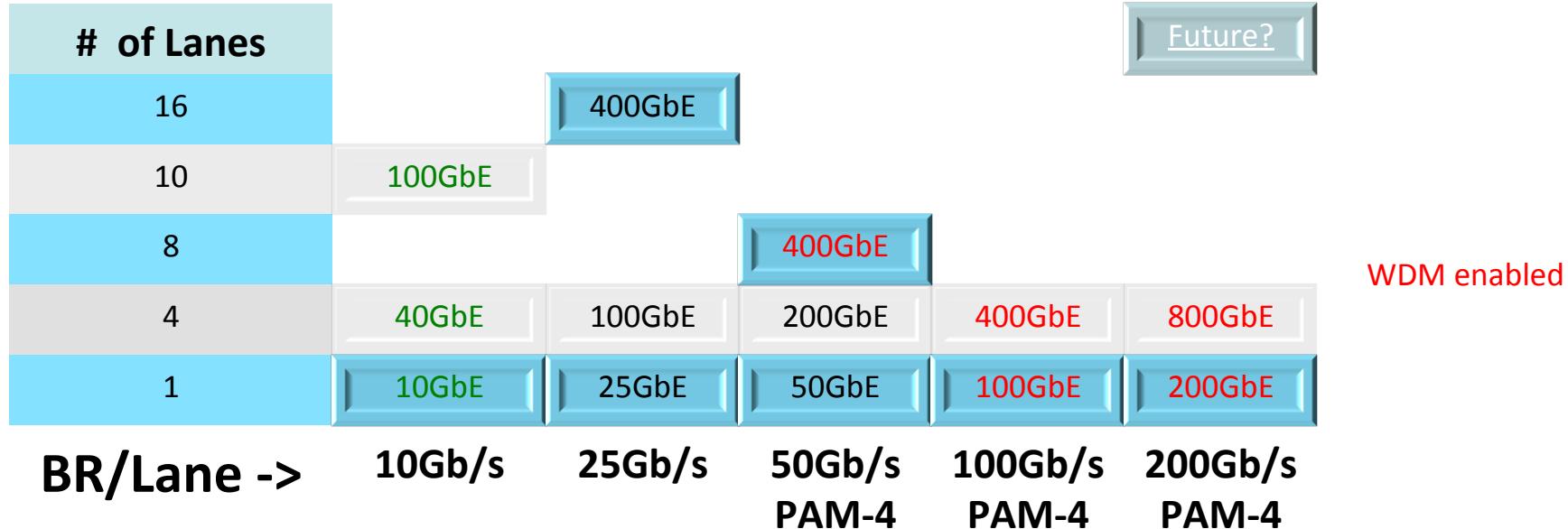
## Parallel Fiber Domain



ea | 10  
est. 2004  
ethernt alliance

# Data Center Ethernet Roadmap

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# Standards Based Ethernet Transceivers

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Transceiver



- **SFP/SFP+ – Small Form Factor Pluggable – 2f**
- **1x1G // 1x10G**
- **Duplex LC Patch Cord**

Media Interfaces



- **QSFP – Quad Small Form Factor Pluggable – 8f**
- **1x40G // (4)x10G**
- **12f MPO – MPO Array Cord / 8f MPO – LC Array Cord**

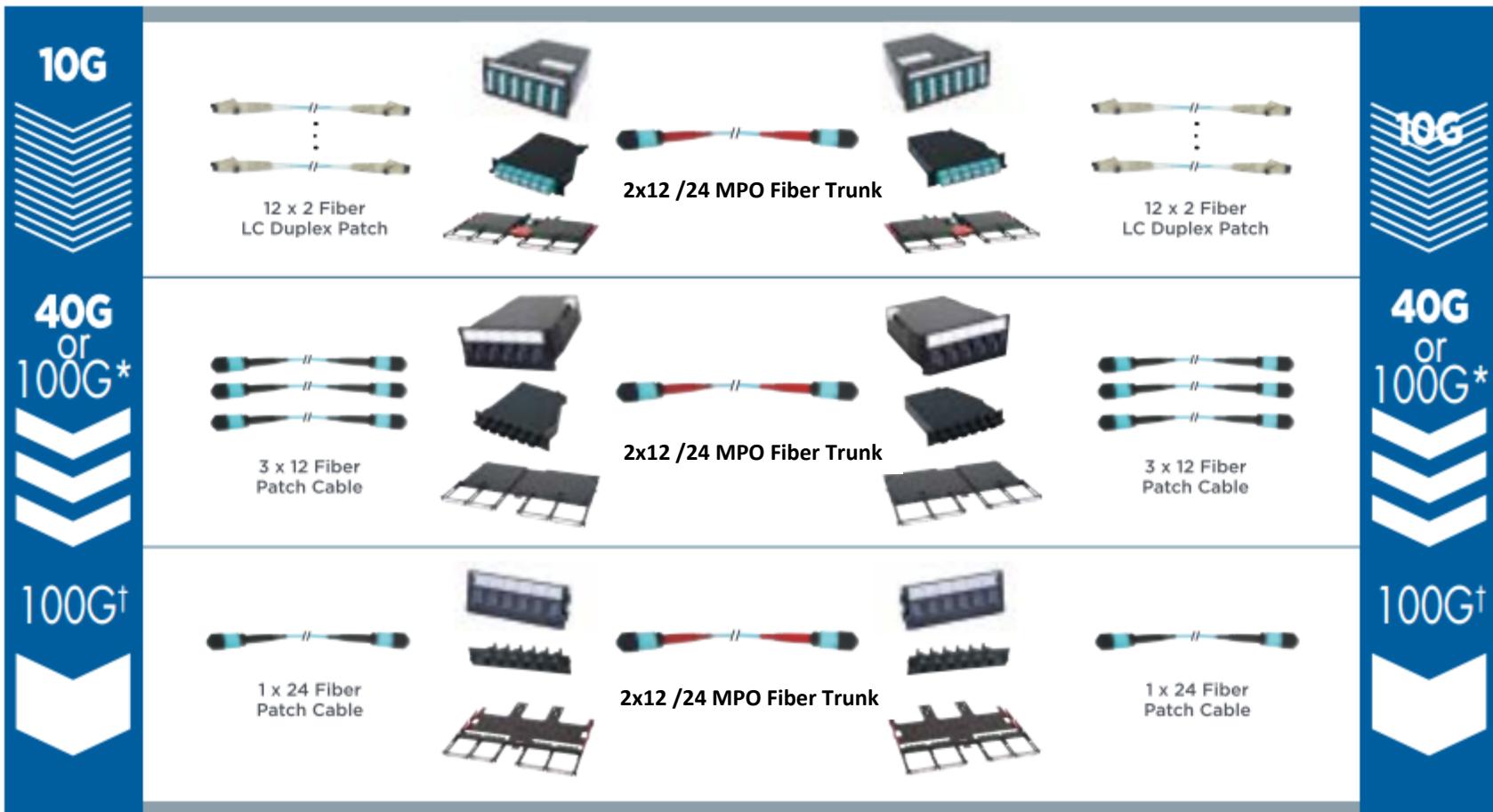


- **CXP – 24f**
- **1x100G // (3) 40G // (12)x10G – 24f**
- **24f MPO – MPO / 24f MPO – LC Array Cord**



