



[Product Focus](#)

[Product Updates](#)

[An Interview with...](#)

[Additional News](#)

[Catch Corning](#)

## Product Focus

### Building Access Terminal for Passive Optical LAN Applications

The building access terminal (BAT) is used in conjunction with next-generation passive optical LAN (POL) technology to replace traditional data network electronics and copper cables with passive optical splitters and fibre cables. The BAT houses these splitters and terminates and distributes the fibre connectivity through the building, marking a departure from congested ducts full of copper cables, saving space and the need to provide power to network devices alongside the cabling infrastructure.



The BAT can be deployed in the basement and/or on each floor, depending on building layout and size. Its slim, shallow design and rounded edges give the BAT an unobtrusive appearance, and it is made from non-hazardous, flame-retardant materials.

Its flexibility allows support for multiple cable types/sizes, optical splitters, fibre splicing, as well as patching applications, and is available in various sizes to address different building connectivity capacities. Installers purchase the components and assemble them in the desired building configuration.

The BAT's modularity enables a build-as-you-go approach. For quick and easy installation, there are adjustable mounting rails and cable guides, and hinged trays protect and separate access to work spaces.

The POL technology provides a gigabit LAN infrastructure, connecting access points, rooms, and desks over a single building network to deliver services to users. Our POL cabling solution is designed to provide more productive use of space where up to 90 percent of wiring closet space can be saved for other uses. The solution is cheaper, faster, and less disruptive to install and make changes versus traditional LAN network infrastructure. With fewer active electronics in this solution, it is up to 70 percent lower in capital cost to deploy. Visit our [online catalogue](#).

Download the [POL solutions brochure](#).

[BACK TO TOP](#)

## Product Updates

### LAN Product and Content News

#### New LANscape® Panel Solutions Brochure

Our modular LANscape panel solutions are designed to fulfill all your connectivity needs in any enterprise cabling installation that is based in a 19-in rack. Whether you're cabling a building backbone, a small- to medium-sized campus network, or even a low-density distribution frame, the LANscape panel solutions always offer the right answer.

The modularity of the product family gives you a broad flexibility and the freedom to build a custom panel for every installation, without compromises and without extra effort. With a small stock of the right elements, you can instantly react to any request and assemble what is needed on site, without having to wait. While the LANscape solutions footprint is not only used in our housings, but also dominates the majority of our outlets, you can even

use similar parts on both ends of the cable.

Our solutions brochure features a range of housings, adapters, termination options, and accessories. It also provides a number of termination examples. You can [download the latest brochure here](#), or from the Corning online library and the online catalogue.

### Introducing the 96-Fibre 1U LANS and LANC Panels for LC Connectivity

The 1U LANC and LANS panels are now available fully loaded with adapters, splice trays, and pigtails providing LC connectivity with 96 fibres. Both single-mode and multimode OM4 versions are supported.

#### LANS



For more information on [LANS loaded housings for 96 fibres, visit our online catalogue](#)

#### LANC



For more information on [LANC loaded housings for 96 fibres, visit our online catalogue](#).

### FastShip Programme for LANscape® LANC and LANS Panels – Ready to Ship within 72 Hours

The FastShip programme is designed to support small day-to-day installations or moves, adds, and changes. It provides expedited shipping on select LAN products, ready to ship within 72 hours from our fast assembly lines and in-stock product assortment.

The LANC panels, as well as your favourite sliding LANS panels, are also available for FastShip in assorted partially preloaded configurations to allow for a faster installation. The modular LANC and LANS panels provide the flexibility and ease of installation for an enterprise building backbone, small to medium campus, or even a low-density distribution frame. Benefits include:

- Faster installation
- Save project time and inventory
- Ease of installation
- High reliability
- Ready to ship from the factory doors within 72 hours of purchase order confirmation for select product configurations

Providing these product and service benefits you gain a major advantage: highly responsive project deployments that enable solutions to become operational as quickly as possible.

Further details on our FastShip programme [are available here](#).

For details on the assorted LANC and LANS panels available through the FastShip programme, please [download our flyer](#). Additional information is [also available in our online catalogue](#).

### Data Centre Product Update

EDGE solutions simplify installation and improve performance of your cabling infrastructure in the data centre's storage and network environments. The factory-terminated solutions provide improved system performance, ensure component compatibility, and yield consistent high quality. EDGE solutions consist of an extensive range of housings, trunks, modules, adapter panels, harnesses, patch cables, and accessories for extended flexibility.

Download the new [EDGE solutions brochure](#) for the latest information about EDGE solutions.

EDGE8 solutions are designed for the Base-8 architecture, enabling simplified migration beyond 10G in the data centre. This tip-to-tip solution consists of housings, modules, panels, trunks, harnesses, and patch cables, which provide the customer with 100 percent fibre utilisation and improved link performance in parallel optic deployments.

Download the new [EDGE8 solutions brochure](#) for the latest information about EDGE8 solutions.

Further details can be found in the [data centre core catalogue](#).

