



SIEMON

NETWORK CABLING SOLUTIONS

CORPORATE OVERVIEW

INNOVATION SINCE 1903

Through over 100 years of quality, service, innovation and value, Siemon has grown from artificial staghorn knife handles, to the new century's most innovative cabling systems. Honing its skill in the seminal telecommunications industry of the 1920s with the 30A connecting block, through the 66 block in the 1960s, and at the forefront of the computer age, Siemon has driven and anticipated the communication needs of four generations.

Holding over 400 patents, Siemon is no stranger to firsts. The company continually leads the industry, raising every expectation as it launches some of the century's most important cabling innovations:

- The first fully compliant Category 5e cabling system – four-years before standards ratification
- The first Category 6/Class E cabling system – four-years before standards ratification
- The first Category 7/Class F cabling system – four-years before standards ratification
- The first standards-approved industrial ethernet connectivity in 2002
- The first 10 gigabit-ready, UTP, screened and shielded copper cabling system in 2003.

THE CABLING SYSTEMS SPECIALISTS

At Siemon, we design, develop, manufacture and support the products and services you need to implement an IT infrastructure capable of serving your strategic business needs today, and into the future. Siemon built its heritage providing the highest quality, best performing structured cabling systems available, anywhere. We are the structured cabling specialists.

Siemon offers the most comprehensive solution set in the industry – all of which supports advanced applications for today and tomorrow. Combined with the industry's best warranty and support services, Siemon is the choice for complete network cabling solutions.

Your cabling infrastructure is the very foundation of your business success. A solid structured cabling system, designed to withstand the future's most bandwidth intensive applications, will, through longevity and security, provide the best return on your IT investment. With offices and training facilities serving every major market throughout the world, Siemon is a true global operation that can deliver that solid structured cabling solution, anywhere on the planet.

Structured cabling is the foundation of a successful Intelligent Building Network and the basic investment upon which all other network equipment depends.



IMAGINE

THE POSSIBILITIES

Conversing with a colleague across the globe right from your PC over an IP-based video conferencing system.

A doctor in New York reviewing your condition while you lie in an MRI chamber in Milan.

High resolution imaging making airport security 100% fool proof.

Listening to an e-mail.

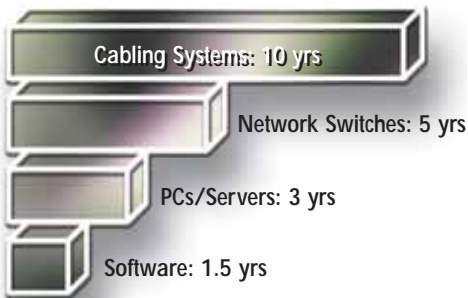
All this and so much more is within our grasp. With the right infrastructure and the right amount of bandwidth...Imagine the possibilities.

THE NEED FOR INCREASED BANDWIDTH

Emerging bandwidth-intensive applications like voice over IP, IP-based videoconferencing and digital audio and video are reality. Businesses expect their information technology (IT) investment to impact their bottom line; to increase sales, decrease operational costs and improve product quality. Now, more than ever, information plays a vital role. The successful delivery of that information within and across enterprises – globally – is an absolute necessity. To that end, a reliable, high-performance IT cabling foundation is key.

STRUCTURED CABLING IS AN ASSET

Cabling Life Cycle



Source: EIA/TIA-568, HP, Siemon

Network Investment



A cabling system supports and outlives most network components, yet represents only 5% of the total network investment.

Source: Obtained from various articles and studies.

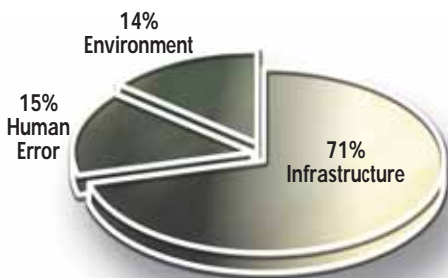
Cost of Downtime



Network downtime costs between \$1,000 and \$50,000 an hour. Preventing downtime with the use of the Siemon Cabling System can save substantial amounts of money.

Source: Infonetics

Causes of Network Downtime



The infrastructure: Hardware (25%), software (25%) and the network cabling system (21%) were the root causes for 71% of network downtime.

Source: Sun Microsystems/Gartner

STATE-OF-THE-ART FACILITIES

In the high-tech, high-speed world of information technology, what does it take to be among the telecommunications industry's leading manufacturers?

