

Excel Key Markets

www.excel-networking.com/markets

Section 3



NEW
for **V5**

The Excel infrastructure solution is designed to support applications in a wide range of environments within a variety of vertical markets across the world, including Residential, Hospitality and Education among others. The flexibility, scalability and reliability of the Excel system makes it a suitable choice for any installation – big or small.

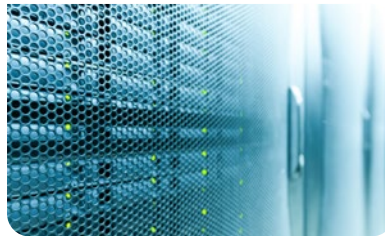
Some of the key vertical markets that Excel is installed into are listed below:



RESIDENTIAL

Nearly all new homes and apartments have an internet connection and we have developed a suite of products specifically for residential environments.

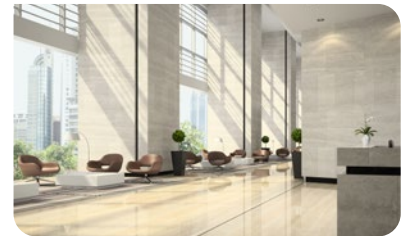
<https://excel-networking.com/markets/residential>



DATA CENTRES

We understand the requirements of a data centre; our growing number of DC clients have chosen Excel products and systems to run their operations.

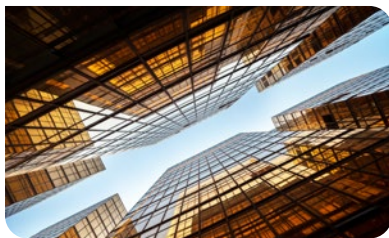
<https://excel-networking.com/markets/data-centres>



HOSPITALITY

The hospitality industry's reliance on high-speed connectivity and secure networks is well supported by our flexible infrastructure solutions.

<https://excel-networking.com/markets/hospitality>



ENTERPRISE

Our innovative solutions ensure that communication networks can withstand the demands of a business environment and adapt to new ways of working.

<https://excel-networking.com/markets/enterprise>



EDUCATION

Excel has developed products and services specifically to support the growing demand for internet access and to cater for our next generation's learning.

<https://excel-networking.com/markets/education>



HEALTHCARE

We have a wide range of solutions that address the unique needs of an industry that has been transformed by a growing reliance on technology.

<https://excel-networking.com/markets/healthcare>

Excel Residential Solutions

<https://excel-networking.com/markets/residential>

Connected homes are becoming increasingly common as the number of wired and wireless devices and systems within residences increases. This trend is being replicated by housing developers, self-builders, student accommodation developers and for existing homeowners who need to add more connectivity to their homes. With the connected world and Internet of Things we expect to control devices from an app on a Smartphone, whether it's in the work environment or at home.

A residential installation typically provides connectivity for wireless devices, TV, sound, security and access control, regardless of whether the environment is a single-dwelling unit or a larger multi-occupancy building.

The Excel solution is scalable and flexible to meet the demands of both small and large residential environments, with products designed to provide both individual homes and student accommodation with multiple dormitories with high-speed connectivity on a secure network.



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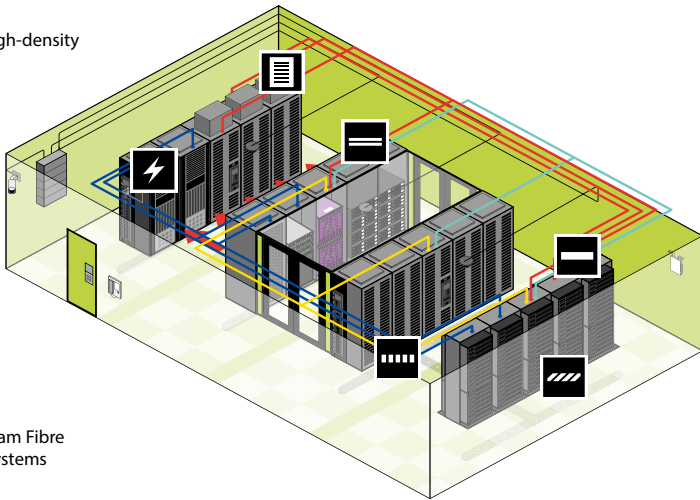




Excel Data Centre Solutions

<https://excel-networking.com/markets/data-centres>

The Excel solution is extensive and provides options to suit a wide range of technical or budget requirements, deployed by our accredited, trained and experience integration partners. Our pre-sales support is second to none and includes a proof of concept, product samples, bespoke product design, on-site training and audit services. The Excel solution is perfectly suited to provide the infrastructure building blocks for any data centre requirement. Our systems are completely scalable and when installed by an accredited Excel partner, come with a comprehensive 25-year warranty.

