

CORNING

**Network of Preferred Installers (NPI)
and 25 Year Extended Warranty**

LANscape Installer Training

Cable
Systems

Network of Preferred Installers (NPI)

- An **exclusive** program for **selected** installers, chosen by **our sales representatives**
- A differentiated programme, which allows Corning Cable Systems (CCS) to **build** long-term **partnerships** with experienced **contractors** for mutual **success**
- **Empowers** an NPI Partner to offer a **25 year extended warranty** backed by **Corning**
- A **tiered** programme for installers with **different business** plans, market access and partnered efforts



Membership Process

The background is a solid dark red color. It features numerous thin, glowing red lines that originate from the bottom left and fan out towards the top right. Interspersed among these lines are several semi-transparent red circles of varying sizes, some of which appear to be at the end of the glowing lines, creating a sense of depth and movement.

Membership Process Overview

- 1. Invitation and Qualification of Installer*
- 2. Fulfill membership requirements*
 - *Complete online questionnaire*
- 3. Complete Training (LANscape Installer course)*
 - *Complete Refresher Course every 2 years*
- 4. Sign Contract*



Qualification Process

Installers are selected by Corning Sales Representative and / or Corning authorised distributor Partner must meet the following criteria:

| Qualification | Summary | Preferred | Pretium |
|---------------------|---|-----------|-------------|
| Salesmanship | <ul style="list-style-type: none"> – Commitment to training and accreditation into the Corning NPI Programme – Commitment to opportunity pipeline sharing – Achieving aggressive sales targets and attending quarterly mutual performance review | ✓ ✓ | ✓ ✓ ✓ |
| Market Focus | <ul style="list-style-type: none"> – Operates and is successful in one of Corning's jointly targeted vertical markets – Major customer references – Expertise in key industry sectors | ✓ ✓ | ✓ ✓ ✓ |
| Financial Strength | <ul style="list-style-type: none"> – Solid trading history in the premises networks area over a number of years – Credit facilities and cash flow sufficient to finance major projects | ✓ | ✓ ✓ |
| Marketing Expertise | <ul style="list-style-type: none"> – Input and collaboration for a jointly defined and agreed co-marketing plan – Appointment of a named Corning 'sponsor' within the organisation | | ✓ ✓ |
| Championing | <ul style="list-style-type: none"> – Commitment to building Corning into your primary optical fibre and shielded copper vendor (by revenue) | | ✓ |

Members Benefits

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Members Benefits

| Benefits | NPI Preferred | NPI Pretium |
|--|---------------|-------------|
| 25 years Extended Warranty | ✓ | ✓ |
| Training | ✓ | ✓ |
| Highly competitive, preferential day-to-day pricing | ✓ | ✓ |
| Comprehensive electronic bid support | ✓ | ✓ |
| Demonstration kits and product displays | ✓ | ✓ |
| Early access to new technologies | ✓ | ✓ |
| Marketing support and promotion via telephone and our online member portal | ✓ | ✓ |
| Hospitality Events | ✓ | ✓ |
| On-site bid support | | ✓ |
| A dedicated Corning implementation manager on major projects | | ✓ |
| A co-developed and co-funded marketing plan | | ✓ |
| A completely bespoke sales, technical, support and co-marketing plan | | ✓ |
| A tailored, collaborative sales and technical support environment | | ✓ |

Extended Warranty – Scope & Requirements

Extra value for partner through
Corning-backed extended warranty



Scope

Corning Cable Systems LANscape® Extended Warranty allow the installers to offer to the End User a 25 years for LANscape® fibre optic and/or copper solutions.

Requirement – NPI Partner

All installations must be designed or reviewed by certified installer, according to Corning procedures and registered for extended warranty per Corning procedure.

Requirement – Product

The warranty applies when the premises cabling solution is comprised solely of covered Corning Cable Systems products.

Extended Warranty - Terms



Corning Cable Systems warrants to the owner of the installation that the LANscape products installed in the system by the NPI Partner will meet Corning Cable Systems' published specification for such LANscape products as originally installed as well as fulfill the product and system requirements set forth in ISO/IEC 11801 and EN 50173

If the system contains any products other than LANscape products, then the period of this warranty will apply for a period of 1 year.