The answer is simple: **great manufacturing capabilities.** With a history that stretches back over 100 years, Siemon continually earns its world-class reputation for producing high-quality products. Siemon re-invests in research and development, new equipment and forward-evolving capabilities. This extraordinary commitment is evident in Siemon's state of the art facilities, precision processes and dedicated staff.



Great design is critical. Siemon engineers study the industry, delving deeply into customer needs, both for today and tomorrow. They then utilise advanced tools such as solid modelling (Pro/E), rapid prototyping (SLA), and finite element analysis, to realise first-to-market solutions that meet our customers' forward looking needs.



Global Project Services (GPS):

The Siemon Global Project Services team takes the lead. To simplify your projects they provide a single point of contact for materials, labour and logistics as well as pre-qualifying contractors and maintaining a comprehensive global database.



Siemon Labs

Siemon Labs is the R&D hub; dedicated to the development of cutting edge innovation. In addition to its primary R&D function, Siemon Labs is responsible for developing and utilising advanced test methods to verify and validate product performance.



Making quality automatic.

Much of our facility's state of the art equipment is designed and built by Siemon automation engineers who pride themselves on the quality and efficiency of their work. By continually developing new methods, processes and procedures, quality levels and capacities rise while defects are eliminated.



Putting it all together.

Siemon headquarters in Watertown, CT is the primary manufacturing and assembly operation. Siemon engineers and manufacturing experts work closely with assembly teams to ensure that quality and reliability are fully integrated into each product.



We get our product components from a very reliable source – ourselves.

When Siemon engineers design a new product, they do so knowing that the individual components are manufactured to the most exacting standards. Precision in-house capabilities include metal stamping, metal forming, and plastic injection moulding.



From here to the rest of the world. Our workflow-optimised manufacturing facility is the logistical heart of the company, the worldwide launching pad for Siemon products. Through cross-functional brainstorming, time and labour saving features were incorporated into the design of the Siemon facilities to heighten efficiency. Over 1 million connections are shipped from Siemon locations daily.



To make a great end product, start at the beginning. At Siemon, we ensure our product quality by selecting top grade raw materials. For both plastic and metal components, Siemon specifies all materials and manages the entire manufacturing process. This degree of control provides a level of quality assurance that is impossible without Siemon's total process integration.



At the heart of it all. Customer service is the first point of contact for many customers. Physically and strategically located at the centre of the Siemon organization, this crucial link to distributors, installers and end-users is able to work closely with manufacturing, production planning and shipping to fill orders quickly and efficiently.



The watchful eye of quality control. At each step of the manufacturing process – from inspection of raw materials to the testing of assembled products – Siemon is committed to quality. For high volume production, Siemon employs cutting-edge quality control technology, such as vision systems, to ensure the highest product quality and reliability.

INNOVATION —

The Siemon Company has developed over 400 patents to assure that the performance of the Siemon Cabling System® and its components exceed standards specifications.

QUALITY — Siemon engineers use the most advanced technological tools, resources and industry standards as a basis for new product development, ensuring highest quality and performance.

GLOBAL NETWORK —

An international network of Certified InstallersSM supports both multi-site and multi-national end-users. Siemon training centres are located strategically around the world and the curriculum is continually updated to include best practices from relevant TIA and ISO standards and Siemon engineering innovations.

RELIABILITY — When installed by a Siemon Certified Installer, Siemon offers extended 20-year cabling system warranties.

Dedication found

within every

department of

The Siemon Company

is key to realising

our ultimate goal.

LEADING ORGANIZATIONS SPECIFY SIEMON

BANKING/INSURANCE

ABN AMRO Holding
American Express
AMP
Bank of China
Bank of New York
Bank One
Beijing Financial Bureau
Blue Cross Blue Shield
BMP Paibas
BMW Financial Services
Cendanat
Center Bank
Charles Schwab
Chubb
Citi Group
Commonwealth Bank
Credit Suisse
Czech National Bank
Deloitte & Touche
Deutsch Bank
Discover
Donaldson, Lufkin & Jenrette
Ernst & Young
First Boston
Goldman Sachs
HSBC
ING Group
JP Morgan Chase
Lehman Brothers
Mastercard International
Merrill Lynch
Morgan Stanley
NASDAQ
National Reserve Bank
National Westminster Bank
PacifiCorp
Pricewaterhouse Coopers
Progressive Insurance
Tullet & Tokyo Forex
Washington Mutual
Zurich Financial Services

