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A 'Rapid' exchange

In the latest in a long line of successful projects, HellermannTyton's RapidNet has been installed at the New York Mercantile Exchange's (NYMEX) new London futures exchange. Installer PCCabling completed the 2000+ outlet installation in just three weeks to comfortably meet the ambitious project deadline.

NYMEX opened on 12th September 2005 and handles trading for Brent crude oil and Northwest Europe gasoil futures contracts. The network cabling infrastructure is critical to effective operation, delivering voice and IT data services to the trading booths, desks and service areas.

Peter Crawley, Managing Director of PCCabling, explained: *"The aggressive project timeframe dictated that a traditional installation could not be successful without mobilising large numbers of staff and incurring prohibitive costs through extended working time. RapidNet was the only workable solution for the NYMEX requirement."*

Using a traditional approach, this project would have taken a four-man team roughly 12 weeks to install, with RapidNet we were only on site for three. During the course of the installation a number of potentially critical problems arose but because of RapidNet's flexibility we were able to deal with them quickly and easily without impact to the project delivery."

Raj Pillai, IT Director at NYMEX, comments: *"With only a four-week window to complete the cabling many people told us it couldn't be achieved or that we would have to pay significantly over the odds. PCCabling introduced us to RapidNet and assured us they could deliver to deadline with no compromise to performance. It didn't disappoint. A superb job. A superb product."*



word from the top

2005 has been a good year of growth and development for HellermannTyton, with our innovative pre-terminated RapidNet system gaining real market acceptance. The unique benefits of RapidNet have been recognised by major installers and end users leading to many large and exciting projects. During the year we've also launched RapidNet in North America while across Europe our new shielded RapidNet system has enabled us to offer a truly complete solution.

In 2006 you will see further evidence of our continuing desire to innovate, as well as greater emphasis on our marketing activities and partnerships with distributors, installers and end customers. We expect iD, our Intelligent Infrastructure Management system, to be another strong addition to our range, adding real value to our installers and the end users' cabling systems. Look out for more developments in this area as the year progresses!

There is too much to cover in one short introduction so read on to find out more about some of our successes and get a taste for our future plans. From all at HellermannTyton I wish you a successful and prosperous 2006.

Ewan Wilson
Managing Director, HellermannTyton Data



► Please turn the page for more on RapidNet's benefit

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So why aren't YOU using pre-terminated cabling yet?

Technological developments have led to complex systems with time-consuming installation procedures - at a time when cabling contractors have to work to clients' increasingly tight budgets and deadlines.

HellermannTyton wins a Grand Slam

HellermannTyton's RapidNet has been selected for the network infrastructure at the 2006 French Open Tennis tournament's temporary media centre.

Each year, before the tournament begins, contractor IT Com Services converts three of the stadium's indoor tennis courts into a temporary media centre capable of servicing the IT requirements of 3000+ journalists. This process is done to a tight timescale and involves installing a new cabling system and network links to service PCs and deliver telephone and internet access. After the tournament the media centre is returned to its original purpose, the cabling system is un-installed and, in the past, discarded.

RapidNet offers a solution that can be installed quickly but still delivers the required quality and network performance. The time saved by using RapidNet is extremely valuable and relieves a lot of pressure from the team. After the tournament, instead of throwing the system away as was done in the past, IT Com Services can easily un-plug RapidNet and put it into storage until it is needed again the following year. This flexibility will save a great deal of time and money in the long-term.



RapidNet offers a highly effective pre-terminated cabling solution to help installers be more competitive, while minimising risk and business disruption for the customer - all without compromising the quality of the system.

Cable termination is one of the most time-consuming, and error-prone elements of a cabling installation. RapidNet eliminates the need for installers to terminate cable on site, and so reduces installation time by up to 75% on unshielded systems (UTP), and by as much as 85% on fibre and shielded systems (FTP).

Traditional methods for terminating, and dressing a 42u cabinet containing 28 X 24 port UTP patch panels, would typically take 40 man hours. On a shielded (FTP) system it would take over 50 hours. By contrast, using RapidNet, the same task takes less than 1.5 hours due to its unique plug-and-play convenience. Using RapidNet instead of a traditional solution, for example from Communications Room to Workstation, reduces the total installation time from eight to just two days, a saving of 75% based on a two-man team. Using a shielded RapidNet system the time savings are even greater.

