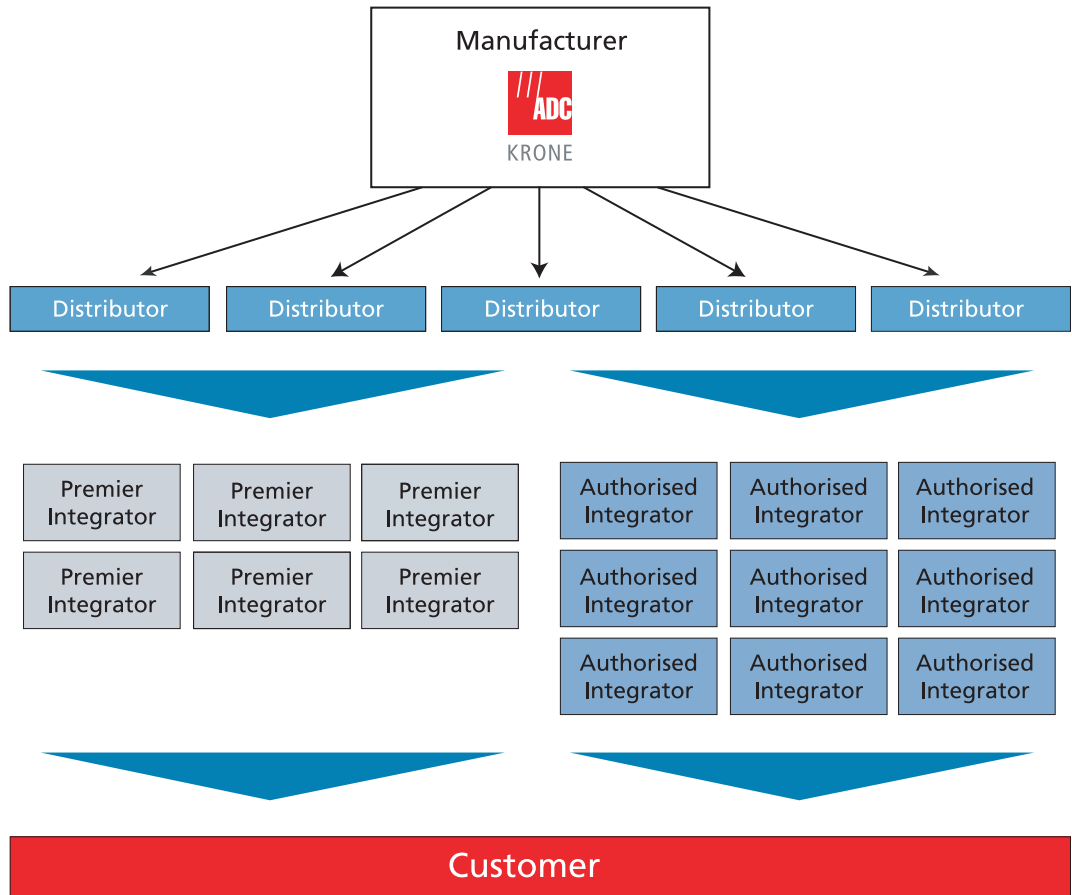


TrueNet[®] Channel Delivery



TrueNet[®] Channel Delivery

High performance product delivery and installation

You have decided upon your TrueNet product requirements and you have a tight time schedule to meet for the installation. But high performance product alone will not guarantee perfect installation.

The TrueNet solution provides you with so much more. At ADC KRONE we are very proud of, and have worked very hard to build, an enviable delivery channel for our products and solutions.

This channel comprises a number of elements designed specifically to deliver the TrueNet

solution to site and have it installed correctly efficiently and effectively.

Professionalism you can rely on

Each of our distributors and TrueNet Integrators have been chosen for their high levels of professionalism, quality and technical capability. Many of our channel partners are specialists in certain areas such as finance, health or education.

This means, that as a customer of ADC KRONE, you will be able to find and use delivery and installation skills tuned to your specific requirements.



www.adckrone.com • Technical Assistance Centre: +32 2 712 6542 • euro.tac@adckrone.com
Freephone (UK only): 0800 960236

TrueNet® Channel Delivery

TrueNet Distributors

Routes to Market have always been critical for establishing and sustaining any successful business. At ADC KRONE our channel to market is absolutely fundamental to the delivery of TrueNet Solutions to you, our customer.

ADC KRONE has, over the years, established a highly effective and respected route to market through Authorised Distributors.

The selection process for distributors is necessarily demanding. Our Distributors must satisfy a number of key criteria including financial, geographical, technical and logistical, prior to being selected. In addition they are monitored and reviewed on a regular basis.

Through our distributors, TrueNet Integrators can access a broad range of installation materials from one supplier "One Stop Shopping" – this means they can obtain all the materials for your installation at one time and at one place.

In summary our distributors add real value to our TrueNet Integrators by:

- carrying a broad range of ADC KRONE products
- will service large and small demand levels
- have ADC KRONE trained internal and external sales and technical support personnel
- can deliver to your premises or direct to site as and when the installation project demands
- carry a broad range of supporting products.

TrueNet Integrator Programme

The TrueNet Integrator programme is at the heart of the new TrueNet solution from ADC KRONE. By choosing to have TrueNet products installed by an approved TrueNet Integrator you are guaranteed a level of quality, performance and reliability second to none.

Add to this the benefits of TrueNet System Warranty and you have the leading edge solution available on the market today which will go on delivering guaranteed levels of performance for 20 years – ensuring real future proofing and piece of mind.

Any structured cabling installer wishing to become a TrueNet Authorised Integrator must complete a rigorous selection and training process. Once accepted onto the programme they are continuously monitored and reviewed. They also have to keep a percentage of their team up to date with ADC KRONE training.

Installation companies who satisfy the selection criteria are awarded "TrueNet Authorised Integrator" status. A small number of these companies, generally the largest and those offering the most comprehensive services to our customer go on to achieve "TrueNet Premier Integrator" status.

Consequently, as a specifier and user of TrueNet solutions from ADC KRONE, you can be confident that you are buying the best and most appropriate products that will be delivered in the fastest and most efficient manner. They will then be installed by an installation company, selected by you, who best satisfy your quality, timing and cost requirements.

And, once installed, you have the peace of mind provided by the TrueNet System Warranty.



Web Site: www.adckrone.com

ADC Communications (UK) Limited. Runnings Road, Kingsditch Trading Estate, Cheltenham, Gloucestershire, GL51 9NQ United Kingdom • Phone: +44 (0) 1242 264 400 Fax: +44 (0) 1242 264 488

EMEA Office:

ADC GmbH, Beeskowdamm, 3-11, 14167 Berlin, Germany • Phone: +49 308 453 1818 Fax: +49 30 8453-1703. For a listing of all ADC KRONE's global sales office locations, please refer to our web site.

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