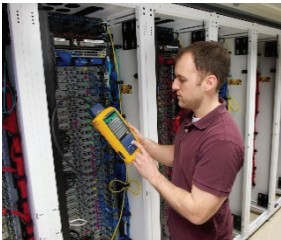




QUICK REFERENCE SALES GUIDE



Datacom Contractors



Datacenter / Network Managers



Communications Service Technicians

Fluke Networks is the worldwide leader in certification, troubleshooting, and installation tools for professionals who install and maintain critical network cabling infrastructure. From installing the most advanced data centers to restoring service in the worst weather, our combination of legendary reliability and unmatched performance ensure jobs are done efficiently.

Why trust Fluke Networks?

- Endorsed by 28 Cabling Manufacturers Worldwide
- Member or Participant in Ten Industry Standards Organizations
- Part of the Fluke Corporation, a leader in testing since 1948

Who relies on Fluke Networks?

- The world's ten largest companies (based on Fortune® magazine)
- Major data center operators: Amazon, Apple, Equinix, Facebook, Google, and Rackspace
- Leading communications providers: AT&T, China Mobile, Deutsche Telekom, NTT, Orange, Verizon
- Financial Leaders: Allianz, Bank of America, Barclays, Industrial and Commercial Bank of China, Morgan Stanley
- Research and Education: CERN, Harvard, Max Planck Institute, Oxford, Stanford

Be sure to mention Gold...

When selling our products, be sure to offer Gold Support to your customers. Gold Support is much more than just a repair warranty. It is a comprehensive maintenance and support program that offers expanded coverage for Fluke Networks' products and accessories. It provides a premium level of support to minimize business downtime and ensure a high return on your investment.

Gold keeps your customers' unit maintained

Benefits	Gold Member	Non-gold Member
Live Technical Support with exclusive phone numbers	✓	
FREE Repair with "first on bench" turnaround service	✓	
Loaner Equipment Service*	✓	
FREE Accessory Replacements**	✓	
FREE Annual Calibration	✓	
Member Only Promotions	✓	
Access to Technical Support	Web, Email and Phone	Web and Email
Response time from Technical Support	<2 Hours	<24 Hours
Customer Support - Phone and Email	24x7x365	7am-5pm (Pacific Time)
Primary Case Handling	Technical Support Engineer	Customer Service Agent

* Available in certain geographies

** Applies to accessories included in the original product bundle

The economic case for Gold is clear when comparing the cost of Gold to the cost of the individual services it replaces.

Product	Repair Cost	Loaner Unit (1 week)	Accessory Replacement	Calibration	24/7 Technical Support	Average Annual Value
DSX	\$1598	\$800	\$583	\$500	\$500	\$4546
OptiFiber Pro	\$2043	\$1110	\$500	\$580	\$500	\$4733
CertiFiber Pro	\$600	\$400	\$227	\$500	\$500	\$2227

For more information on our Gold Support programs, visit www.flukenetworks.com/gold

Gold Support

- Free calibration/factory refresh
- Firmware/software upgrades
- Priority factory repair
- Loaner units during repair
- Unlimited 24/7 Technical Support
- Accessory replacement



VERSIV™

Cabling Certification System

Certifying a cable is one part of a process that starts with systems design and ends with systems acceptance. The faster that process goes, the more profitable you'll be. Unfortunately, there are a lot of things that slow the process down - testing to the wrong limits, waiting for lead technicians to set up or troubleshoot, and incomplete results.

Research from Fluke Networks shows that over 90% of contractors report dealing with issues related to set-up, testing, and reporting every month. ***It adds up to a week of wasted labor on a typical 1,000 drop job.***

Versiv is designed to eradicate these problems. Its ProjX™ System manages job requirements and progress from setup to systems acceptance, making sure all tests are completed correctly. The Taptive™ User Interface simplifies set up, eliminates errors and speeds troubleshooting. The LinkWare Live cloud service gives you control of the whole process: you can set up and track your testers and inspect results from any mobile device while the job is in process. It even lets you upload and integrate results from multiple testers at multiple jobsites so you can quickly generate reports with the de-facto industry standard LinkWare PC. ***Eliminate the problems and get to system acceptance faster with Versiv – and make money every time you use it.***

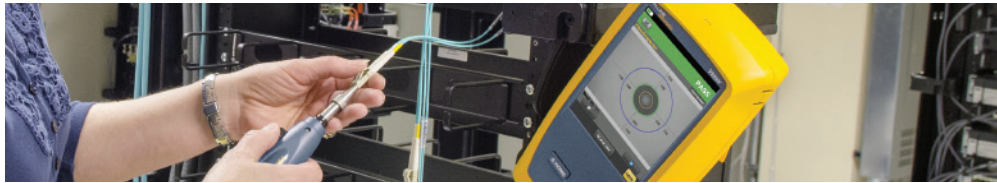


“With Versiv, we spend more time getting the project done and less time setting up and troubleshooting. We’ve seen a significant decrease in missing and incorrect test reports by loading the tester with the settings and cable IDs for multiple projects before heading to the jobsite. This all translates into faster job completion, higher profits, and happier customers.”

