

# Excel Pre-Sales Support

[www.excel-networking.com](http://www.excel-networking.com)

Section 18



UPDATED  
for **V5**

## Winning Business with Excel

Excel has a team of experienced specialists who are on hand to assist with dealing with complex bids and supporting partners throughout EMEA at every step of the way, to increase their chances of winning major tenders and projects with the Excel product range.

The majority of these services are provided free of charge at any stage of a project, but it is recommended that early involvement, where relevant, would make the best use of the expertise to ensure that the most suitable Excel solution for the project is selected.

The Excel team has experience of the complete supply chain; their extensive knowledge of project management in an installer environment allows them to offer a service which is second to none.

### Excel's dedicated projects team offers the following benefits:

- Overall project responsibility – single point of contact to look after all requirements
- Set up of a dedicated account for a project and overseeing the implementation of the project terms and conditions
- Product samples/demonstrations
- Support with literature, presentations, technical specification sheets and case studies
- Manage the availability of stock for the project, ensuring that all deadlines are met
- Establish the project logistics to ensure all eventualities are catered for

### They also provide advice on:

- System design
- Installation practices
- Cabling Standards
- Technical Compliance
- Certification Testing Requirements
- Warranty Requirements

### Other services available include:

- Pre-Terminated Copper and Fibre Optic Cabling Systems - Saving installation time
- Pre & Post Sales Support
- Onsite Support Services
- Finance Options Available
- Cabinet services including Cabinet Configuration and on-site assembly.
- Labelling Services



Find out more about  
**Excel's Specialist Support Services**

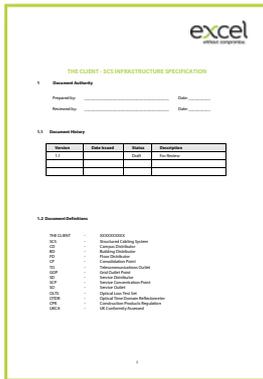
in **Section 13** of this Encyclopaedia

## Specification Documentation

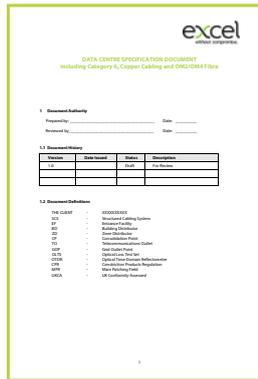
To assist Consultants and Excel Partners with specifying Excel and winning tenders with the Excel product range, Excel has developed a series of documents, which are the ideal basis for putting together either an Excel Specification request for a Category 6<sub>A</sub> or 6 system or for answering a Tender with the Excel product range.

You can view and download the following documents in PDF format from the Excel Website:

[www.excel-networking.com/downloads/specification-documents](http://www.excel-networking.com/downloads/specification-documents)



Excel Category 6A Generic SCS Document



Excel Category 6A Data Centre Specification Document



Excel Category 6 Generic SCS Document



Excel FTTx Specification Document



Excel Tender Response Document

This document looks at the different elements of the tender and will require input from the Excel Partner to produce a final tender response. It is a generic document based upon Category 6/Class E, however it can be adapted to Category 6A with some basic input from an experienced Excel Partner.

### Excel Business Development Managers

Excel's field based Business Development Managers are on hand to visit consultants and end users to discuss the benefits of the Excel Structured Cabling System. They can provide onsite presentations and meeting support in bid reviews, pre-sales or post sales meetings.

They can be contacted by emailing [businessdevelopment@excel-networking.com](mailto:businessdevelopment@excel-networking.com)

### Excel Consultants Programme

Excel Networking offers a comprehensive set of offerings for Consultants, this includes:

- BIM/Visio files for the main Excel product set
- Business Development Managers whose role is to work closely with Consultants and End Users to ensure they get the system they want
- As an accredited CIBSE training provider, we can provide CPD credits for a range of training courses and webinars
- Internal Project Team to work closely on the project ensuring stock is available when and where it is required

Find out more about  
**Excel's Consultant Programme**  
 in  
**Section 17**  
 of this Encyclopaedia

## Excel Corporate Presentation

To assist Excel partners in positioning the Excel solution with potential clients, consultants and main contractors, we have produced a comprehensive corporate presentation, currently available in English, French and Spanish.

Please see a selection of the slides below.

You can request a copy of the latest corporate presentation by emailing [marketing@excel-networking.com](mailto:marketing@excel-networking.com)