Warranty Registration

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Warranty Registration

NPI Portal (online registration)

- To register a completed project for the 25-Year Corning Cable Systems LANscape® Solutions Extended Product Warranty an Online Warranty Registration Form on NPI members portal needs to be completed.
- Log in details available on <http://www.corning.com/cablesystems/emea/npi>

Required Documents

- Bill of materials showing part numbers of Covered Corning Cable Systems Products
- End-to-end attenuation test results for complete installation in electronic format ***
- As built cable-route drawings (indicate connections and lengths)

Installation Procedures

Warranty Submission

Certificate

***** Light Source/Power Meter Results Required as Primary Fibre Test Results; OTDR may be provided only as secondary test results**

1. Portal Site Registration

First step - registration



Not registered? Easy NPI registration
[Register Now >](#)

Create a User Account

Access Code

 -

Six-digit code contained in your program invitation

Email

Security Code



This helps prevent the use of unauthorized automated programs

Registered – log in only



[Member Log in >](#)
[Forgot your password?](#)

Login

Email

Password

[Login](#)

[Can't access your account?](#)

If this is your first time logging on to the portal, please [register here](#).

www.corning.com/cablesystems/emea/npi

2. Project Registration

1. *Complete form with details of project*
2. *Upload Required Docs*
 - *Test Results*
 - *Bill of Materials (passive cabling)*
 - *As Built Drawings (Cable routes/lengths and connections)*
3. *Complete all of the above within 30 days of completion of project.*

<http://www.corning.com/cablesystems/emea/npi>

EMEANPI@corning.com

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NPI Member Resources

External Recourses

NPI Website – English and German

www.corning.com/cablesystems/emea/npi

- List of NPI Partners
- NPI Pretium and Preferred Brochure
 - Programme Requirements & Warranty Registration Process
- Online Project Registration Guidelines
- Test Measurements Requirements

Pretium and Preferred Partners - brochures

 [Print](#)

To explore the benefits of NPI membership in more detail, download and read the Pretium and Preferred brochures below.

The End user brochure outlines some of the benefits that your membership of NPI can bring your customers.

[Pretium Brochure >](#)

[End User Brochure >](#)

[Preferred Brochure >](#)

[Members List >](#)



[Programme Requirements and Warranty Registration Process >](#)



[Online Warranty Registrations Instructions >](#)

[Test Measurements Requirements >](#)

[New Members Survey >](#)

External Recourses

NPI Members Portal – English and German

Login

Email

npi.loyalty@yahoo.com

Password

••••••••••

Login

[Can't access your account?](#)

If this is your first time logging on to the portal, please [register here](#).



My Links

[My Profile](#)
[Company Profile](#)
[Certificate](#)
[Training History](#)
[Warranty Registrations](#)

Tools and Resources

[News and Events](#)
[Marketing Support](#)
[Technical Support](#)
[Training](#)
[Downloads](#)



Conclusion of Course

- **Thank You for Your Time**
- **Good Luck with your Installations**
- **Call if you have questions or concerns**
- **We are here to help you**

New Web Site:

- Let's have a trial:
- <http://www.corning.com/cablesystems/emea/en/index.aspx>

Test Results – Screen Shot 1

Test Measurements Requirements

Fibre: results for each link should show “Pass” or “fail” indicating either the margin of the fibre with the worst performance at the worst measured wavelength. Additionally only 1 direction and 1 wavelength are required for LSPM attenuation testing.

Copper: results for each link should show “Pass” or “Fail” and the margin of the copper pair with the worst performance for the worst measured parameter. The Channel or Permanent Link standard should be clearly indicated.

1. Testing. Methods and Equipment.

| | COPPER | FIBRE |
|---|---------------------------------------|--|
| Standards Measurement Method (Mark Method): | ISO/IEC 11801 EN50173 IEC 61935 | IEC 61280-4-1 (Multimode) |
| | | IEC 61280-4-2 (Single-mode) |
| | | TIA/EIA OFSTP-14 |
| Method of Testing (Mark Method): | Handheld Analyzer | Light Source and Power Meter (<u>Required</u> for insertion loss) |
| | | OTDR* (optional; see note) |
| Number of Patch Cords used in Fibre Reference (Mark Method) | | 1 cord (Use in most cases) 2 cords 3 cords |
| Test Device Manufacturer and Model: | | |
| Test Device Software Version: | | |
| * OTDR results alone will not be accepted. OTDR results are only used for additional information. | | |

Test Results – Screen Shot 2

| 2. Link Compliance | | | |
|--|----------------|---|---|
| | COPPER | | FIBRE |
| Transmission Path Measured | Channel | | Permanent Link as defined in IEC61280-4-1 and -2 (using test reference patch cords) |
| | Permanent Link | | |
| Test Device Software Version: | | | |
| 3 Test Results Required | | | |
| For COPPER projects | | For FIBRE projects | |
| Return Loss, Insertion Loss, NEXT, ACR, ELFEXT, DC Resistance, Propagation Delay, Skew, Wire Map, Continuity of conductors, shield contact and standard defining link compliance | | Results for End-to-End Attenuation, Light Source/Power Meter; one direction, one wavelength (Required) OTDR results (optional) | |

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