


# **LAN**sense

INTELLIGENT INFRASTRUCTURE MANAGEMENT  
TAKE CONTROL OF YOUR NETWORK



 Nexans



"59% of network problems  
are directly related to LAN  
infrastructure and its connections."<sup>1</sup>

With satisfied customers all over the world,  
Nexans has proven experience in  
network infrastructure design and  
management to keep business moving.

A well-controlled, reliable LAN infrastructure is a critical business enabler. This need comes against a backdrop of increased complexity and accelerated change which is becoming almost impossible to manage manually.

## A RELIABLE INFRASTRUCTURE KEEPS INFORMATION FLOWING SMOOTHLY

### › **Managing change – an increasingly complex task...**

Managing change, ensuring security, and complying with increased regulation requires proper control of the LAN, a task which is becoming increasingly complex:


- More data movement at increased transmission speeds.
- More data storage.
- 24/7 computing.
- Remote administration/technical support.
- IP Convergence: delivering VoIP, CCTV, access control, and security over the LAN.
- Monitoring and controlling power consumption.

### › **Managing risk – a business obligation**

Network security breaches can damage both business operations and customer relations. Infrastructure faults are a prime cause of LAN failure and typically consume 39% of most IT managers' time. Lengthy downtime costs businesses money through lost opportunity and lower revenues, and with the implementation of regulations such as Sarbanes-Oxley Act, CEOs can be held personally responsible.

Until now, standard network management tools could not actively pinpoint the physical location of the devices and/or faults on a LAN, wasting valuable staff time. But that has changed with a dynamic solution that automates a wide range of network management processes.



A woman with short brown hair, wearing a dark blazer over a dark button-down shirt, stands in a server room. She is holding a glowing orange horizontal bar with her right hand. The background shows server racks with green lights. The lighting is dramatic, with a strong green tint and a bright orange glow from the bar she is holding.

"The average local  
area network crashes  
70 times per year."<sup>2</sup>

LANsense significantly reduces  
network downtime by automatically  
detecting faults, security breaches,  
device changes, and connection  
issues, whilst identifying the most  
likely location of the incident.

Sophisticated, reliable control has come to LAN management. LANSense is the world's leading Intelligent Infrastructure Management (IIM) solution featuring flexible, open architecture that works in conjunction with most existing network management systems. It provides unprecedented network security and advanced asset management features.

## EXTENDING IT OPERATIONAL EFFICIENCY TO THE PHYSICAL LAYER

### › Knowledge is control...

LANSense provides visibility of a physical network by automatically mapping, locating, reporting and alerting on any network 'event', whether this is the logical connection/disconnection of a device or a physical change to the infrastructure.

By ascertaining network physical and logical connectivity in real-time, LANSense can discover what devices are connected where, providing 100% accurate records and can be configured to raise alerts on unauthorised activity day or night.

Additional information is provided by the environmental monitoring and access control devices, which can monitor and control power whilst measuring environmental parameters such as temperature and humidity. These devices also deliver real-time identification of changes and produce trend data for any single or group of physical systems.

### › Delivering true cost of ownership savings...

LANSense solutions help manage change, delivering a fast return on investment by:

- Automatic generation of work orders and database updates for MACs (move, add, change).
- Reducing fault incidents for improved network uptime.
- Increasing network security, helping to isolate and prevent unauthorised breaches.
- Optimising asset utilisation through centralised, integrated control.
- Assuring business continuity and disaster recovery is implemented and maintained correctly.
- Increasing efficiency by monitoring and controlling your power consumption.
- Monitoring and controlling your carbon footprint and power consumption.







LANsense lets businesses dynamically manage and control their IT environments in a wide range of workplace settings. Each system can be specifically tailored for optimal functionality to manage services, oversee applications like security and access control, as well as the physical supervision and location of all connected devices.

## FLEXIBILITY TO ADDRESS THE NEEDS OF DIFFERENT WORK ENVIRONMENTS

### › Enterprise

- Fast/effortless MAC (move, add, change), including a history log.
- Know where every network device is physically located.
- Optimise use of expensive switch ports.
- Asset management studies and report generation.
- Network security for unauthorised MACs or network/facility breaches.
- Integrated power management and control.