**– Dave Lawes, RCDD, Regional Sales Manager
System Tech, Inc.**

Versiv provides everything you need to Certify, Manage and Report on your Cable Installation Projects

Versiv features a modular design with swappable testing modules that provide four types of testing plus report generation software and a cloud service for managing jobs. Bundles are available to combine functions and save money.



DSX-5000 CableAnalyzer™ – Copper Certification	OptiFiber® Pro - OTDR
<ul style="list-style-type: none"> • Unmatched speed for Cat 6A, Class F_A and all current standards • Graphically displays the source of failures including crosstalk, return loss and shield faults • Meets IEC Level V – the most stringent accuracy requirement • Endorsed by cabling vendors worldwide 	<ul style="list-style-type: none"> • Industry's shortest event and attenuation dead zones • Accelerate fiber certification with the fastest set-up and trace times • EventMap™ view negates the need for OTDR Trace Analysis • SmartLoop tests two fibers in both directions, averaging the losses whilst keeping the tester at one end
CertiFiber® Pro – Optical Loss Test Set	FI-7000 FiberInspector™ Pro
<ul style="list-style-type: none"> • Fastest time to certify – two fibers at two wavelengths in three seconds • Full Encircled Flux compliance, per TIA/ISO requirements • Convenient quad module supports both multi-mode and single-mode loss testing • Extended single-mode distance range to 130 km • Built in Visual Fault Locator 	<ul style="list-style-type: none"> • Automated Pass/Fail certification of fiber optic connector end-faces • Graphical indication of problem areas due to contamination, pits, chips, and scratches • Certify to industry standards - IEC 61300-3-35 • Eliminate human subjectivity from fiber optic connector end-face measurements • Save fiber optic connector end-face views during certification process
<p>Visit www.flukenetworks.com/versivconfig to build your Versiv Kit today.</p>	

VERSIV

Manage and Report on your Cabling Jobs

LinkWare™ Live

Turbocharge your team.

LinkWare Live is a cloud-based service that lets you manage Versiv certification jobs anytime, anywhere, with anyone on any device.

Keep track of every test on every job.

Get an overview of every project from any smart device. Drill down to each individual test. Instantly receive notification of incorrect test setting or cable IDs.

Get it right the first time.

Define cable IDs and test settings from your PC or tablet. Then send them to the testers at the jobsite for mistake-free testing.

Manage Your Testers

Stay up to date. Standards can change without notice, and out-of-date test limits or calibration mean hours of re-testing. LinkWare Live automatically ensures your testers are running the latest.

Test Result Management

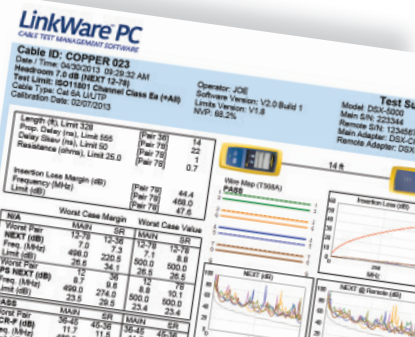
Stop wasting time and gas driving testers back to the office. Upload your test results straight from the job site to LinkWare Live over Wi-Fi. Then download them automatically to the right job for fast report generation with LinkWare PC.

LinkWare™ PC

The job's not finished until the reports are done.

LinkWare Cable Test Management Software lets you manage all the results from multiple testers using one Windows™ PC application.

- Electronically save, maintain and archive test results
- Deliver professional reports in a common format
- LinkWare Stats™ provides a comprehensive view of your entire cable plant's performance
- Standards compliant with the ability to configure and print TIA 606-B documentation
- Simple user interface and time-saving features for increased productivity



Stay Educated with Fluke Networks

Certified Cabling Test Technician Training (CCTT)

Contractors need to train and certify their employees to stay competitive in the installation and certification of high-speed structured cabling systems. Investing in the Fluke Networks, Certified Cabling Test Technician™ (CCTT) two-day training and certification program will not only improve the skills of your installers, but also their effectiveness and productivity on the job in testing, certifying and troubleshooting cabling systems.