Commercially, using RapidNet means contractors benefit from shorter project times and greater flexibility. With less time required on site, skilled engineers' time can be optimised, meaning that installation companies are able to complete more projects with no additional overhead. In addition, as the more variable elements of installation are performed off site, fewer skilled technicians can carry out the installation on site, in less time, with less need for subcontractors which frees up more qualified engineers for supervisory roles.

With higher performance being squeezed from today's cabling systems, RapidNet is the key to ensuring that the end user gets the full potential of the cabling system they choose.

shorter project times, guaranteed performance, greater flexibility, reduced disruption & downtime

Virtually no variance in quality of termination means guaranteed performance. Installation companies wanting to increase productivity; manage staff more effectively and reduce disruption and downtime for customers should definitely look towards RapidNet to help reach these goals - in fact can they afford not to?

Rapidnet chosen by Lloyds TSB Financial Markets

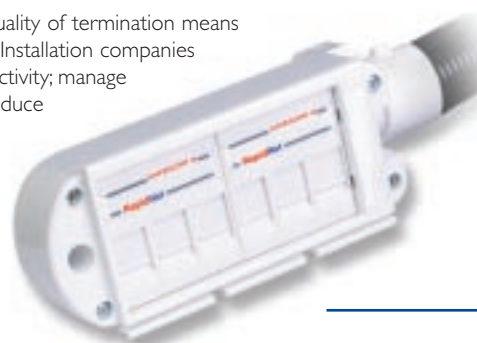
Rapidnet has been chosen by Lloyds TSB Financial Markets for its new Corporate Markets facility in London.

As part of a contract approaching £1 million, PTC Systems Ltd of Bishops Stortford will install Rapidnet in the bank's new building on Gresham Street, which will house Lloyds TSB's Wholesale Bank.

The installation will begin in mid December, with completion scheduled for spring 2006.

Tom Walker, IT Director for Lloyds TSB Financial Markets, said: "Lloyds TSB Financial Markets has already installed Rapidnet in our contingency centre and we were impressed by the quality and flexibility of the system."

"However, the real advantage is that a pre-loomed, pre-terminated and pre-tested system can be installed very quickly, speeding up the project and helping to de-risk a complex programme."



Network management on the move

This summer saw the launch of HellermannTyton's innovative new iD solution - a revolution in portable infrastructure and cabling management. iD combines bar-coded patch panels, patch cords and faceplates with a powerful portable software platform to allow users the flexibility to manage and document network connectivity and moves, adds and changes (MACs) both on or off site, using handheld pocket PCs.

iD allows a user to select any port within the network and view connectivity components (patch panel outlets, patch cords, etc.).

They can also view active equipment to:

- maintain accurate visibility of equipment utilisation
- review information on the hardware platform and any software installed on it
- view floor plan locations of all equipment and power supply connections to that equipment.

One of HellermannTyton's iD customers is Nottinghamshire Healthcare NHS Trust

who will be implementing iD across the voice and data network that serves its dispersed Mental Health Services buildings. The Trust has 130 separate sites, many of which have multiple buildings, which makes accurately managing and documenting network connectivity and MACs particularly challenging. iD's portability will make this process much easier and more reliable.

Nottinghamshire NHS Trust is initially using iD to manage nearly 5,000 managed ports and expects to increase this figure over time as they roll out the system across the network which is used by more than 5,500 employees and supports approximately 2,600 network devices. The trust has also signed up to HellermannTyton's annual support agreement allowing them to benefit from extended technical support and new software upgrades.

Graeme Wagg, iD Product Manager, explains: *“Despite the availability of traditional active patching systems in recent years, many organisations still resort to error-prone manual methods because of the limited options and high cost associated with active patching - up to 60% more than a traditional fully installed cabling system. iD bucks this trend by making infrastructure and cabling management portable and affordable, allowing IT managers to view and document their entire network when and where they need it.”*



New faces

In recent months a number of new personnel have joined our team, bringing a range of experience and expertise to enhance the HellermannTyton service and further develop the business. By way of an introduction, these include:

Sarah Fox Marketing Communications Manager

Sarah joined HellermannTyton in July 2005 and brings with her more than eight years' top flight marketing experience. Sarah is responsible for all external communication including PR, advertising, the website, seminars, literature and events. Her challenge is to help HellermannTyton further enhance its position at the forefront of innovation and service in the structured cabling market.

