



## Product Focus

### FastShip & FastConnect Success Stories

It's important to be fast, and we can show you why!

Corning's [FastShip and FastConnect programmes](#) are not only enabling our existing customers to meet critical project deadlines, they are also attracting new customers who have seen issues arise with the extended lead times from existing suppliers.

Thanks to our ability to produce and have products 'Ready to Ship' within 72 hours of the order confirmation for core LAN and data centre products through the **FastShip programme**, our customers can confidently deliver on their aggressive deployment timescales or accommodate last minute requirements to have new equipment connected within a matter of days.

Other scenarios often encountered include long approvals and sign-off processes, or the delay of a new construction project, when the completion date and grand opening are fixed and announced. This is where the **FastConnect programme** for core data centre products has delivered the complete materials to site within weeks, avoiding costly delays in both deployment and operational costs.

These programmes have been extensively used across several industry sectors including finance, retail, healthcare, manufacturing, transportation and also by the colocation and mega/hyperscale data centre operators -- ensuring they have the right products in the right place and most importantly at the right time, if not before. Here are just a few examples:

- A global financial institution was facing delays to their new server deployment through extended lead times from the equipment manufacturer. They were able to order and receive their custom length trunk cables, factory terminated and tested, within 48 hours and were able to connect all of the new equipment in days rather than weeks.
- A UK ISP needed to get a suite up and running for a new customer within one week and all materials were installed on site within this timeframe.
- A UK regional hospital had serious equipment failures that required a planned upgrade to be brought forward. We had the materials on site within 96 hours.
- A global bank needed over €200K worth of materials delivered in South Africa but project approvals were seriously impacted carrying regulatory and financial penalties. However by using the FastConnect capabilities they were able to complete the project on time and without incurring any additional charges.
- A national German retailer needed new trunk cables to replace some that were damaged during an extension project. Through the use of the FastShip programme they had 52 trunks ready to leave the Corning facility 36 hours after the order was confirmed.

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- The infrastructure team for one of the world's largest banks was given seven days notice from the networks team of a 40G switch upgrade that could only be implemented in a 2-day planned downtime window over a weekend. Their approvals process left Corning with 4 days to deliver trunks, housings, modules and patch cables to site. Thanks to FastShip they were able to go live by the Sunday afternoon deadline.

So why don't you give us a try and see how our FastShip and FastConnect programmes can help you accelerate your projects to completion faster than ever before.

Just contact our customer service team on +800 2676 4641/44 or via email to [emea.cs@corning.com](mailto:emea.cs@corning.com) and relax --- you're in safe hands with Corning.

## Product Updates

### LAN Product and Content News:

#### FastShip Technologie de connecteur UniCam®

Vous recherchez des solutions de connexion optique qui combine performance optique exceptionnelle, souplesse d'installation par l'utilisation des outils à main fluides pour le travail convenable aux endroits les plus inconfortables et fournit un retour visuel sur le succès de la terminaison? Les connecteurs UniCamR sont la solution idéale pour satisfaire à vos exigences en matière de connecteurs à fibre optique installables sur site. Le processus d'installation rapide réduit le temps d'installation total. Les connecteurs UniCam constituent ainsi une solution économique pour les applications de fibre optique.

Pour nos connecteurs et accessoires assortis (voir tableau ci-dessous), nous assurons une expédition rapide adaptée à vos besoins. Le matériel est prêt à partir dans un délai de 72 heures, depuis nos lignes d'assemblage rapide et notre gamme de produits en stock.

Pour plus de détails, [rendez-vous sur les pages de cet document](#).

## An Interview with - Michal Bartkowski



### What is your role at Corning?

I am a product line specialist in fibre optical hardware, covering Europe, Middle East & Africa and Asian Pacific Region (EMEA and APAC). While I focus on the fibre optic solutions for enterprise market, I also support the carrier division of Corning. My day-to-day activities include executing the product line strategy, supporting the development of new products, commercialising new products with the marketing team, working on demand forecasting, and tracking financial and operational performance of the product line.

Although I joined the company 18 months ago in this role in April 2014, my work with Corning started when I was a student, where I helped to load product data into the database and organise the

catalogue. I came back to the company after I graduated because I appreciated the strong culture of openness and the focus on quality and integrity.

### What do you enjoy about your role?

My role combines an abundance of activities with lots of responsibilities. I work together with different departments spanning one side of the business to the other. This also means I work with suppliers and customers, along with other people on the product line, following the product from its beginnings as an idea all the way to when the product goes to market.

I have to have an eye on the big picture and overall strategy and profitability, while simultaneously focusing on the little details, like mock-ups and cost reductions down to the tiniest screw. As we're global, I get in touch with teams spanning the world, in China and America among other countries. That's the fun of my role – I'm never bored as I

take on ever-changing tasks, challenges and activities.

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

The biggest new product I've been working on recently is the enterprise release of EDGE8, as it was released last month. In combination with my colleagues, we've been working hard in the background, in order to set it up for EMEA to release the hardware.

Other projects I've been working on are the tweaking of the LANS and LANC offering, as well as setting up new configurations for the FastShip programme.

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

To relax, I mainly take part in sports, whether it's running, biking or going to the gym. Recently I joined a jujitsu club so I'm looking forward to getting sucked into that.

Most recently, I went on a mountain biking vacation – I biked 200km over three days south of Munich. I really believe in the power of exercise to help you stop thinking about work, increase those oxygen levels and help you get some sunlight! As you rush through the woods on your bike, you need to be very present and focused on the moment, but at the same time you have the pleasure of enjoying the nature around you.

## **Additional News**

### **The FAST ones!**



FAST in every way...to give faster responses to their customers Anthony Robinson and Jason Janson raised their fitness levels and rode their bikes through Berlin.

### **Inspired by Glass: Realising the Vision Symposium**

Corning's "A Day Made of Glass" video was showcased as part of the 2015 "Realising the Vision" symposium. The event, hosted by Corning, was attended by thought leaders and designers to discuss how highly engineered glass, with companion technologies, could help shape our world. [Watch the video now](#)

### **Did you know?**

Corning recently completed the acquisition of Samsung Electronics' Fiber Optics Business to support optical communications growth in Asia. [Find out more](#)