



## How to become a Nexans LANsense Partner

### LANsense Partners Programmes

- LANsense Hardware Partner (LHP)
- Certified LANsense Partner (CSP)
- Premier LANsense Partner (PSP)

For an application form contact Nexans or your distributor.

	<b>LANsense Hardware Partner (LHP)</b>	<b>Certified LANsense Partner (CLP)</b>	<b>Premier LANsense Partner (PLP)</b>
<b>Typical Company Profile</b>	Nexans CSP with some networking skills looking to develop their business in the IIM arena Technically competent with specific networking skills Financially stable and able to support hardware projects Committed to customer service Committed to partnership Project design capability Project planning and management capability	Systems integrator or installer with integration skills involved with medium to large projects Technically competent with specific Networking skills Financially stable and able to support larger projects Committed to customer service Committed to partnership Project design capability Project planning and management capability Integration skills	Large Systems integrator involved with major projects Technically competent with high level of Networking skills Financially stable and able to support larger projects Committed to customer service Committed to partnership Project design capability Project planning and management capability Software/Network Integration expertise
<b>Authorised to supply...</b>	LANsense Hardware (including Analysers, Panels, I/O cables etc)	LANsense solutions	LANsense Enterprise Edition or Datacentre Edition Solutions Maintenance
<b>Certification</b>	Company Minimum 2 individual engineers	Company Minimum 2 individual network engineers	Company Minimum 2 individual network engineers
<b>Warranty Offered</b> Certified System Warranty	Yes	Yes	Yes
<b>Application Process</b>	Application form (available from Nexans or distributor) Formal Agreement Commercial Assessment Training & Skill Assesment (see training below) Payment for training	Application form (available from Nexans or distributor) Formal Agreement Commercial Assessment Training & Skill Assesment (see training below) Payment for training & demo equipment	Application form (available from Nexans or distributor) Formal Agreement Commercial Assessment Training & Skill Assesment (see training below) Payment for training & demo equipment
<b>Training and/or Qualifications</b>	Mandatory 1 day Design and Implementation course  Network hardware installation experience	Mandatory 3 day LANsense course  Networking qualification (e.g. Microsoft Certified Network Professional or BiCSi RCDD/NTS)	Mandatory 5 day LANsense Enterprise training  Networking certification equivalent to Cisco and Microsoft Certified Network Professionals
<b>Validity</b>	2 year - renewable	2 year - renewable	2 year - renewable
<b>Documentation &amp; Tools</b>	On approval the installer receives: - Company & Individual Certificates  - Partner Pack	On approval the installer receives: - Company plaque & Individual Certificates - Partner Pack - LANsense demo kit	On approval the installer receives: - Company plaque & Individual Certificates - Partner Pack - LANsense demo kit - Additional iTRACS certification

Charges may apply for training or demo equipment which may vary by country and/or existing qualification levels. Contact your local Nexans sales representative for more details.

### Nexans Cabling Solutions

Email : [ncs.uk@nexans.com](mailto:ncs.uk@nexans.com) Web : [www.nexans.com/LANsystems](http://www.nexans.com/LANsystems)