A typical data centre installation has extensive requirements for seamless high-density design, high speed connectivity and infrastructure security. Excel offers a vast range of products that have been designed specifically with data centre spaces in mind, with choices across the copper, fibre, racks, power and containment product lines.

We understand the requirements of a data centre; our growing number of DC clients have chosen Excel products and systems to run their operations. The Excel solution provides cable to rack systems to suit Data Centre, Hosting and Co-Location requirements of all types and sizes. With Excel at the core of their infrastructure and pre and post-sales support from our team of experts, these clients are confident in system design, performance and reliability.

 <p>Copper</p> <ul style="list-style-type: none"> • Category 8 • Category 7A • Category 6A • Category 6 • Category 5e 	 <p>MTP Solutions</p> <ul style="list-style-type: none"> • Pre-terminated, high-density designs • OM3, OM4, OM5 • OS1, OS2 	
 <p>Environ Racks</p> <ul style="list-style-type: none"> • Communications (CR) • Equipment (ER) • Server (SR) • Co-Location (CL) • Open Frame (OR) 	 <p>Power</p> <ul style="list-style-type: none"> • Intelligent • Standard • Modular • Desktop 	
 <p>Enbeam Fibre</p> <ul style="list-style-type: none"> • OS1, OS2 • OM2, OM3, OM4, OM5 • ST, SC, LC, FC, SC/APC Connectivity 	 <p>Pre-Term</p> <ul style="list-style-type: none"> • Copper and Enbeam Fibre pre-terminated systems 	


Hospitality

<https://excel-networking.com/markets/hospitality>


The Excel infrastructure solution is designed to support applications in the hospitality industry to enhance guest experiences, improve the working environment for employees and optimise energy efficiency to maximise a venue's bottom line.

The hospitality industry's reliance on high-speed connectivity and secure networks stems from a growing expectation for instant internet access to be a pre-requisite – anytime, anywhere – in hotels, restaurants, shopping centres and more.

Designed with environments that have heavy footfalls and requirements for large bandwidth in mind, the Excel range offers a wide selection of products that are well-suited to these applications to enhance the performance of the infrastructure network.



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youtube



Over on the Excel Youtube channel is a playlist of all our Reference Sites videos covering a number of different vertical markets.

Education

<https://excel-networking.com/markets/education>

Computing technology and network infrastructure have supported the digital growth of the education sector and the development of new, innovative learning methods. A fundamental requirement for schools, colleges and universities is high-speed, reliable connectivity, and students at all levels of education are surrounded by wireless devices and smart learning tools. Excel provide cutting edge network infrastructure solutions to support these high-tech devices.

In today's learning world, technology plays a crucial role in and out of the classroom.

With handheld computer devices, desktop PCs and video conferencing facilities, as well as cashless registers at lunchtime and remote connectivity for students and teachers, the demands for high quality, flexible technology solutions at modern educational establishments is increasing exponentially. Excel solutions can provide a future proof infrastructure to build an environment fit for tomorrow's technology.

Excel has developed products and services specifically to support this growing demand and to cater for our next generation's learning.

Installations in the education sector require leading-edge technologies supported by a future proof infrastructure network. Excel's product range offers an end-to-end infrastructure solution that:



Provides high-speed connectivity and bandwidth to support a growing pool of users accessing the network, particularly for the use of audio and video tools to help keep students engaged.



Maximises the efficiencies across campus-wide facilities, including classrooms, lecture theatres, staff rooms, libraries, canteens and recreation areas.



Instils confidence in parents and support staff that the school's cabling infrastructure meets the growing sectorial demands in flexibility and performance.