# Migration 10G-40G-100G and beyond

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AK  
DCS-7504

INPUT  
PS 4

INPUT  
PS 3

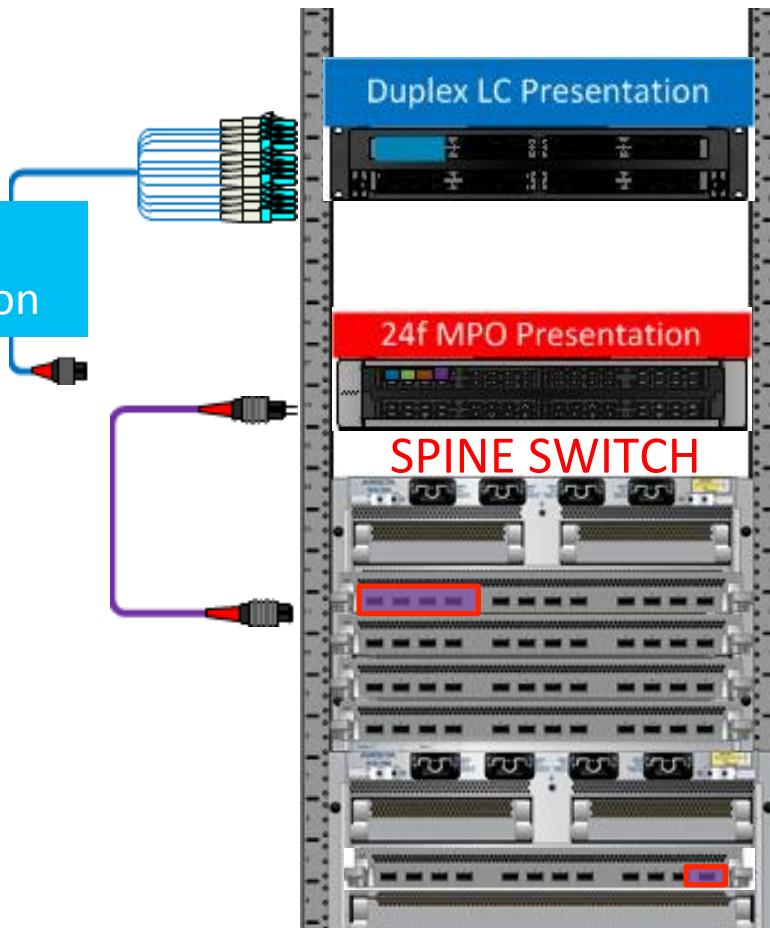
CAUTION  
Do not  
remove  
before  
power  
is off



# Equipment Examples

## Breaking Out 24 Fiber Transceiver For 10GbE Links

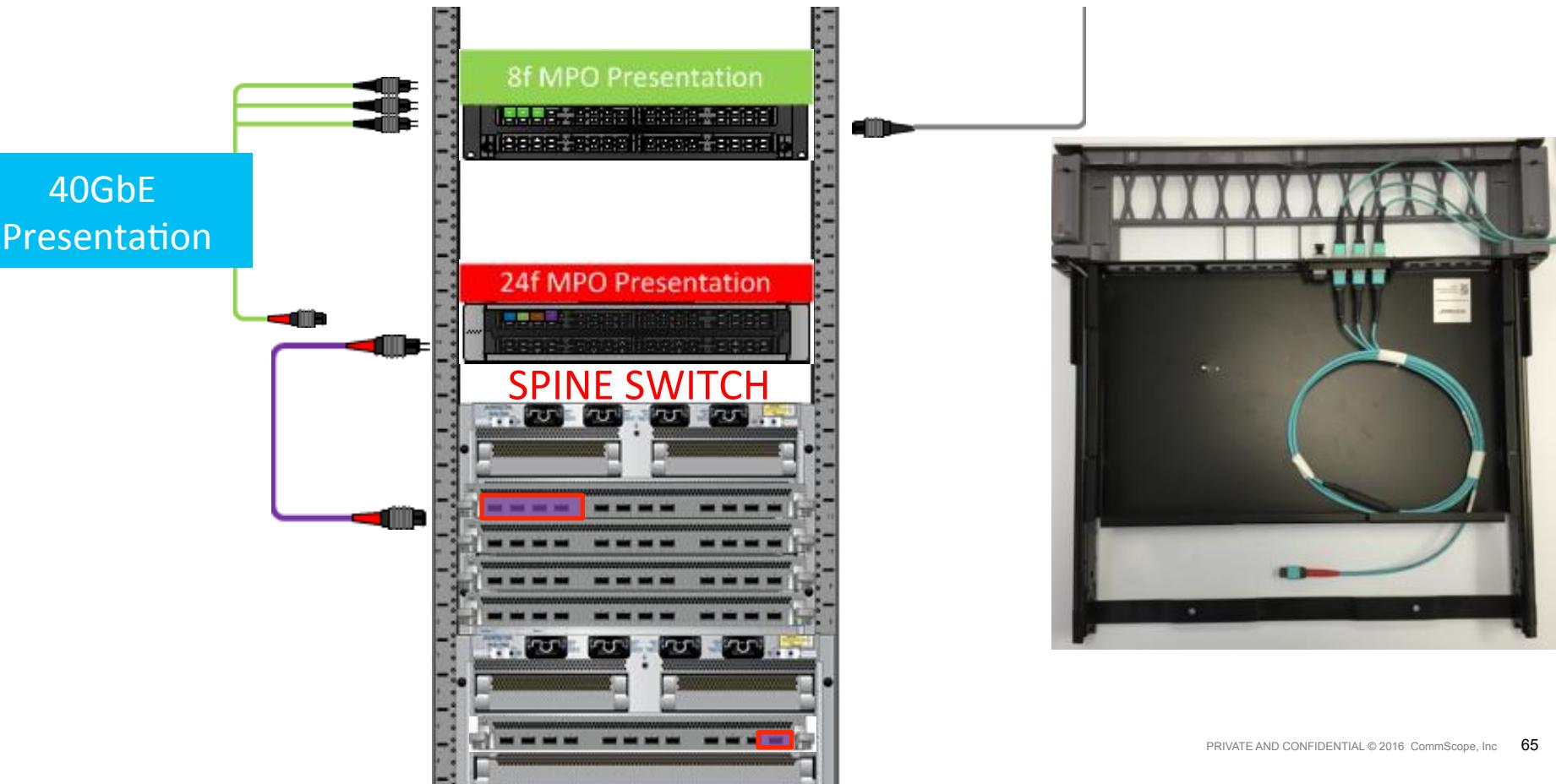
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# Complex Channels – Fabric examples

