

# Corning Enterprise Newsletter

Issue 7, 2015



## Product Focus

### Passive optical LAN (POL) for the Hospitality Market

Passive optical LAN (POL) replaces traditional Ethernet network aggregation electronics and copper cables with passive optical splitters and single-mode fibre. In a hotel environment, this technology can bring fibre straight to the room.

#### Simple design and architecture:

- Optical Network Terminal (ONT) in each room
- Compact, light, single-mode fibre through the building
- Small passive optical splitters on each floor
- Optical Line Terminal (OLT) in the server or communications room



#### Benefits of a passive optical network in a hospitality environment:

- **More space for additional rooms & revenue generating real estate**
  - Eliminates the need for telecoms rooms saving up to 90% room and rack space
- **Reduce power consumption & improve green credentials**
  - No edge switches and no need for air conditioning to cool switches on the floors
- **Cheaper, faster, and less disruptive moves, adds and changes (MACs)**

- No need to install new cables between the telecoms room and guest rooms for new services
- **Up to 70% lower capital expense to deploy**
  - Fewer expensive active components
- **Increased longevity**
  - An infrastructure to last 50+ years supporting up to 100 Tbps capacity
- **Increased security**
  - More secure than copper, difficult to tap and no Electromagnetic Interference (EMI) to pick up

What's more, you can deploy differentiated services for families, business, leisure, and luxury markets without having separate networks to maintain and operate.

Please view the latest collateral for further reference:  
LANscape® Passive Optical LAN Solution Overview  
[download our brochure](#)

LANscape® Passive Optical LAN Features and Benefits  
[download the benefits sheet](#)

See the Lightsm Webinar on Passive Optical LAN (POL)  
[watch now](#)

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## Product Updates

**Data Centre Product and Content News:**

**Application Engineering Notes for EDGE8™ Solutions**

View our Applications Engineering notes:

- [Connectivity Solutions Utilising Base-8 Structured Cabling](#)
- [Choosing the Correct Harness for your Switch](#)

### **Green Mountain Case Study**

A unique green data centre deep inside a mountain situated on an island in a remote Norwegian fjord. The Tier III+, carrier-neutral, high-security data centre utilises 100 percent renewable hydroelectric power and the efficient cooling of the adjacent fjord to provide a PUE of less than 1.2. Read how the fast track implementation of the cabling solution enabled Green Mountain to quickly hand over the server room infrastructure to a highly satisfied client. [Download here](#)

**LAN Product and Content News:**

### **New handler for UniCam® connectors improves usability**

The UniCam connector has been the industry's leading no-epoxy/no-polish connector for over 20 years, in part due to the continuous improvements that have been made since its introduction. Beginning in November, all UniCam connectors will begin

shipping with a new (purple) handler designed to improve usability and finger access. The connector can only fit in the tool one way. This product improvement comes at no additional cost for you, and part numbers stay unchanged.



- [Visual Instructions for the UniCam High Performance tool kit with FBC-007 cleaver](#)
- [Visual Instructions for the UniCam High Performance tool kit with FBC-007 cleaver and double-sided fiber handler](#)
- [Visual Instructions for the UniCam High Performance tool kit with FBC-007 cleaver and single-sided fiber handler](#)
- [Visual Instructions for the UniCam High Performance tool kit with FBC-015 cleaver](#)
- [Visual Instructions for Terminating 250  \$\mu\$ m fiber with a UniCam High Performance tool kit](#)

### **Upcoming changes in single-mode product portfolio**

Good news! We are in the process of updating our single-mode portfolio, upgrading products that contain [Corning<sup>®</sup> ClearCurve<sup>®</sup> XB optical fibre](#) with our new [Corning<sup>®</sup> SMF-28<sup>®</sup> Ultra fibre](#). This change will happen by the end of the year. This innovative premium single-mode optical fibre is the first in the market to combine the benefits of industry-leading attenuation with improved macrobend performance.

Further details will follow in the coming newsletters – please stay tuned.

### **FutureCom™ xs500 Mid-Range Cat.6A copper jack in a new dress**

The xs500 is a fully shielded, standards-compliant and third party certified Cat. 6A copper jack offering flexibility and quick installation for high-performance copper cabling projects.

The durable Keystone jack with its compact housing with the new clip design is ideal for a variety of installation scenarios, and provides compatibility with a wide range of

hardware from outlets to panels. This new design will start shipping from November 2015.

The integrated dust cover can be closed when the port is not being used, and replacement dust covers in eight colours allow to colour code different segments in the network.

This new design will start shipping during the end of October 2015.

- [Watch the video](#) to see the simple and fast installation.
- [Online Data Sheet](#) is available here.
- You can download the [xs500 Line Card here](#)



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## An Interview with .....



**Kevin Morgan,  
Vice President of Global Marketing  
Enterprise Networks**

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

My role is the commercial lead for the Enterprise Networks Marketing Organisation. I am responsible for the creation and execution of the global commercial strategy. In addition, I assist with the market forecasts and reporting.

I reside within the marketing organisation, where we commercialise products and services. Corning is an organisation built on consensus, so much of my normal day is spent communicating and gaining agreement on the strategy, forecasting, market analysis, and the overall commercial initiatives.

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

Since my role is global, I enjoy the many different people I get to work with. The views and opinions are so varied, and I enjoy learning and understanding the different viewpoints. Also, I do feel I am making an impact on our organisation and assisting the team to achieve our long-term objectives.

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

I have been spending the majority of my time working on the 5-year planning forecast. The forecasting process prioritises the future efforts and investments for the enterprise business. The next step is to finalise our plan for 2016.

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

I really enjoy traveling and seeing new places. I love to read and normally finish two to three books a month. One of my favourite things to do outside of work is painting. I am definitely a novice but enjoy the challenge of expressing myself through art.

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## Additional News

### Our latest videos – Corning® Gorilla® Glass 4

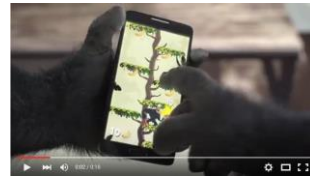
Tough enough to handle child's play, Corning® Gorilla® Glass 4 is designed to be up to two times tougher for drops on rough surfaces.



[Counter Attack](#)



[Sneak Attacks](#)



[Surprise Attack](#)

## Catch Corning

### Events:

DataCenterDynamics Europe: 18th -19th November, London UK, Booth # 345

<http://www.dcdconverged.com/conferences/europe>

DataCenterDynamics Istanbul: 8th December, Istanbul, Turkey, Booth # 15

<http://www.dcdconverged.com/conferences/turkey>

### Upcoming webinars:

EGDE8 Product Launch (English): 3rd November

[Click here](#) to register



DE8 Product Launch (German): 5th November  
[Click here](#) to register

See Outside Plant Fibre Cabling & Closures: 10th November  
[Click here](#) to get more information and register

Fibre Optic Hardware for Harsh Environments: 10th November  
[Click here](#) to get more information and register

**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](#)