Graeme Wagg Product Manager

Graeme joined HellermannTyton as Product Manager for the Home Network Sciences and new iD range. Graeme's excellent product management skills and experience will help him in his responsibility to develop product systems and he will be your first point of contact for technical issues.



Sarah Jarmin Receptionist

In addition, **Julian Fowkes** has joined our Accounts team as **Assistant Accountant** while **Sarah Jarmin**, has brought a professional and personal approach to our **reception and switchboard** and will no doubt be the first point of contact for many of our customers.

Fantasy football

Well done to the members of the two HellermannTyton football teams who played in the recent Spirent five-a-side football tournament in Manchester. A great performance by everyone involved saw one of our teams reach the semi-finals and the other reaching the quarter-final.



Back row from left to right: James Baker, Lee Stokes, Jon Wright, Stuart Ponting, Andy Norfolk (team captain), Julian Fowkes, Graeme Wagg and Richard Dodd.

Front row: Ian Cathcart (team captain), Lance Craven, Garreth Mills, Rob Varrier, Janis Cibulis and Steve Weatherley.

Professional development

HellermannTyton has invested heavily in its training courses and facilities during 2005. As a listed BICSI approved trainer, we help telecommunications professionals pursue excellence within the industry and achieve and maintain their RCDD status.

Over the last twelve months many of the HellermannTyton team have also been undertaking a range of training with HellermannTyton's support to develop their skills and qualifications. Well done to our Technical Director, Jason James, who recently became registered to the Engineering Council as a Chartered Engineer (CEng), our Manufacturing Manager Rob Varrier who has

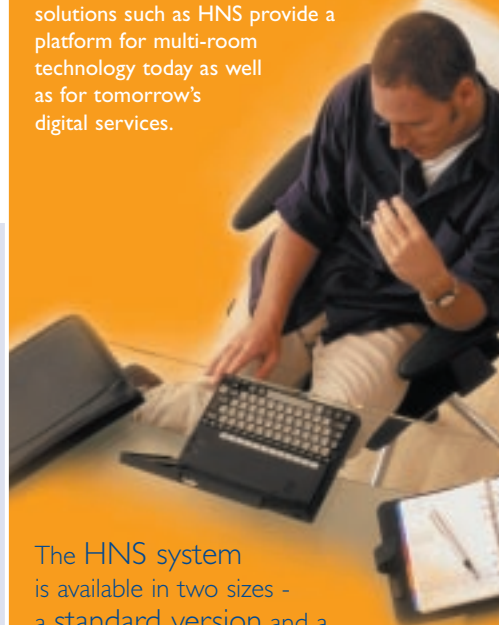
been awarded a Certificate in Management Studies, and to Hanh Tran and David Mutton from the HellermannTyton Production Team who have both passed their NVQ in Team Leading. Also good luck to Garreth Mills who is set to complete his NVQ in Warehousing and Caz Hutchins who is working towards an NVQ in Customer Service.

Built-in technology for the smart modern home

HellermannTyton's Home Network Sciences (HNS) data networking system is an easy-to-use package for multi-room networking and distribution of high-speed data services in the home. The system offers home owners maximum flexibility in the way they use technology.

The concept involves equipping homes with the latest high bandwidth communication cables, which are connected to a central HNS chassis that acts as a distribution panel. A range of specifications can be chosen, allowing HNS to be used for the multi-room distribution of telephone services, internet connections, television, video, DVD and satellite throughout the home. The system also has a number of other capabilities including CCTV, multi-room audio and infra-red passing for remote controls.

The development of advanced network-ready consumer appliances, digital storage and multimedia servers are changing the way we access information and entertainment in the home. Building this technology into new housing developments makes sense now and for the future. Home networking solutions such as HNS provide a platform for multi-room technology today as well as for tomorrow's digital services.



The HNS system is available in two sizes - a standard version and a more compact version suitable for flats and apartments.