The Fluke Networks CCTT course consists of two days, each comprised of three parts: classroom training, hands-on labs, and exam/certification exercises.

www.flukenetworks.com/cctt

Online Training Videos

These videos provide basic training for the complete Versiv family. For each product, a set of videos cover the following topics:

- Unboxing – what comes with the product and what to do with it
- Setting Up a Test
- Running a Test
- Saving and Managing Results
(using LinkWare™ PC and LinkWare™ Live)

Each video is between three and ten minutes in length. The complete series of videos totals about two hours and twenty minutes.

www.youtube.com/FlukeNetworksVideo

Cabling Chronicles Blog

Find out what's new in the world of testing and standards with articles written by Fluke Networks' experts.

www.flukenetworks.com/blog/cabling-chronicles

Knowledge Base

Get the most out of your Fluke Networks investment with tips and tricks plus product updates from our team of support experts.

www.flukenetworks.com/knowledge-base

Live Training Events

Find out about our webcasts, workshops, shows and other live events:

www.flukenetworks.com/news-events

Fluke Networks provides your customers with a variety of ways to stay up to date on our products and testing technologies.

Copper Cable Testing



	MicroMapper™	IntelliTone™ Pro	MicroScanner² Cable Verifier	CableIQ™ Qualification Tester	Versiv™ DSX-5000 CableAnalyzer™
Copper Cable Testing	Fair	Fair	Good	Very Good	Best Choice
Price	<\$130	<\$230	<\$550	<\$1,350	\$10,000 - \$12,000
Cable Verification					
Cable wiremap	✓	✓	Graphical	Graphical	Graphical
Cable length			✓	✓	✓
Qualifies cabling speed (10/100/1000/VoIP)				✓	✓
Cable Troubleshooting					
Identify open/short	✓	✓	✓	✓	✓
Distance to open/short			✓	✓	✓
Locate crosstalk fault				✓	✓
Identify and locate impedance fault				✓	✓
Cable Certification					
Endorsed for warranties up to Cat 6A / Class F _A					✓
Meets Level V accuracy requirements					✓
Port Location ID					
Optional cable IDs			✓	✓	
Digital toning	✓	✓	✓	✓	
Analog toning		✓	✓	✓	✓
Test Documentation					
Reporting software				✓	✓



Copper Installation Tools

Pro-Tool™ Kits	IS60	IS50	IS40
Price	<\$190	<\$160	<\$150
D914™S impact tool	✓	✓	
D814™ impact tool			✓
Electrician's D-Snips	✓	✓	✓
Cable stripper	✓	✓	✓
Mini LED Flashlight	✓		
Dur-a-Grip pouch	✓	✓	✓
EverShapr 66/110 cut blade	✓	✓	✓
Probe pic			✓



Fiber Testing, Troubleshooting and Certification	Inspection and Cleaning		Loss Length (tier 1) Cert			Plant Characteristics and Troubleshooting			OTDR (Tier 2) Certification
	FI-7000 Fiber Inspector Pro	Fiber Optic Cleaning Kits	SimpliFiber Pro® Test Kits	CertiFiber® Pro OLTS	MultiFiber Pro MPO Power Meter & Fiber Test Kits	VisiFault™ Visual Fault Locator	Fiber QuickMap	Fiber OneShot Pro	OptiFiber® Pro OTDR
Fiber Cable Testing	Best Choice	Best Choice	Good	Best Choice	Best Choice	Very Good	Good	Good	Best Choice
Price	\$3,000+	\$100+	\$2,100+	\$8,300+	\$10,800+	\$400	\$2,500+	\$1,700+	\$10,300+
Fiber end-face Certification	✓			Double ended inspection					✓
Check for fiber end-face contamination or damage	✓			✓					✓
Clean contamination		✓							
Check connectivity			✓	✓	✓	✓	✓	✓	✓
Check polarity			✓	✓	✓	✓			
Verify Loss over entire link to ensure loss budget not exceed			✓	✓	✓				
Encircled Flux compliant			✓	✓	✓				