Breaking Out 24 Fiber Transceiver For 40GbE Links

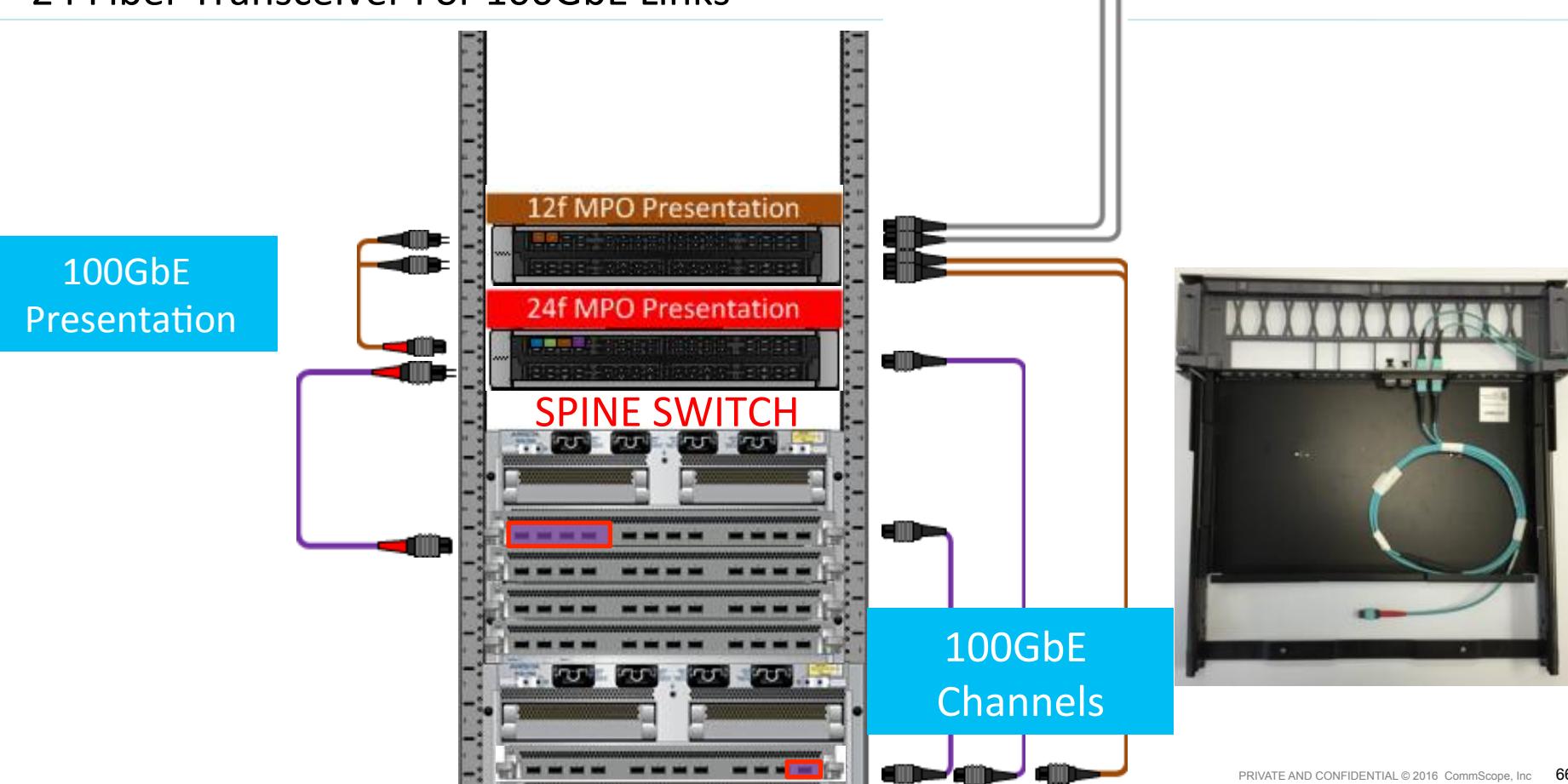
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# Complex Channels

24 Fiber Transceiver For 100GbE Links

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## LazrSPEED® WideBand Multimode Fiber

