



CORNING

SEE the LIGHT[®] Training Programme

- NPI Certified Training
- NPI Refresher Training
- Webinar and E-Learning

Dear NPI Member,

Corning offers a range of certified training, both in the classroom as well as e-learning, to meet the needs of our installation partners, cabling professionals, installers, and consultants. This training enables high-quality installations for your customers, and will support further development of business opportunities for passive network infrastructure with Corning Optical Communications.

We are committed to providing quality real-world fibre optic training, always on the latest products and applications. We ensure you that you will receive the most up-to-date and industry-specific knowledge. As the leading manufacturer of fibre optic solutions, a Corning certification is recognised worldwide and highly respected within the industry.

We hope you take this learning path with us to advance your skills and knowledge.

Kind regards,

Igor Canjko

EMEA Training Programme Manager

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SEE the LIGHT Training

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SEE the LIGHT[®] Training Programme

Corning has developed a comprehensive, integrated training programme to meet the needs of designers, installers, and end users of fibre optic products. Courses include hands-on installation and design classes for data centres, wireless, and local area networks.

Our class material is written and taught by field-experienced technical experts. Our teaching style incorporates hands-on training and interactive discussion on the latest products and solutions. Our online e-learning courses give you the flexibility to broaden your knowledge of fibre optics at your own pace and convenience.

Some courses are a combination of classroom training and e-learning, providing a mix of theoretical study and practical installation to maximise your skills and knowledge.

Network of Preferred Installers (NPI)

In today's fibre optic business world, it is all about connections and opportunities. The connection between you and more opportunities is only one step away with the LANscape[®] NPI Programme.

As a programme member, you are able to provide customers with a comprehensive solution by leveraging your valued relationship with Corning Optical Communications. NPI connects you with many benefits including:

- Competitive advantages through improved training and resources.
- Solutions with up to a 25-year warranty.
- Rewards for installers who contribute to our joint success.

Offer a Complete Solution with an Extended Warranty

A key benefit of NPI certification is that Preferred installers are able to offer end-user customers with up to a 25-year warranty for their local area network (LAN) and data centre (DC) installations when all products in the fibre cabling solution are Corning products. This includes fibre optic cables, hardware, connectivity, and pre-terminated systems, subject to the terms and conditions of Corning's extended warranty statement.

NPI Training Requirements

Join the Network

Our success depends on your success.

Corning's industry-leading products and expertise, combined with your installer skills, helps to increase profit, reduce costs, increase productivity, and build valuable relationships.

Win projects and keep customers' loyal.



Enterprise Networks

To on-board as an NPI Partner requires installers to undertake comprehensive training to meet the requirements for NPI Partner certification.

- An agreed number of personnel involved in the structured cabling business need to participate.
- Sales personnel need to understand the solutions; network planners and designers need to understand standards and the technology to specify the correct products and solutions; on-site installers need to know how to install the products; the technicians should know how to test and maintain the solutions.

Once on-board, you must then undergo continuous training to maintain compliance with the programme and remain up-to-date with the latest Corning technologies and product solutions.

- A minimum of 20 percent of personnel involved in the structured cabling business need to undertake online training to maintain compliance.

The training programme is designed to address the above needs. You start with our optical fibre fundamentals training, which focusing on LAN Networks, before choosing a specialisation in another area, such as the data centre. Then every year you keep up with our online refresher training undertaking a number of the e-learning modules.

Strengthen your capabilities to better serve your customers, and build new business opportunities.

In-House Training

Our training courses can be organised and run at your premises on a request basis. In-house training is a great option when you have many individuals wishing to be trained, especially when on-boarding with the NPI Programme.



If you are interested in planning a training event with us, please register your training project on our web page www.opcomm.corning.com/emea-training-request or scan the QR Code.



Corning Webinar Training

The SEE the LIGHT® webinar series can help you stay current with ease and convenience! We offer a wide variety of live and recorded webinars to suit your needs. Whether you require formal fibre optic training or need to supplement your knowledge base, these free, regularly scheduled learning experiences combine a mix of solutions, product discussions, and demonstrations.