Fiber Testing, Troubleshooting and Certification	Inspection and Cleaning		Loss Length (Tier 1) Cert			Plant Characteristics and Troubleshooting			OTDR (Tier 2) Certification
	FI-7000 Fiber Inspector Pro	Fiber Optic Cleaning Kits	SimpliFiber Pro® Test Kits	CertiFiber® Pro OLTS	MultiFiber Pro MPO Power Meter & Fiber Test Kits	VisiFault™ Visual Fault Locator	Fiber QuickMap	Fiber OneShot Pro	OptiFiber® Pro OTDR
Fiber Cable Testing	Best Choice	Best Choice	Good	Best Choice	Best Choice	Very Good	Good	Good	Best Choice
Price	\$3,000+	\$100+	\$2,100+	\$8,300+	\$10,800+	\$400	\$2,500+	\$1,700+	\$10,300+
Dual-fiber loss testing				✓					
MPO fiber loss testing					✓				
Basic (Tier 1)			✓	✓	✓				
Locate faults						✓	✓	✓	✓
Extended (Tier 2)									✓
Pass/fail results	✓			✓	✓				✓
LinkWare Live - Test result management	✓			✓					✓
LinkWare PC Management Software	✓		✓	✓	✓				✓
Fiber types supported	Singlemode Multimode MPO	Singlemode Multimode MPO	Singlemode Multimode	Singlemode Multimode	MPO	Singlemode Multimode	Multimode	Singlemode	Singlemode Multimode
Source type	LED		LED, FP Laser	LED, FP Laser	LED, FP Laser	Laser	Laser	Laser	LED, FP Laser

Telephone Test Set Comparison



	TS [®] 54 TDR	TS [®] 52 PRO	TS [®] 22A	TS [®] 22	TS [®] 25D	TS [®] 30 / TS [®] 120*	TS [®] 19
Price range	<\$600	<\$475	<\$360	<\$300	<\$260	<\$250	<\$150
Telephone Test Set	Best Choice	Very Good	Good	Good	Good	Good	Good
TDR for distance to Open, Shorts	✓						
Built in Toner	✓						
Display—back lit LCD and glow-in-the-dark keypad	✓	✓			LCD only		
Extended range high-impedance DataSafe operation in monitor mode	✓	✓			✓		
High-impedance DataSafe operation in monitor mode	✓	✓	✓		✓	✓	✓
Data lockout protection	✓	✓			✓		
DSL/POTS filtering technology	✓	✓			✓		
Low/high voltage indication	✓	✓			✓		
Low current (mA) indication	✓	✓			✓		
Over voltage & current protection	✓	✓	✓	✓	✓	✓	
Two-way speakerphone for true hands-free conversations	✓	✓	✓				
One-way amplified speaker for hands-free monitoring	✓	✓	✓	✓	✓		
Waterproof—exceeds American Military Spec. MIL-STD-810E	✓	✓					
RainSafe—safe in severe weather conditions	✓	✓	✓	✓		✓	
DropSafe—passes 20 foot (6 meter) drop test onto concrete	✓	✓	✓	✓		✓	
Stores nine 18-digit numbers in repertory dialer (speed dialing)	✓	✓	✓	✓	✓		

*TS120 for outside North America only. 67/33 break/make ratio.

Copper Line Verification



	TDR	Tone & Probe	Pocket Toner
	TS®100 PRO	PRO3000™	PTNX8-VV-PRO
Price	<\$820	<\$100	<\$160
Copper Line Verification	Very Good	Good	Good
Line Verification			
Cable Length	✓		
Line Troubleshooting			
Identify Open/Short	✓	✓	✓
Distance to Open/Short	✓		
Tone Generator	✓	✓	
Pair Identification	SmartTone	SmartTone	8-ID Caps
Line Voltage	Numeric Measure		Status Indicator
Loop Current			
Dial Tone Detection			✓
Polarity			✓
Bridge Tap Detection	✓		

Electrical Contractor Telecom Kits



	Telecom Kit I	Telecom Kit II
TS30 test set with angled bed-of-nails cord	✓	
Pro3000 analog tone and probe	✓	
D814 impact tool	✓	✓
Electrician's D-Snips	✓	✓
Cable stripper	✓	✓
EverSharp 66/110 cut blade	✓	✓
Standard 4-wire modular adapter	✓	✓
Probe pic	✓	✓



Sale Registration Program Increases Margins

Register your sales opportunity with Fluke Networks and increase your profit margins. That means more money in YOUR pocket!

Registration discounts are available on OptiFiber Pro and MultiFiber Pro.

Registration discounts for DSX-5000 Cable Analyzer and CertiFiber Pro available to enterprise, non-contractor end-users only.

For more information and to take advantage of this program, please contact your Fluke Networks sales representative or call **1-800-283-5853** or email sales@flukenetworks.com

**Make sure your customers know
all the current promotions, please visit
www.flukenetworks.com/promotions**

Contact Us

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Training Email: training@flukenetworks.com



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Fluke Networks operates in more than 50 countries worldwide. To find your local office contact details, go to www.flukenetworks.com/contact.

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