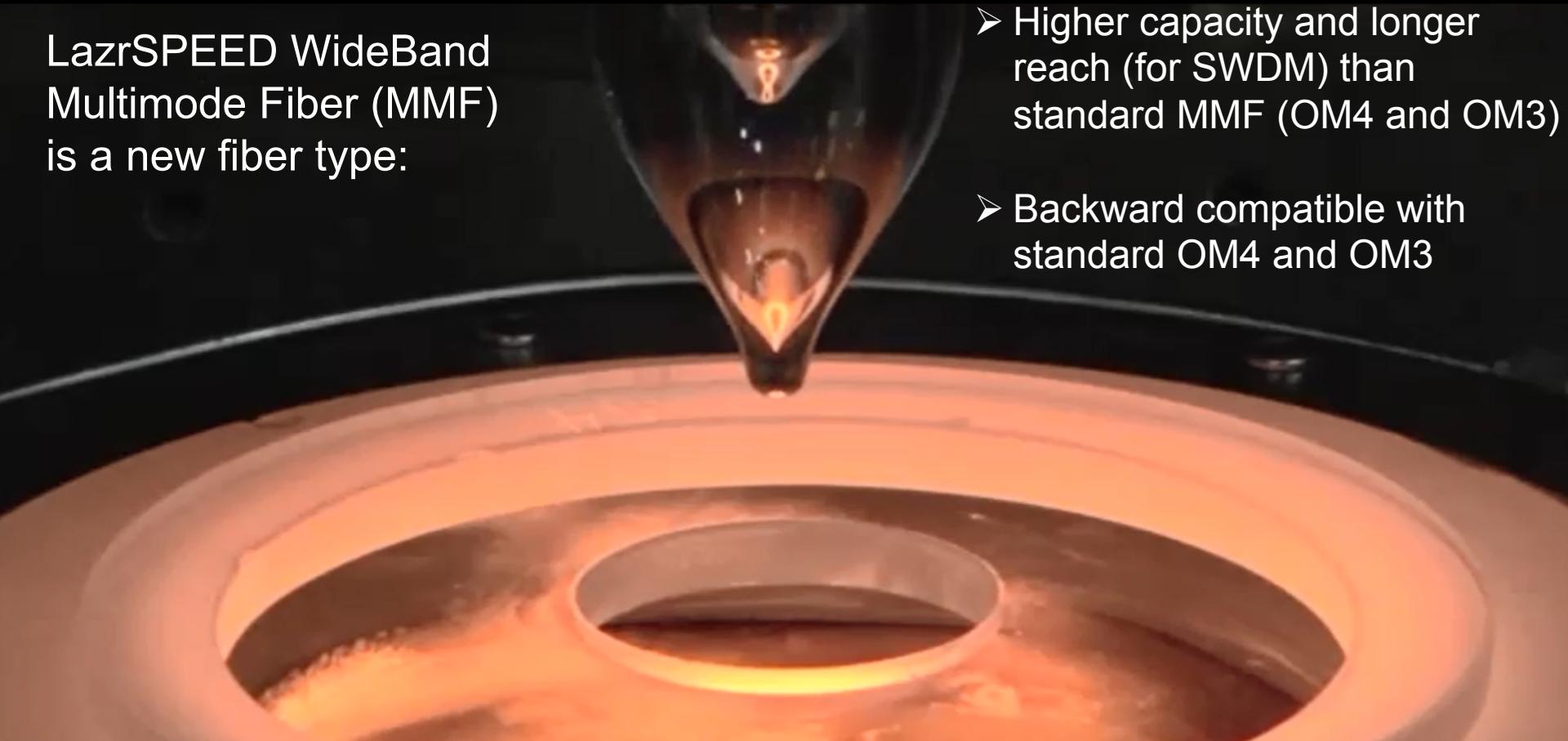


## What is LazrSPEED WideBand MM Fiber?

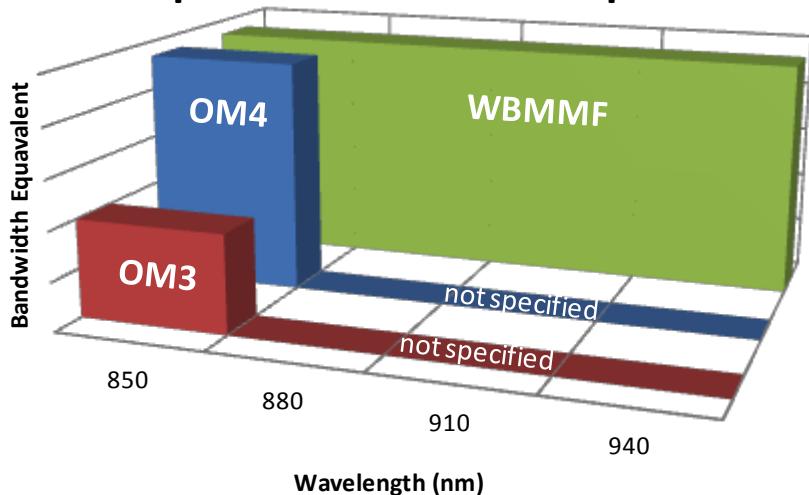
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LazrSPEED WideBand  
Multimode Fiber (MMF)  
is a new fiber type:

- Higher capacity and longer reach (for SWDM) than standard MMF (OM4 and OM3)
- Backward compatible with standard OM4 and OM3



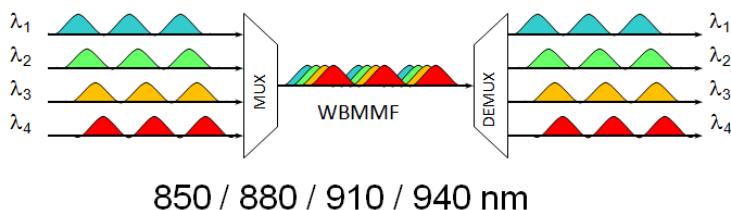
## Conceptual Bandwidth Comparison



Two grades of 850 nm laser-optimized MMF widely used today

- OM3 delivers a minimum of 2000 MHz\*km at 850 nm
- OM4 delivers a minimum of 4700 MHz\*km at 850 nm

Wide Band OM4 extends the capability of OM4 across enough spectrum to support at least four low-cost wavelengths at extended lengths



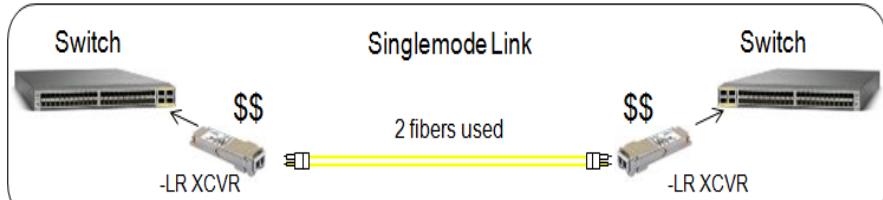
Need sufficient BW over 100 nm spectrum

- 4 wavelengths @ 25G = 100G per strand of fiber
- 30nm spacing for low-cost VCSEL-based SWDM

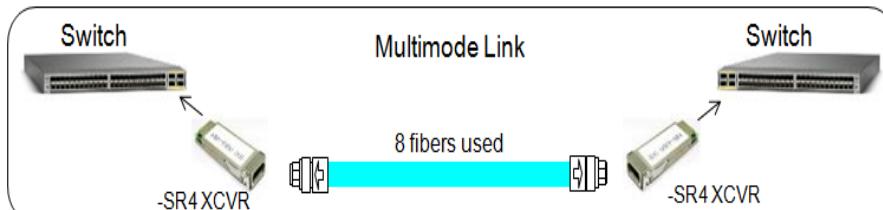
# Why Shortwave WDM? WBMMF Benefits



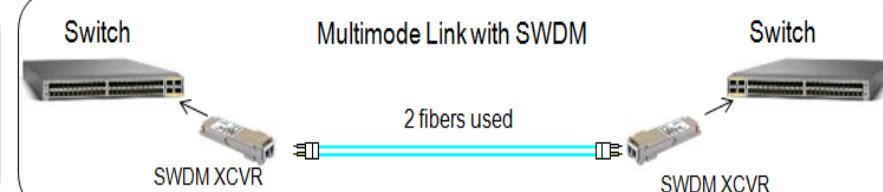
40G and 100G  
on Singlemode:  
2 fibers



40G and 100G  
on Multimode:  
8 fibers using  
-SR4 scheme



40G and 100G  
on Multimode:  
2 fibers using  
SWDM



Better Fiber Utilization !

