



How to become a Nexans Installation Partner

Installation Partners

- Registered Installer (RI)
- Certified Solution Partner (CSP)
- Premier Solution Partner (PSP)*

Also see LANSense partners

For an application form contact Nexans or your distributor.

	Registered Installer (RI)	Certified Solution Partner (CSP) & Premier Solution Partner (PSP)
Typical Company Profile	Installation based company primarily working on a large number of smaller installations Technically competent Financially stable Committed to customer service Committed to partnership	Installer involved with larger projects Technically competent, sometimes with some integration skills to support wireless etc. Financially stable and able to support larger projects Committed to customer service Committed to partnership Project design capability Project planning and management capability
Authorised to supply..:	Install Nexans essential products or LANmark, LANconnect, or ISCS copper and offer Nexans Link Certificate	Install Nexans LANmark, LANconnect, or ISCS systems dependent on training Can offer full warranty including labour Authorised to install fibre, wireless, and Power over Ethernet devices dependent on training.
Certification	Company only	Company Minimum 2 individual engineers (1 must be in attendance at each site)
Warranty Offered Nexans Link Certificate Certified System Warranty Installation Liability	Y N N	Y Y Y
Application Process	Application form (available from Nexans or distributor)	Application form (available from Nexans or distributor) Formal Agreement Commercial Assessment Training & Skill Assessment (see training below) Training charged but refunded as Rewards Points claimable once account activated
Training and/or Qualifications	None Product Familiarisation on request	Mandatory 1 day Nexans Qualified Supervisor training covering: - minimum design requirements - product familiarisation 3rd Party fibre qualification Additional training for Wireless/PoE
Validity	1 year - renewable annually	1 year - renewable annually
Documentation & Tools	On approval the installer receives: - Company Certificate - Installer Pack	On approval the installer receives: - Company & Individual Certificates - Installer Pack

*The qualification requirements for a PSP are similar to that of a CSP. However Premier status may be granted on the basis of commitment and loyalty and in conjunction with individually agreed specific targets. For more information please contact us.

Charges may apply for training or demo equipment which may vary by country and/or existing qualification levels. Contact your local Nexans sales representative for more details.

Nexans Cabling Solutions

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