Participant Feedback

“The webinar was a really good refresher for myself and a couple of my staff members that watched with me. Thank you for the outstanding webinar and please keep them coming.”

- Thomas Gentile | Associate Director for Communications, Information Technology Services Division

“Very informative webinar. Great job, as always, by Corning.”

- Terry Callahan | Project Manager

Register for live or view recorded webinars

Hosted monthly, our live webinar events cover all aspects of your fibre optic network. If a live event does not meet your needs, please explore our library of recorded webinars. If you are looking for a customised webinar to address a specific need or topic, then please reach out to your local sales engineer for more information, or email us at training.emea@corning.com.



Please ensure that you are registered for our newsletter to get our invites for the webinars: www.corning.com/emea/subscription-centre

Corning NPI Fundamentals Training – Blended Learning

ID: LANscape® FUND-BL Price: 649 EUR (excl. VAT) Duration: 1+1 Day

Course Description

LANscape® Solutions Installer Training provides cabling professionals with a sound foundation on the basics of optical communications and copper technologies. No matter what your role may be, our seminars offer content for everyone. It combines the real-world experience of Corning experts and Corning’s latest technology to address the needs of installers. The blended learning approach provides a mix of online theoretical study and practical hands-on in a classroom environment. It has been developed following instructional design guidelines that encourage both interactivity and practical learning. The hands-on allows students to work directly with equipment and materials ideal for installation, termination, troubleshooting, and system design.

- This training course is organised as 1-day e-learning and 1-day classroom.
- The online element of this training is only available in English and German languages.

Objectives

- It provides an overview of structured cabling concepts and components for local area networks whether on-premise or across campus. Participants gain the knowledge of Corning products, their application, and the relevant optical fibre standards.
- It provides the fundamental skills to install and test a passive communication network. The online content is complemented with in-person class.
- It serves as a key component of Corning’s NPI membership programme and as a prerequisite to on-board with the programme.

Agenda

| | |
|-------------------------------|---|
| Chapter 1 - Fibre Basics | Chapter 6 - Fibre Measurement |
| Chapter 2 - Fibre Cables | Chapter 7 - Fibre Troubleshooting |
| Chapter 3 - Fibre Termination | Chapter 8 - Copper Basics |
| Chapter 4 - Fibre Hardware | Chapter 9 - Cable Constructions and 10GBASE-T |
| Chapter 5 - Fibre Standards | Chapter 10 - Copper Systems and Standards |



LANscape® Fundamentals Blended Learning - Schedule 2017

REGISTER

Germany

| Date | Location | Language |
|------------|----------|----------|
| 11.04.2017 | Berlin | ENG |
| 16.05.2017 | Berlin | GER |
| 04.07.2017 | Neustadt | GER |
| 25.07.2017 | Berlin | ENG |
| 12.09.2017 | Neustadt | GER |
| 10.10.2017 | Berlin | ENG |
| 07.11.2017 | Berlin | GER |
| 05.12.2017 | Berlin | ENG |

United Kingdom

| Date | Location | Language |
|------------|----------|----------|
| 20.06.2017 | London | ENG |
| 19.09.2017 | London | ENG |
| 12.12.2017 | London | ENG |

Netherlands

| Date | Location | Language |
|------------|-----------|----------|
| 06.06.2017 | Amsterdam | ENG |
| 22.08.2017 | Amsterdam | ENG |

UAE/Africa

| Date | Location | Language |
|------------|-----------|----------|
| 10.04.2017 | Dubai | ENG |
| 03.10.2017 | Cape Town | ENG |
| 04.12.2017 | Dubai | ENG |

Register now:

https://opcomm.corning.com/2017-STL-Training-Programme-Landing-Page-Platform_1a-Subpage-1-EMEA-STL-Training-Programm-Registration-BEN.html

Corning NPI Fundamentals Training - Classic

ID: LANscape® FUND-CL Price: 795 EUR (excl. VAT) Duration: 2 Days

Course Description

This classic LANscape® Solutions Installer Training provides cabling professionals with a sound foundation on the basics of optical communications and copper networks. It combines the real-world experience of Corning experts and Corning's latest technology to address the needs of installers who design, install, test, and maintain Corning's solutions for local area networks. The course covers the same material as in the blended learning with a mix of theoretical and practical hands-on, but is delivered in a classroom environment only. It has been developed following instructional design guidelines that encourage both interactivity and practical learning. The course offers content for everyone, no matter what your role they have.