## Goals and Benefits WBMMF :

Retain legacy application support of OM4

Increase capacity to > 100G per fiber

Reduce fiber count by 4x

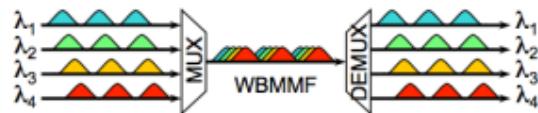
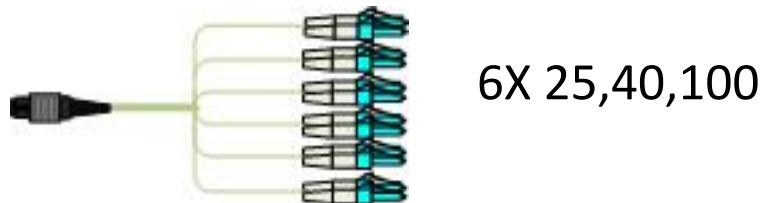
Enable Ethernet:  
100G-SR, 400G-SR4, 1600G-SR16

Enable Fibre Channel:  
128G-SWDM4

Increase MMF utility and value to customers

Data Rate	10G Parallel	25G Parallel	10G, 25G Parallel w/ WDM
	TX   RX	TX   RX	TX   RX
40G		N/A	
100G			
400G	N/A		

WBMMF cabling options



# LazrSPEED WBMMF Demos with Finisar

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## Fall BICSI



40G over 500m

Las Vegas, USA  
September 2015

## ECOC



100G over 300m

Valencia, SPAIN  
October 2015

## GITEX



100G over 300m

Dubai, UAE  
October 2015

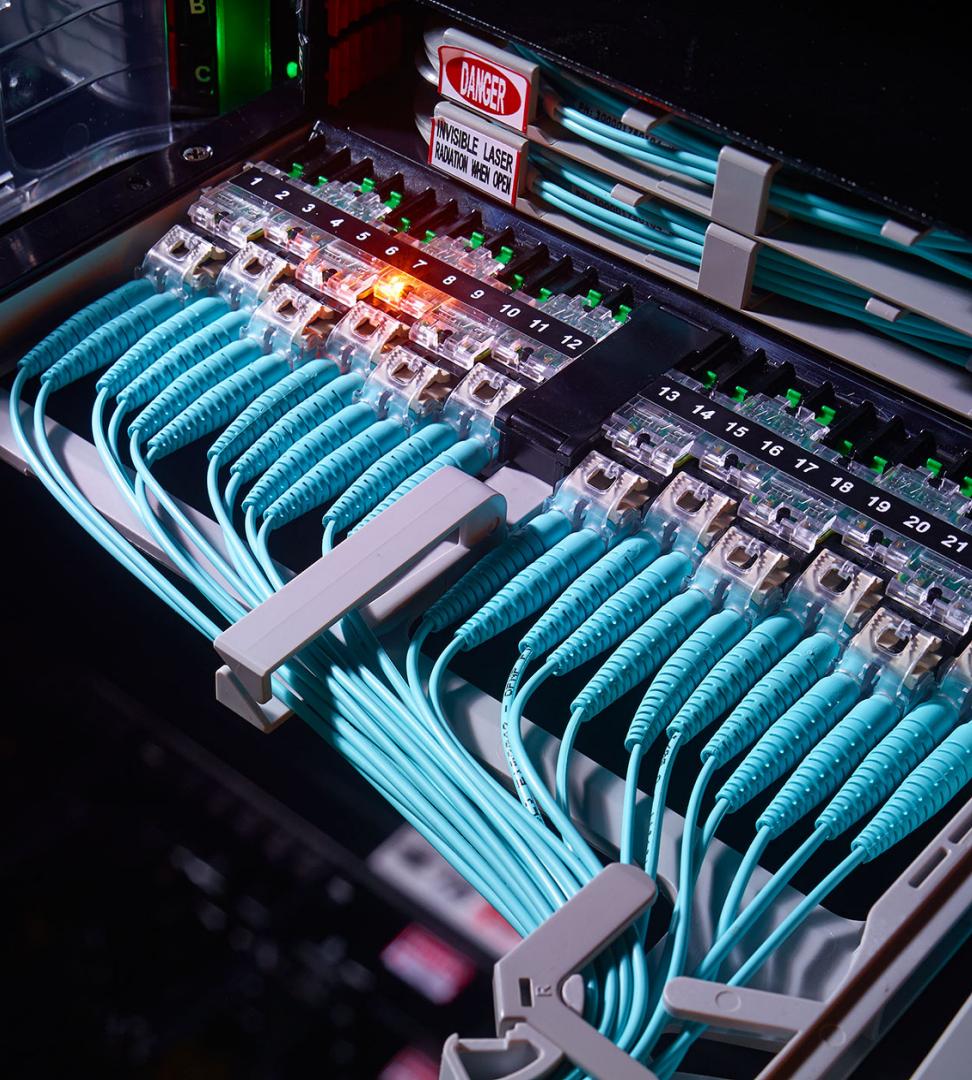
SWDM Alliance

Charter member



# Infrastructure Management

- Managing all aspects of data center infrastructure
- OSP cable terminations
- Cable routing and bend management
- End-to-end physical layer management with AIM
- Holistic IT and facilities management with DCIM



AIM Definition: Automated Infrastructure Management

Integrated hardware and software system that:

- automatically detects the insertion or removal of cords,
- documents the cabling infrastructure including connected equipment,
- enabling management of the infrastructure and data exchange with other systems