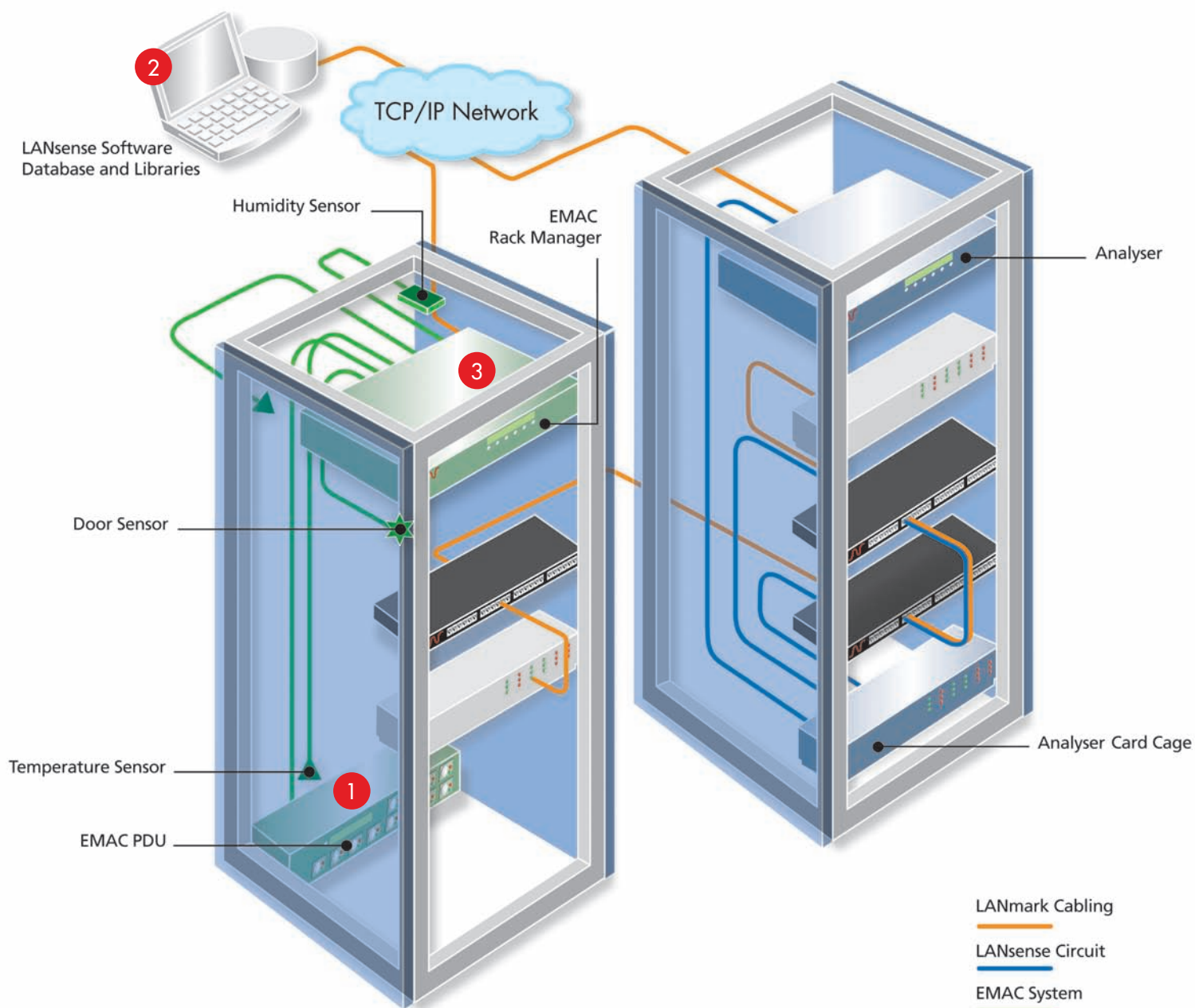
### › Data Centres

- Managing a highly complex infrastructure, for networks with a requirement for more reliable data exchange and storage than typical LAN.
- Quickly retrieving archived data to satisfy legal compliance mandates.

- Supporting 24/7 operations and e-commerce.
- Monitoring/managing critical environmental controls.
- Integrated power management and control with environmental monitoring.

### › Converged Networks

- Management and documentation of all IP devices (voice, video, security, access control, etc.)
- Reduce complexity and cost by running converged devices using single cable network.
- Individual devices become more powerful tools when data is linked. Systems can be configured to integrate devices more effectively and to take appropriate actions. e.g. activation of intruder alert automatically tells cameras to increase frame rate, etc.





Nexans supplies the complete Intelligent Infrastructure Management package including both hardware, software and support services. An understanding and recognition that individual customers have different needs is a cornerstone of Nexans approach and by offering a broad range of products, LANsense can accommodate the diverse spectrum of different business requirements.