EDUCATION

Baylor College of Medicine
Brigham Young University
Boston College
Camdon County College
Dartmouth College
Davidson College
East Carolina University
Emory University
Georgetown University
Harvard University
Nevada State College
Oxford University
Princeton University
Rice University
Ramapo College
Rowan University
Salt Lake Community College
Seattle University
Texas Southern University
Tulane University
Thomas Jefferson Library
University of Alabama at Birmingham
University of Florida
University of Madrid
University of Mexico
University of North Carolina/Charlotte
University of Pennsylvania
University of Technology Sydney
University of Utah
Utah Valley State College
Washington and Lee University
Washington University of St. Louis
Western Kentucky University
Westminster College (SLC, UT)
Yale University

GOVERNMENT

BAE Systems
Beijing Water Authority
City of Westminster
City of Wyoming

Civil Aviation Safety Authority
Defense Threat Reduction Center
FBI
IRS
Job Corps
National Guard
National Weather Center
New South Wales Police
Parliament House Australia
Scottish Hydro Electric
State of Connecticut
United Nations
U.S. Army
USDA
U.S. Department of Energy
U.S. Federal Court System
U.S. Coast Guard
U.S. Marine Corps
U.S. Navy
U.S. Post Office
Washington Visitor Center

HEALTHCARE/PHARMACEUTICAL

Abbot Laboratories
Advance PCS
Astra Zeneca
Baylor Medical Center
Children's Hospital Philadelphia
Clinic Leicester Royal Infirmary
Conemaugh Valley Hospital
Deaconess Medical Center
DeKalb Medical Center
Eli Lilly
Gems Metropolitan Family Health
Imperial Cancer Research Fund
Johnson & Johnson
Kaiser Permanente—Kaiser Koolau
Mayo Clinic
Merck
National Institute of Health
Novartis
PaciCare Health Systems
Princeton Medical Center
Sacred Heart Medical Center
Salisbury Health Authority
Sanofi/Aventis
Tenant Healthcare
Wilcox Memorial Hospital
Yale—New Haven Hospital

MANUFACTURING/INDUSTRIAL

American Electric Power
Archer Daniels Midland
BASF
Beijing National Wealth Plaza
BMW
Ciba Geigy
Cincinnati Milacron
CMS Energy
Coca Cola
Con Edison
Conoco Phillips
Daimler Chrysler
Delphi
Dow Chemical
DuPont
EDS
Exxon
Ford Motor Company
General Electric
General Motors
Georgia Pacific
Halliburton
Hyundai Electronics
LG Electronics
Imation
Ingersol Rand
Johnson & Johnson
Kuala Lumpur City Center
Matsushita
Merck
Microsoft
Midland
Nestlé
Olin

Petronas
PeopleSoft
Ray-O-Vac
Raytheon
Ricoh
Robert Bosch
Royal Dutch Shell Group
Sara Lee
Seagate Malaysia
Sino Chemical Group
Sony
Southern State Power
Sysco
Toyota Motors
Volkswagen
XCEL Energy
Xerox

RETAIL

Ace Hardware
Advanced Autoparts
Albertsons
Amazon.com
Best Buy
Clorox
Circuit City
Coles Myer
Federated Stores
Fujitsu
Hollywood Video
J. Crew
KMart
Lowe's
News Corp
Nieman Marcus
Sears
Sotheby's
Staples
Target
Toys "R" Us
Walgreens
Wal-Mart
Woolworths

TELECOMMUNICATIONS

AOL/Time Warner
AT&T
Cellular One
China Telecommunications
Comcast
Computer Sciences Corporation
General DataComm
HBO
Hewlett Packard
Honeywell
IBM
MCI Worldcom
Mitel
Motorola
NEC
NOKIA
Nortel Networks
Qwest
Shanghai Telephone Institute
Siemens Business Communications
Sprint
Telecom Italia
Telestra
Unisys
U.S. West

TRANSPORTATION

Dallas International Airport
Federal Aviation Administration
Japan Tourist Bureau
Long Island Railroad
Malaysian Airlines
Ministry of Railways
Port Authority of New York
Southwest Airlines
Toronto Airport
United Airlines
UPS
Air France Group
Union Pacific



GLOBAL SUPPORT

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