Auto-documentation of physical layer connectivity

Intrinsic Benefits

API

Management and monitoring of connectivity changes

Extrinsic Benefits

RESTful Web Services

Location Information for connected devices

Data Framework

Discovery of devices connected to the network

Basic Set of Commands



Traditional NMS provides  
Logical Connectivity Map

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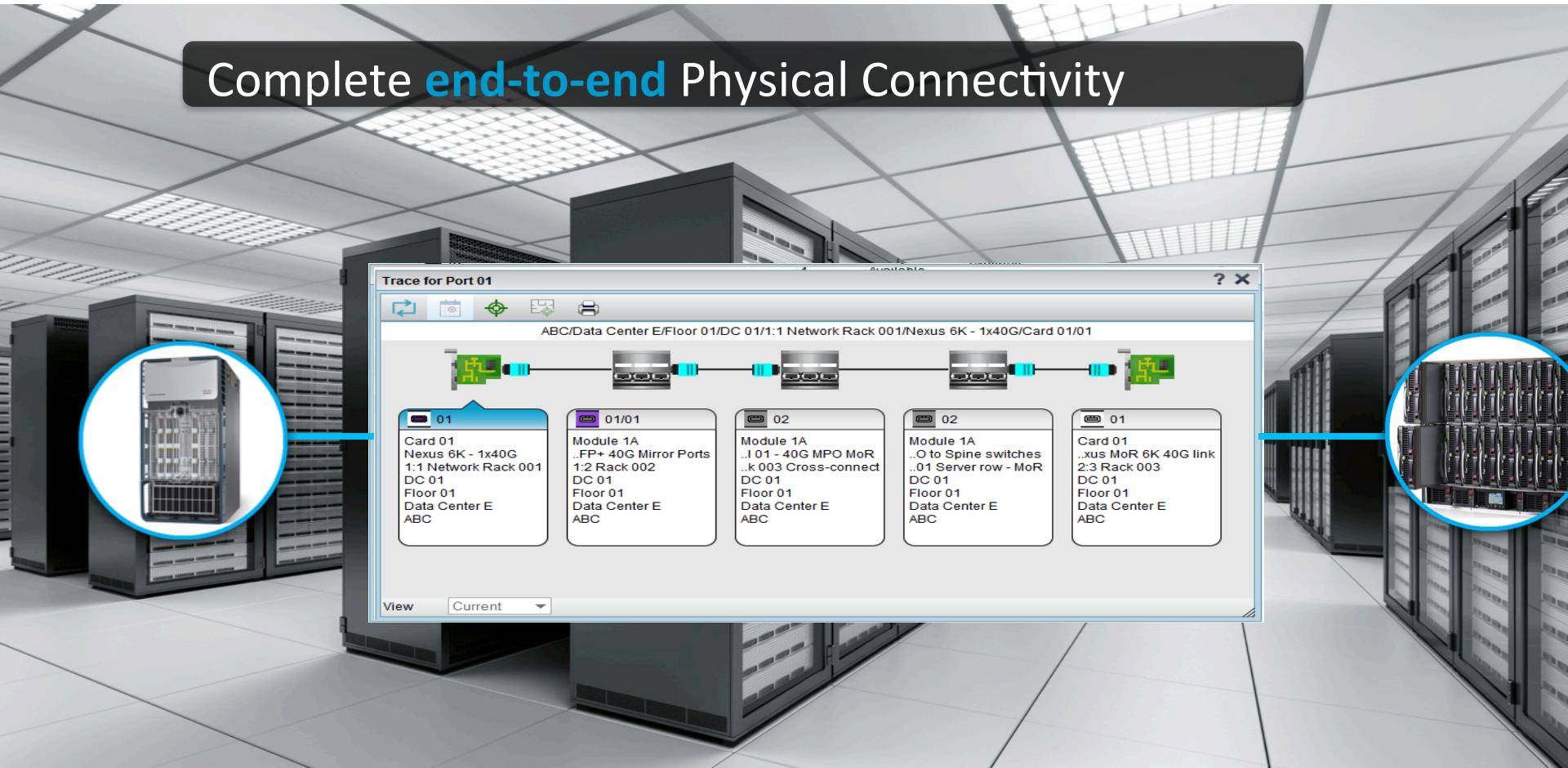
Logical Connection between **Switch and Server**



# 40G Physical Connectivity Map

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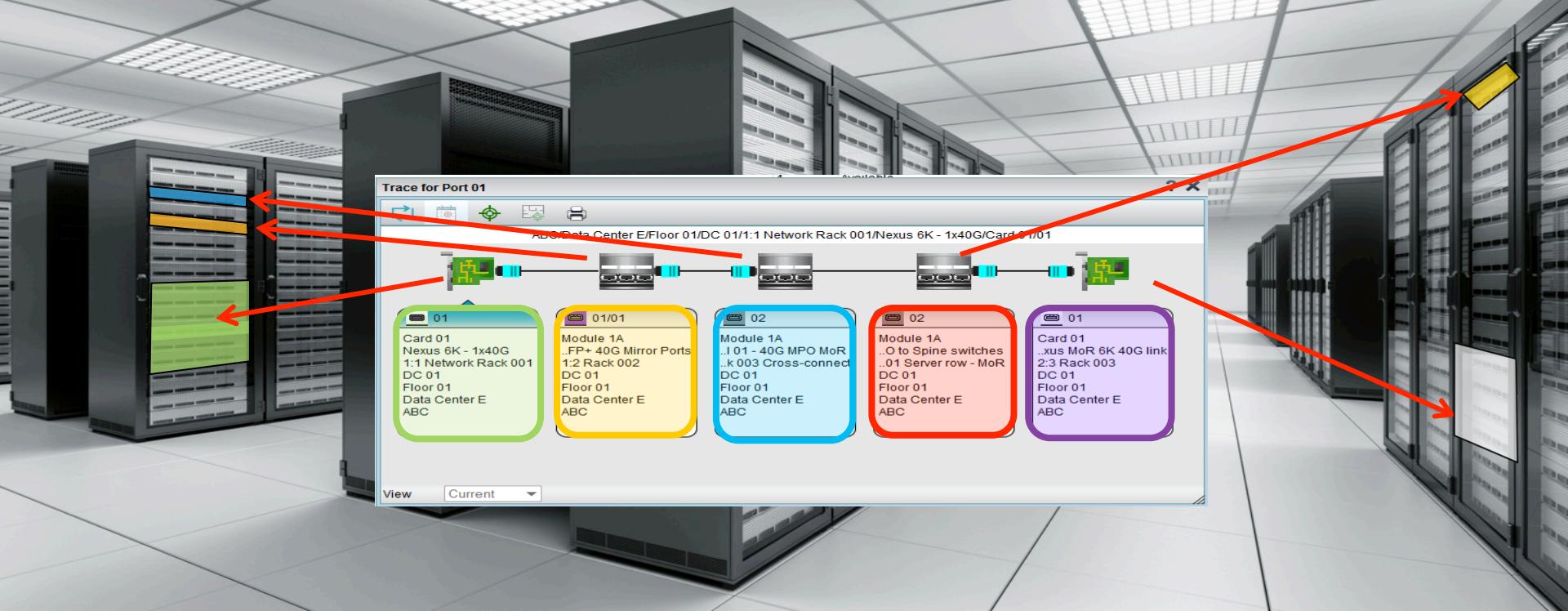
Complete **end-to-end** Physical Connectivity