## LANSENSE – A COMPLETE INTELLIGENT INFRASTRUCTURE MANAGEMENT SOLUTION

### › LANsense Components

- **LANsense Software** – The LANsense software is a control and reporting tool. Three levels of software are available:
  - › **LANsense:** an entry level package delivering 'out of the box' functionality and standard reporting
  - › **LANsense Enterprise Edition:** a fully featured package which can be customised according to the individual client requirements
  - › **LANsense Data Centre Edition:** a fully featured, customised package with specific tools designed to meet the operational needs of data centre managers
- **Analysers** – the LANsense analysers detect the port connectivity in the patch panels and feed the output to the software database.
- **Patch Panels and Cords** – LANsense patch panels and cords incorporate sensor circuits to detect the insertion or removal of cords.

### › EMAC Solutions

- Environmental monitoring and access control products to help manage power consumption and provide information on environmental conditions. Products include:
  - › **LANsense Rack Manager and Raw Controller:** a solution to effectively implement remote monitoring at data centres.
  - › **LANsense power distribution units:** measure critical power and energy parameters in real time.
  - › **LANsense microswitch door sensor, LANsense humidity sensor, LANsense temperature sensor.**
  - › **LANsense Link Box:** a modular solution for the remote monitoring and management of power and energy needs.

### › LANsense can also be tailored to retrofit existing installations...

- LANsense is unique in that it can still be installed as a retrofit option to most 3<sup>rd</sup> party systems by attaching dedicated sensor strips to the existing installation.



"With worldwide staff, Nexans is represented in over 65 countries by more than 1000 Certified Solution Partners and Value Added Resellers."

Many partners and resellers use LANSense to enhance their managed and outsource services offering.

In a world of increasing change and complexity, the need for intelligent infrastructure management and greater control is immense. With its LANsense product line and extensive support network, Nexans has a truly unique offering with a proven track record. No other company can claim more experience or a better reputation.

## EXPERIENCE – THE STRENGTH BEHIND NEXANS SOLUTIONS

### › Expertise – our knowledge can work for you...

Nexans dedicated competence centre builds on the strengths of Nexans' worldwide leadership to research, develop, design, and manufacture intelligent building solutions. The NCS team of committed experts can help you to find solutions to reduce operational costs in an increasingly diverse range of markets.

### › A tried and tested solution...

With over a million installed LANsense ports, our track record includes clients such as HSBC, BP, UBS, Standard Bank, and Friends Ivory. No other company can claim this level of expertise in IIM.

### › Valued Partnerships...

Nexans global network of value added partners ensure years of trustworthy service and support. From certified installers to fully trained and qualified LANsense integration partners, Nexans adds both value and confidence.

### › Global Service & Support...

As a global leader in IIM and LAN cabling systems, Nexans has the experience, size, technical expertise, and global reach to offer the widest choice of performance driven infrastructure solutions for any type of application, environmental or practical need.

Supported by a Key Account Management approach to all aspects of design, installation, and global rollout, Nexans deliver reliable responses to the most demanding challenges.



## About Nexans

With energy as the basis of its development, Nexans, the worldwide leader in the cable industry, offers an extensive range of cables and cabling systems. The Group is a global player in the infrastructure, industry, building and Local Area Network markets. Nexans addresses a series of market segments: from energy, transport and telecom networks to shipbuilding, oil and gas, nuclear power, automobiles, electronics, aeronautics, material handling and automation.

Nexans is a responsible industrial company that regards sustainable development as integral to its global and operational strategy. Continuous innovation in products, solutions and services, employee development and engagement, and the introduction of safe industrial processes with limited environmental impact are among the key initiatives that place Nexans at the core of a sustainable future.

With an industrial presence in 39 countries and commercial activities worldwide, Nexans employs 22,700 people and had sales in 2009 of 5 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

For more information, please consult [www.nexans.com](http://www.nexans.com).

In the field of LAN Cabling Systems, Nexans Cabling Solutions offer a complete range of products and value added services providing improved reliability and reduced cost of ownership for Network Managers, together with faster installation times for installers.

In addition to LANmark™ brand cabling systems, Nexans also specialises in LANsense™ Intelligent Infrastructure Management (IIM) products including Environmental Monitoring and Access Control (EMAC) devices.

Nexans offers an unrivalled choice of LAN infrastructure solutions to a global customer based through an extensive network of regional offices and Key Account Management team.

For more information visit [www.nexans.com/LANsystems](http://www.nexans.com/LANsystems)



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