[BACK TO TOP](#)

## An Interview with Błażej Jaskot

**Błażej Jaskot, EMEA Business Supply Chain Manager**



### **What is your role at Corning?**

I am the Regional Supply Chain Planning Manager in Fibre Optic Hardware covering Europe, Middle East, and Africa. In this role I define and execute the planning strategy, while balancing demand and supply. In addition, my position focuses on ensuring that the required service levels, measured by “on-time performance” and “order cycle time” indexes, follow a “lean supply chain” approach to achieve the lowest cost and inventory optimisation. As such, I closely cooperate with our plants’ supply chain, product line managers, customer care, and the commercial team. I have a long history of working within various roles in supply chain management.

### **What do you enjoy about your role?**

The greatest thing about supply chain management in general is that you never get bored! There are so many different, and sometimes unpredictable, factors impacting supply chain performance. My role combines an abundance of activities with many responsibilities, and I interact with various departments within our organisation and across the regions. It requires the development of strong business relationships built on mutual trust, which lead to our common success: end customer satisfaction. I constantly need to have long-term strategy and targets in my mind while simultaneously concentrating on “quick wins” that help to smoothly run day-to-day business.

### **What have you been working on recently?**

The end of the previous year and the beginning of the current one is always a time for summarising what was achieved and for setting up targets for the future. Despite our very good levels of service last year, I plan to make further improvements due to the increasing pressure from customers for reduced lead times. I have been strongly supporting the FastShip programme for LANS/LANC and improving the fibre optic hardware supply chain to be more flexible. This is important in the LANS/LANC product area when our “agility” is often crucial in capturing new businesses. Other projects I will be working on shortly will be the further extension of the lean principles within the supply chain, incorporating our suppliers to our mutual benefit. An additional item on my ongoing priority list is the constant balancing and optimisation of inventory levels.

### **What do you do to relax outside of work?**

Most relaxing for me involves spending time with my three-year-old son. I love to see how he is growing and discovering the world. Various sport activities (including running, going to the gym, and swimming) help me to wind down and take my mind off thinking about work’s daily challenges. I am also a big fan of reading – particularly historical books.

[BACK TO TOP](#)

## Additional News

### **EMEA Distributor of the Year 2015**

**Acknowledging the effort of our distributors and celebrating true excellence**

In 2015 Corning introduced a new programme “EMEA Annual Distributor of the Year Award” to recognise distributor achievements made through working in partnership with Corning. The awards are judged on a number of criteria including revenue growth, stock management, market development, marketing activities, and initiatives that had a positive impact on sales, service and support.

Congratulations to the 2015 Winners- and runners-up

The inaugural awards were presented at an exclusive gala award dinner following the conclusion of a two-day distributor conference on 7-8 March 2016 in Lisbon.

First Prize (Winner): [Datanet](#), South Africa  
Second Prize: [Anixter](#), BeNeLux  
Third Prize: [Team Telecom](#), Romania

We would like to thank all our distributors for a great 2015 and we look forward to working together for a successful 2016.

Distribution is central to Corning's go-to-market strategy and success. Corning works closely with 30 authorised distribution partners across 38 countries in the EMEA region to embrace and enhance the delivery of our core LAN and Data Centre products.

[BACK TO TOP](#)

## Catch Corning

Watch our latest webinar recordings.

- [FastShip – Fibre Cable and Hardware in 72 hours](#)
- [Passive Optical LAN \(POL\) in Cooperation with Zhone](#)
- [EDGE8™ Solutions](#)
- [How to Obtain Relevant and Credible Fibre Test Results](#)
- [Copper Testing – Get It Right the First Time](#)
- [Fluke OTDR Testing](#)

### Invitation to our Corning Emerging Technologies Seminar, 6th Edition, 12th May 2016 in Paris, France

Together with Arista, Psiber Data and Artinea Consulting as guest speakers, Corning has the pleasure of announcing its traditional Emerging Technologies Seminar, taking place at Cercle Suédois in Paris, 12th May 2016.

The Topic:

A unique, scalable and reliable infrastructure - is it an utopia?

With the explosion of the Internet of Things (IoT), Bring Your own Device (BYOD), Intelligent Building Management and the constant bandwidth demands driving 100 & 400G adoption in the Data Centre, Corning and our technology partners & customers look to discuss how to integrate them all on one consistent, resilient, scalable and highly reliable infrastructure.

[Register here](#)\* if you would like to attend the seminar and for more information about the [agenda](#).

We look forward to welcoming you in Paris.

\*Please note that the registration and event itself are in French language

### Meet us in person at tradeshow and events.

Take a look at our event calendar online to see all the events we are attending. [Find out more](#).

© Corning Incorporated 2016

Corning Optical Communications GmbH & Co. KG • Leipziger Str. 121, Berlin, 10117, Germany • [Visit our website](#)  
[Global Privacy Policy](#) • [EMEA Privacy Policy](#) • [Legal Notices](#) • [Cookies](#) • [Imprint](#)