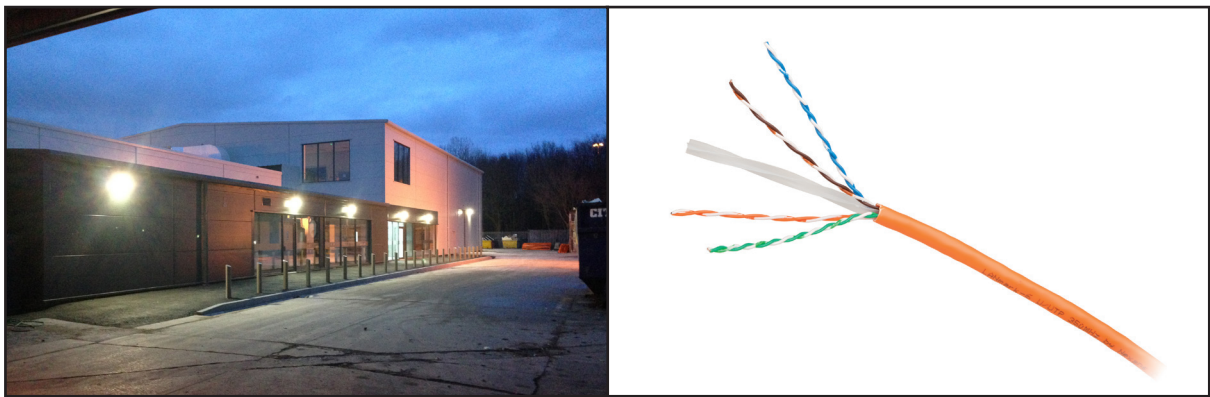


Pharmaceutical leader realises state of the art facility with TNS and NEXANS



Pharmaserve (North West) Ltd chooses Nexans solution to converge new network infrastructure.

Pharmaceutical manufacturer and development company Pharmaserve (North West) Ltd asked Staffordshire-based systems integrator TNS to design a cabling solution, which Nexans helped realise.



"Last year, we received a call from Pharmaserve's head of IT asking if we would be interested in tendering for a project taking place at their site in Runcorn, Cheshire," explains Paul Forster, TNS Technical Design Consultant. "The new build would include several new offices, warehouse areas, clean and dirty rooms and laboratories. Pharmaserve (North West) Ltd needed a system that could support voice, video, data, door access, building management systems and HD IP CCTV applications."

Pharmaserve (North West) Ltd is a division of the O'Brien Group (OBG) that offers development and manufacturing services of pharmaceutical products. After an initial site visit, TNS proposed a design and specified the cable requirements for the project. As a Nexans Certified Solution Partner, TNS were able to provide Pharmaserve (North West) Ltd with a comprehensive solution, taking into account the different applications and services that the client required.

LANMARK CATEGORY 6

"Nexans' LANmark Category 6 cabling solution was chosen for the new build and exceeded the customer's requirements," explains Glynn Phillips Technical Specialist at Nexans. "The Nexans LANmark-6 solution fully supports Gigabit Ethernet applications and provides sufficient bandwidth to accommodate today's hardware and software requirements. Furthermore Nexans LANmark-6 solution has improved benefits in regard to Power-over-Ethernet (PoE/PoE+), with lower heating

effects and connectors tested for "unmating under load", one of the newer requirements that have been introduced.

"We've been a Nexans Certified Solution Partner since 2009 and have worked with Nexans on a number of projects across the UK and Europe," says Paul. "These included the Virgin Media Broadband headend upgrade and work at a number of data centres around the UK, where TNS has specified a solution to the data centre managers using Nexans LANmark Category 6A solution. Currently, we're working together on a number of tender opportunities, including new builds and data centres."

"As a Nexans Certified installer, TNS are trusted to design and install our products to the required industry standards as well as Nexans' own stringent requirements." Glynn adds. "Good technical resources and day-to-day communication between key personnel in TNS, Nexans and distribution partners ensures professional delivery to end user clients."

HIGH STANDARD

"Pharmaserve (North West) Ltd manufactures and develops pharmaceutical products and are a specialist in MDI (Measured Dose Inhalers)," says Danny Dunwoody, IT manager for OBG, and responsible for facilitating the provision of IT services to a new custom built production facility, including computer systems and telephones. "The Runcorn location has around 100 staff and is currently

Challenges

- Integrated cabling for new offices, labs and other facilities
- Support for voice, video, data, access, building management and HD IP CCTV
- Enough bandwidth for planned applications

Solutions

- Nexans LANmark-6 solution
- 25 year warranty on all cabling work
- On-site support & training

Benefits

- Full support for Gigabit Ethernet applications
- Power-over-Ethernet (PoE/PoE+)
- Confident reliability

growing. On site facilities include bespoke production facilities and product development laboratories."

"I asked TNS for a unified infrastructure to support the new building, including structured cabling throughout the building and redundant links back to our other buildings at the same location for data and voice connectivity. Furthermore, I asked that the cabling installation be completed to a high specification, in line with the rest of the build. This included an extensive 25 year warranty guarantee on all the cabling work completed."

FULLY INTEGRATED SOLUTIONS

"I was very happy with the installation. Computers, telephones, production lines, CCTV, access control and other systems are now fully integrated into the rest of our site for centralised management, all using the same infrastructure. TNS were very knowledgeable and were always able to anticipate future requirements and adapt to changing circumstances as the build developed."

"Since this build, we have also extended our development laboratories and have again used TNS and Nexans to provide new infrastructure in this area. We plan to extend the development laboratory further in the future."

Systems integration company TNS - Total Network Solutions (Europe) - specialise in network infrastructure and associated training. Initially founded as an approved industry training centre with support services by Paul Forster in 2008, TNS has transformed into a leading systems integration company, providing Design, Installation and testing, from Network Cabling to IP network systems integration with experience in Data centres, enterprise networks and Broadband solutions. TNS has been awarded ISO 9001:2008, ISO 14001:2009 and ISO 18001:2011.

Nexans brings energy to life

Nexans brings energy to life through an extensive range of cables and cabling solutions that deliver increased performance for our customers worldwide.

Nexans' teams are committed to a partnership approach that supports customers in four main business areas: Power transmission and distribution (submarine and land), Energy resources (Oil & Gas, Mining and Renewables), Transportation (Road, Rail, Air, Sea) and Building (Commercial, Residential and Data Centers).

Nexans' strategy is founded on continuous innovation in products, solutions and services, employee development, customer training and the introduction of safe, low -environmental-impact industrial processes. In 2013, Nexans became the first cable player to create a Foundation to introduce sustained initiatives for access to energy for disadvantaged communities worldwide.

We have an industrial presence in 40 countries and commercial activities worldwide, employing close to 26,000 people and generating sales in 2014 of nearly 6.4 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

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 Automated Infrastructure Management (AIM) 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



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