# 40G Physical Connectivity Map - Example

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Complete **end-to-end** Physical Connectivity





# Cloud Performance

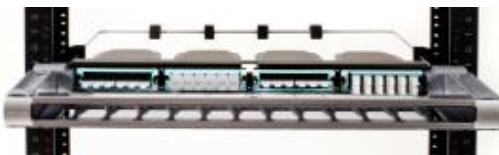
- Providing the ideal platform for highly virtualized cloud
- Ultra high density connectivity
- Low profile cabling
- Highly scalable designs



# InstaPatch Pre Terminated Fiber cabling

A Manageable Path to 400Gig

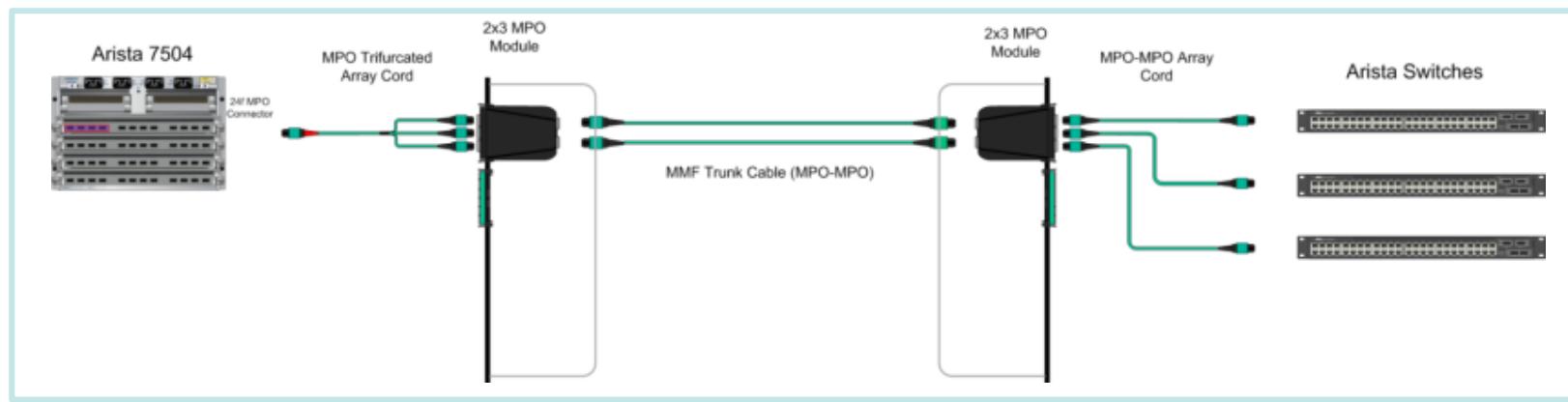
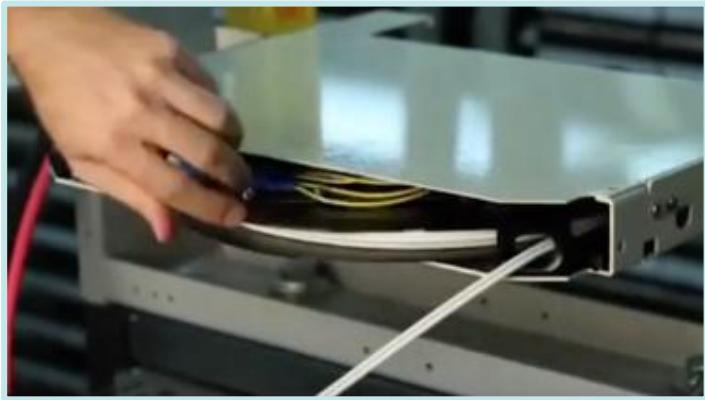
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- **TIA Method B**
  - Guaranteed polarity (Tx ⇌ Rx)
  - TOPOLOGY INDEPENDENCE
  - Supports ALL Applications
- Duplex & Parallel
- Multimode & Singlemode (-55dB RL)
- Highest Density / Longest Distance Support
- Migration -  
 $1G \rightarrow 10G \rightarrow 40G \rightarrow 100G \rightarrow 400G$
- TAP option - Network Performance Monitoring
- UPGRADE to Intelligent Infrastructure

# Quick To Deploy And Manage

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# Check The Application Limits!

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Fiber Performance Calculator Version 1.0i

Trunk Cable Details

Trunk Name: LEAF-SPINE Trunk  
Length Units: Feet

Optional Details

Start Location ("A" End): LEAF  
End Location ("Z" End): SPINE

Classic Interface | Product Interface | Graphical Interface

Cable Type: LazrSPEED 550 | Total Cable Length: 422 | Test Set Uncertainty Value: 0.25

This link contains a TAP

Link Diagram

1 SPINE Presentation  
2 2/8/12 Presentation  
3 SPINE Tie  
4 LEAF Tie  
5 LEAF Presentation

TOTAL LOSS (dB)

850nm: 1.68 | 1300nm: 1.42

Main link's Performance according to SYSTIMAX Specs

1000BASE-SX	Supported. MAX: 3444 ft
1000BASE-LX	Supported. MAX: 1968 ft
10GBASE-S	Supported. MAX: 1312 ft
10GBASE-L	Fiber type not supported
40GBASE-SR4	Supported. MAX: 492 ft
40GBASE-LR4	Fiber type not supported
100GBASE-SR10	Supported. MAX: 492 ft
100GBASE-LR4	Fiber type not supported
4G FC, 850 nm (FC-PI4 400-MX-SN-I)	Supported. MAX: 1312 ft
4G FC, 1310 nm (FC-PI4 400-SM-LC-L)	Fiber type not supported
8G FC, 850 nm (FC-PI4 800-MX-SN)	Supported. MAX: 689 ft
8G FC, 1310 nm	

Copy Values to Worksheet list | Show/Hide Applications Support

# The Connected and Efficient Data Center



**Easy**  
*to scale*



**Simple**  
*to manage*



**Efficient**  
*to operate*

Faster time-to-market, higher overall utilization, lower CapEx & OpEx

A photograph of two men in a modern office environment. One man, wearing a light blue shirt, is gesturing with his hands while speaking. The other man, wearing a brown blazer over a white shirt, is listening attentively. They are seated at a desk with a laptop, in front of large windows that let in natural light.