This training is organised as a 2-day classroom session and does not contain any e-learning delivered in French and Spanish language, appropriate to venue.

Objectives

- It provides an overview of structured cabling concepts and components for local area networks whether on-premise or across campus. Participants gain the knowledge of Corning products, their application, and the relevant optical fibre standards.
- It provides the fundamental skills to install and test a passive communication network. The online content is complemented with in-person class, which provides effective hands-on experience.
- It serves as a key component of Corning's NPI membership programme and is a prerequisite for on-boarding with the programme.

Agenda

| | |
|-------------------------------|---|
| Chapter 1 - Fibre Basics | Chapter 6 - Fibre Measurement |
| Chapter 2 - Fibre Cables | Chapter 7 - Fibre Troubleshooting |
| Chapter 3 - Fibre Termination | Chapter 8 - Copper Basics |
| Chapter 4 - Fibre Hardware | Chapter 9 - Cable Constructions and 10GBASE-T |
| Chapter 5 - Fibre Standards | Chapter 10 - Copper Systems and Standards |



LANscape® Fundamentals Classic – Schedule 2017

REGISTER

France

| Date | Location | Language |
|------------------|----------|----------|
| 27.09-28.09.2017 | Paris | FR |

Spain

| Date | Location | Language |
|------------------|-----------|----------|
| 25.04-26.04.2017 | Barcelona | SP |
| 14.11-15.11.2017 | Barcelona | SP |

Register now:

https://opcomm.corning.com/2017-STL-Training-Programme-Landing-Page-Platform_1a-Subpage-2-EMEA-STL-Training-Programm-Registration-BEN.html

Corning NPI Data Centre Training

ID: LANscape® DC Price: 649 EUR (excl. VAT) Duration: 1+1

Course Description

LANscape® Data Centre Training is designed for those professionals who wish to specialise in pre-terminated cabling solutions for the data centre. It combines the real-world experience of Corning experts and Corning's latest technology to address the needs of installers. Participants will be familiarised with Corning products, so they are ready to identify best available solutions, to plan and install pre-terminated products in the data centre, and avoid mistakes in installation processes.

- This training course is organised as a 1-day classroom.
- The online element of this training is only available in English and German languages.

Objectives

- To provide an overview of Corning's pre-terminated cabling solutions for the data centre.
- To provide installers with the fundamental skills to design, install, and test a variety of configurations of Corning's pre-terminated solutions in the data centre.
- To provide the practical hands-on exercises for an effective learning experience.
- To provide a qualified specialisation to address the requirements for Corning's Extended Warranty for pre-terminated solutions in the data centre.

Agenda

| | |
|--|--------------------|
| 1. Overview Pre-Terminated Solutions | 6. System Design |
| 2. MTP® and Universal Polarity | 7. Testing |
| 3. Bend-Resistant Fibres - ClearCurve® | 8. Standards |
| 4. Plug & Play™/EDGE™/EDGE8™ Systems | 9. Troubleshooting |
| 5. Hardware Installation Demo | |

Book training online: www.corning.com/emea/training/seminars



LANscape® Data Centre - Schedule 2017

REGISTER

Germany

| Date | Location | Language |
|------------|----------|----------|
| 17.05.2017 | Berlin | ENG |
| 05.07.2017 | Neustadt | GER |
| 25.07.2017 | Berlin | ENG |
| 13.09.2017 | Neustadt | GER |
| 08.11.2017 | Berlin | GER |
| 06.12.2017 | Berlin | ENG |

France

| Date | Location | Language |
|------------|----------|----------|
| 29.09.2017 | Paris | FR |