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youtube

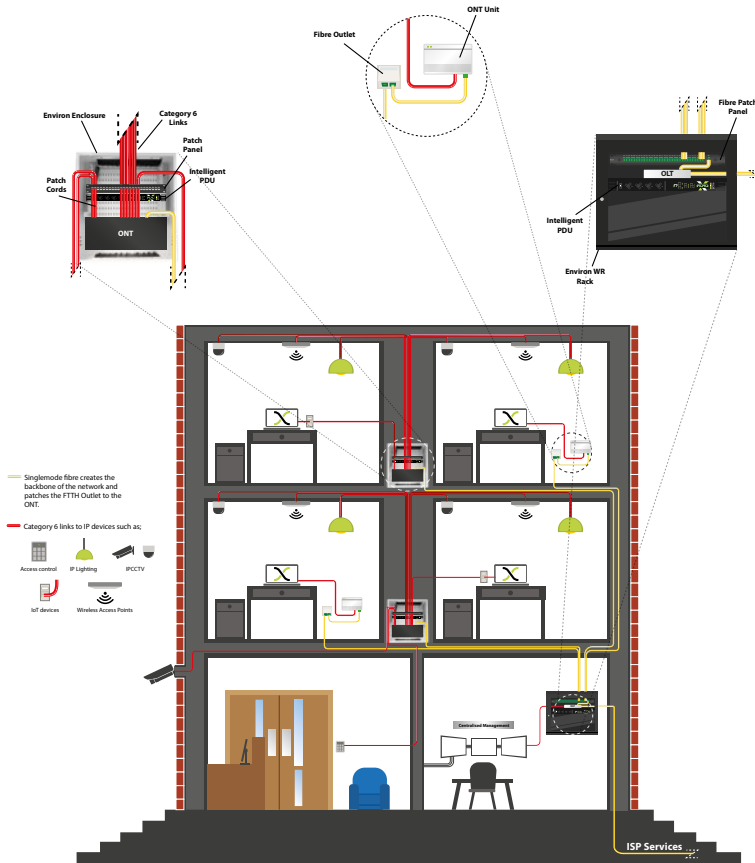


Enterprise

<https://excel-networking.com/markets/enterprise>

Enterprise office spaces are becoming increasingly reliant on high-speed connectivity, where large bandwidth is a pre-requisite in the majority of office environments for both wired and wireless users.

Excel Networking provides a strong foundation for an intelligent, end-to-end infrastructure solution to help businesses create and sustain better-connected, safe and secure, more efficient enterprise buildings. Our innovative, flexible and scalable solutions ensure that communication networks are able to withstand the demands of an enterprise environment and adapt to new ways of working.



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Healthcare

<https://excel-networking.com/markets/healthcare>

The Healthcare industry has unique demands across multiple departments; logistics and hospital operations, patient service and experience as well as theatre and ward activities. The critical nature of the services demanded by a hospital environment mean that the network infrastructure systems need to provide reliability, security and flexibility to support the specific needs of each department.

Excel Networking has a wide range of infrastructure solutions which address the unique needs of Healthcare applications, in an industry that has been transformed by a growing reliance on technology to provide the best possible patient care.

In such a heavily regulated environment where patient experience and fast, effective execution of activities are paramount, the Excel end-to-end solution offers an unrivalled level of choice that exceeds expectations.



Watch Now on Youtube

Reference Sites

<https://excel-networking.com/reference-sites>

Whilst we have covered some of the key vertical markets that Excel is installed into, the system has been installed in many more environments across the world. On the Excel website, there is a tool dedicated to helping you see the full list of reference sites, which can be included in your tender responses.

Using the filters at the top of the page, you can easily pull together a list of Excel installations which have featured specific products or that have been within a specific vertical market or country. This list can then easily be highlighted, copied and pasted into an Excel spreadsheet to be included as part of your tender response or project specification.

Project Name	Country	Vertical Market	Copper Ceiling	Fibre Ceiling	Roofs
Stiga II	Netherlands	Commercial	Category 6A U/UTP	OM3	-
Musabutek Stadium Reconstruction	United Kingdom	Leisure	Category 6 U/UTP	-	Eatonson ER Series
Manchester Warehouse 03W	United Kingdom	Commercial	Category 6A U/UTP	-	Eatonson ER Series
Birmingham City University - BCU	United Kingdom	Education	Category 6A U/UTP	-	Eatonson ER Series
Northern Gas Power	United Kingdom	Utilities	Category 6	-	Eatonson ER Series
Sunderland Building 41 Woodhatch	United Kingdom	Other	Category 6A U/UTP	OM3	Eatonson ER Series
BREIT CROSS SHOPPING CENTRE	United Kingdom	Retail	Category 6 U/UTP	OM3	Eatonson ER Series
Co-Op Store Redhill	United Kingdom	Retail	Category 6 U/UTP	-	-
National Science Teaching Facilities HSPF	United Kingdom	Leisure	Category 6 U/UTP	OM3	-
NSJFC	United Kingdom	Education	Category 6e, Category 6, Category 6A	-	-
NSJFC	United Kingdom	Education	Category 6e, Category 6, Category 6A	-	-



Case Studies

<https://excel-networking.com/downloads/case-studies>

Whilst the Reference Sites are of the website lists all Excel installations that have taken place, we also write case studies for projects that have overcome specific challenges or include unique architectural features. The full list of case studies can be accessed for the [Excel website](#).

If you are interested in taking part in a case study, simply email marketing@excel-networking.com.

1. You will receive a short online form that needs to be completed with some details of the project.
2. Once you have submitted this along with written confirmation to proceed from your organisation and the end user, our marketing team will write up a draft version of the case study, which will be sent to you for approval.
3. Once the case study has been signed off, our in-house design team will put the final piece together and you will be notified via email when this is published.



The first screenshot shows the 'Submit a Case Study' form. It includes a 'Required' section with a confirmation checkbox: 'I confirm that I have received written consent from the installer and the end user that the featured Case Study can be published on the Heflex and Excel websites, once approved.' There are radio buttons for 'I have consent' and 'I do not have consent'. The second screenshot shows a subsequent step in the form, likely for providing contact details and project information.