Expect more  
from your network  
infrastructure  
partner

COMMSCOPE®

*How can we help you?*

---

YOUR NETWORK RUNS ON COMMSCOPE™



# EXPECT MORE

## PartnerPRO Network

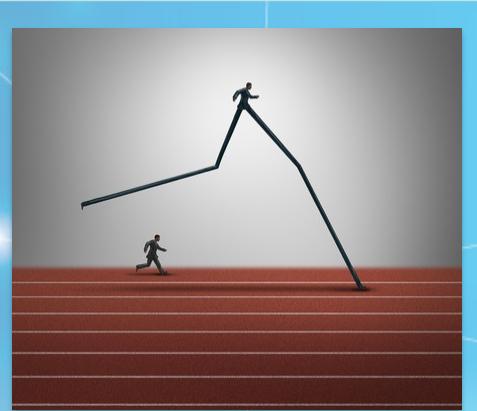
**Andreas Tan**

Manager  
Global Partner Organization

# Our Beliefs Why We Partner



Collaboration – Partner, Manufacturer and Customer – based on the mutual goal of **SOLVING PROBLEMS**– is the best way to bring CommScope solutions to market.



A best-in-class, globally consistent Partner network is a **COMPETITIVE ADVANTAGE** for CommScope, our Partners and our joint customers.



Partners are an extension of CommScope – our **SUCCESS** depends on trusting each other and working as a unified team

**We believe in the Power of teamwork and the value of collaboration.**

~2,100 CURRENT MEMBERS

~4,000 ACQUISITION PARTNERS



# PartnerPRO<sup>TM</sup>

---

## NETWORK

INTEGRATORS | CONSULTANTS | INSTALLERS | ALLIANCES | SPECIALISTS | DISTRIBUTORS

# CommScope PartnerPRO™ Portal



More collaboration



More value



More consistency

Get **INTERACTIVE**

Get **CONNECTED**

**GROW YOUR  
BUSINESS**

Partnership application & documentation

Knowledge Database

Streamlined warranty submittal

Customer lead & opportunity management

Training records

Incentives

Goal planning

# 2016 Programs: Modular and flexible to grow with your business

Partner Type	CommScope Solutions									
	SYSTIMAX	AMP NETCONNECT	UNIPRISE	IBW	iTRACS	imVision	PON	Andrew	DCOD	
Installer										
Integrators & Consultants are distinguished by the accreditations they achieve.										
Integrator										
Consultant										
Distributor	Distributors are provided tiered access to CommScope solutions with some variance by region. See your regional Partner team for more detail.									
Alliance	Custom developed for strategic opportunities. No solution distinction or standard program available.									
Specialist										

# Benefits of PartnerPRO Network Membership



A warranty customers trust

# Benefits of PartnerPRO Network Membership

## Opportunity Incentive Program: Rewarding pre-sale investments



# CommScope® Infrastructure Academy



“

Recertification training is usually difficult to catch up on. But taking remote classes really helped me save time, stay ahead of the competition and just get on with my job!

*Infrastructure Engineer*

[Click here for help](#) 

- Stand out in a crowded market
- Training designed for the way you work
- Comprehensive course selection
- Quality content to keep you current
- Industry recognized certification
- Online, Anytime, Anywhere

# Exposure & Events



**Online Partner Locator**

**Regional and local customer events**

**Marketing campaigns & digital outreach**

**Customer referral**

**We value your Partnership and we want the world to know**

The screenshot shows the CommScope.com homepage with a blue header bar. On the left, there's a "Choose Language" dropdown and a "Login" button. The main navigation bar includes "SOLUTIONS", "INDUSTRIES", "PRODUCTS", "PARTNERS", "RESOURCES", and "THINK FIBER". A search bar with a magnifying glass icon is also present. The "INDUSTRIES" menu is expanded, showing options like "CATV Headend", "Central Office", "Data Center", "Indoor Wireless Coverage", "Intelligent Building" (which is highlighted in blue), "Microwave Backhaul", "Outdoor Cell Sites", "Outside Plant", and "Residential/MDU". A red arrow points to the "Intelligent Building" link. Below this, under "Intelligent Building", are links for "In-Building Wireless", "Automated Infrastructure Management", "Structured Cabling Solutions", "Campus Outside Plant Solutions", and "Campus Passive Optical LAN Solutions". At the bottom of this section, there's an orange text box containing the text "■ - INNOVATION ACQUIRED FROM TE CONNECTIVITY". The footer features a large image of a person's face, a "Learn More" button, and a "Feedback" link.

Product & Solution Integration

Customer Experience Enhancements

# CommScope.com – Blogs and Resources



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SOLUTIONS INDUSTRIES PRODUCTS PARTNERS RESOURCES THINK FIBER Search

Home > Blog

## CommScope Blog

### Small Footprint, Big Advantages: 4.3-10 Connectors

Posted by Pedro Torres on August 11, 2016

2 Comments

As traffic growth soars in mobile networks, operators and network infrastructure vendors face two related but distinct challenges. First, they must seek ways to improve network efficiency in an attempt to transport as much data as possible in limited spectrum. Second, they must do so while justifying capital expenditure (CapEx) and operating expenditure (OpEx) investments.

[Download the white paper: Small footprint, big advantages: how 4.3-10 connectors enable the networks of tomorrow.](#)

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Empowering Energy Efficiency in Service Provider Networks



[www.commscope.com/Blog/](http://www.commscope.com/Blog/)

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SOLUTIONS INDUSTRIES PRODUCTS PARTNERS RESOURCES THINK FIBER Search

Home > Resources

## Resource Library

Welcome to the CommScope resource library: your one-stop information shop!

Select a resources type or enter a search term to explore our resources.

Product NewsFLASH  
Search Documents  
Software  
Standards  
Videos  
Visio Stencils  
Warranties  
Webinars  
Website Tutorials  
WebTrak



[www.commscope.com/Resources/](http://www.commscope.com/Resources/)

# CommScope Social Media Channels – Follow Us



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A photograph of two men in a modern office environment. One man, wearing a light blue shirt, is gesturing with his hands while speaking. The other man, wearing a brown blazer over a white shirt, is listening attentively. They are seated at a desk with a laptop, in front of large windows that let in natural light.

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