Spain

| Date | Location | Language |
|------------|-----------|----------|
| 27.04.2017 | Barcelona | SP |
| 16.11.2017 | Barcelona | SP |

United Kingdom

| Date | Location | Language |
|------------|----------|----------|
| 21.06.2017 | London | ENG |
| 20.09.2017 | London | ENG |
| 13.12.2017 | London | ENG |

UAE/Africa

| Date | Location | Language |
|------------|-----------|----------|
| 11.04.2017 | Dubai | ENG |
| 04.10.2017 | Cape Town | ENG |
| 05.12.2017 | Dubai | ENG |

Netherlands

| Date | Location | Language |
|------------|-----------|----------|
| 07.06.2017 | Amsterdam | ENG |
| 23.08.2017 | Amsterdam | ENG |

Register now:

https://opcomm.corning.com/2017-STL-Training-Programme-Landing-Page-Platform_1a-Subpage-3-EMEA-STL-Training-Programm-Registration-BEN.html

Corning Testing Professional

ID: LANscape® CP Price: 950 EUR (excl. VAT) Duration: 2 Days

Course Description

As global bandwidth demand grows exponentially, networks continue to migrate from copper to optical-based systems that can deliver the required cost-effective bandwidth-carrying capacity. Corning has recently evolved from being a manufacturer of optical fibre and cable, hardware, and equipment to being a comprehensive provider of industry-leading optical solutions across the broader communications industry.

These networks need to be qualified and tested throughout different stages of the product lifecycle.

Objectives

- Acceptance testing.
- Troubleshooting.
- Preventive maintenance testing on mission-critical fibre optic links.
- It serves as a key component of Corning's Network Preferred Installers membership programme.

Agenda

| | |
|-------------------------------------|---|
| 1. Introducing Fibre Optics | 6. Attenuation Testing vs. OTDR |
| 2. Transmission Losses | 7. Fibre Plant Characterisation and Troubleshooting |
| 3. End-Face Inspection and Cleaning | 8. Test - Loss/Length Certification |
| 4. Testing Equipment – Overview | 9. Documentation |
| 5. Standards and Areas of Use | |

The workshop will focus on LAN and SAN networks build according to ISO/IEC 11801, EN 50173 or TIA/EIA standards.



LANscape® Testing Professional - Schedule 2017

REGISTER

Germany

| Date | Location | Language |
|------------------|-----------|----------|
| 09.05-10.05.2017 | Stuttgart | GER |
| 11.07-12.07.2017 | Stuttgart | ENG |
| 12.09-13.09.2017 | Stuttgart | GER |

United Kingdom

| Date | Location | Language |
|------------------|----------|----------|
| 08.08-09.08.2017 | London | ENG |

Netherlands

| Date | Location | Language |
|------------------|-----------|----------|
| 08.06-09.06.2017 | Amsterdam | ENG |
| 17.10-18.10.2017 | Amsterdam | ENG |

Register now:

https://opcomm.corning.com/2017-STL-Training-Programme-Landing-Page-Platform_1a-Subpage-4-EMEA-STL-Training-Programm-Registration-BEN.html

Corning NPI Refresher Online Training

ID: LANscape® FUN Price: 149 EUR (excl. VAT) Duration: 1 Year to Complete

Course Description

LANscape® Solutions Refresher Training is available to NPI Partners in order to maintain compliance. Structured cabling professionals have one year in which to complete the necessary number of modules.

Objectives

- It provides an overview of structured cabling concepts and components for local area networks whether on-premise or across campus. Participants gain the most up-to-date knowledge of Corning products, their application, and the relevant optical fibre standards.
- It provides the fundamental skills to install and test a passive communication network.
- It serves as a key component to maintain compliance with Corning's NPI membership programme.

Modules Available

| | |
|------------------------------|--|
| Module 1 - Fibre Basics | Module 6 - Fibre Measurement |
| Module 2 - Fibre Cables | Module 7 - Fibre Troubleshooting |
| Module 3 - Fibre Termination | Module 8 - Copper Basics |
| Module 4 - Fibre Hardware | Module 9 - Cable Constructions and 10GBASE-T |
| Module 5 - Fibre Standards | Module 10 - Copper Systems and Standards |

As an NPI member, you are requested to fulfill yearly membership requirements. To check your company-specific requirements, please get in touch with your local Corning sales representative.

Register now:

https://opcomm.corning.com/2017-STL-Training-Programme-Landing-Page-Platform_1a-Subpage-6-EMEA-STL-Training-Programm-Registration-BEN.html

REGISTER

General Terms and Conditions

Training Events Conducted by Corning Optical Communications

1. Registration

1.1. Please submit your registration for training events in writing to:

Germany:

Corning Optical Communications GmbH & Co. KG
Leipziger Strasse 121
10117 Berlin
+49 30 5303

training.emea@corning.com or networkiq@corning.com

Or on our training calendar:

1.2. You will receive written confirmation of registration from us with detailed information on the course for which you have registered (venue, date, and time of events) no later than 14 days prior to the start of the course.

1.3. We reserve the right to cancel the course no later than 14 days prior to its start if the number of confirmed registrations is insufficient.

2. Fees

All fees are net fees, that is, they are subject to value-added tax or any other applicable national taxes of the country in which the course is conducted. Our current list of fees is valid; upon publication of a new fee list, these new fees are valid. The tuition fees for courses conducted at our facilities cover the use of training systems, beverages and/or lunch, and student kits.

3. Cancellations

3.1. Cancellations must be submitted to us in hard copy (fax) and/or electronic form to training.emea@corning.com

3.2. We will not invoice cancellation charges if we receive notice of cancellation 14 days prior to the start of the course. If we receive notice of cancellation up to 7 days prior to the start of the course, a cancellation charge of 50% of the tuition fees is due. Thereafter we will invoice the full course fee for all cancellations. You are free to name a replacement rather than cancel attendance altogether.

3.3. In the event that we cancel a course because of force majeure or other unforeseeable circumstances (for example, in case of accident or illness of the instructor), the liability of Corning Optical Communications is limited to the refunding of course fees to participants who have arrived at the training location. The Company is not liable for any travel and lodging expenses.

3.4. If a participant fails to attend on the registered date due to illness, a new date for a course offering the same subject matter will be scheduled upon submission of a medical certificate. A cancellation charge will not be levied in this case.

4. Re-Registration

Re-registration up to 14 days prior to the start of the course will not be charged. Thereafter a re-registration, we will invoice the full amount of the training fee and not charge for the next rescheduled training. Re-registration is final; no further cancellation or re-registration is possible. The re-registration period ends one week prior to the start of the course.

5. Terms of Payment

The quoted prices are subject to statutory sales tax and are payable immediately without deductions on receipt of invoice. We accept payment by bank transfer.

6. Warranty

Corning Optical Communications offers you the highest quality training in the field of high-end Networking Infrastructures. If you are not fully satisfied during the first day of training, simply let your coach know and return the unused course documents. You will be refunded the course fees in full.

7. Copyrights

All rights reserved, including the rights to translate, reprint, and copy training documents and parts thereof. Processing, copying, distributing, or public rendering of training documents in whole or in part in any form or by any means electronic, mechanical, photocopying, microfiche, recording or otherwise without our prior written consent is prohibited. This applies in particular to use of these materials for training purposes.

8. Liability

Any liability for claims against Corning Optical Communications or its vicarious agents, in particular, claims of compensation for consequential damages, irrespective of legal foundation, such as business interruption or stoppage, loss of earnings or profits, data loss, and so forth, are excluded. Corning is not liable for any belongings that the customer brings to a course.

9. Privacy

The customer agrees to the processing of his data solely for the purpose of which it is appointed to serve.



Contact Information - EMEA Training

Corning Optical Communications EMEA HQ
Leipziger Strasse 121
10117 Berlin
Germany

Tel: +49 30 5303 0

Email enquiries: training.emea@corning.com

Register for courses: www.corning.com/emea/training/seminars

CORNING

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