

Qualified Partner Programme QPP

Security for IT Managers "from a state of mind to a state of fact"

Felice Guarna

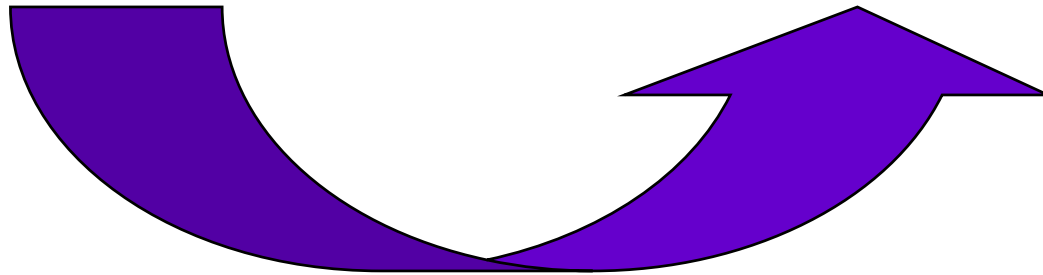


Convincing cabling solutions

IT manager, is he different from any person?

The state of being secure....

- The freedom from fear, anxiety, danger
- Protection or defense against attack, interference, espionage



The fears, anxiety, dangers

- Network break-down
- Data loss
- Continuity of vital data flow
- Capacity (bandwidth)
- Hardware reliability
- Ability to fix above

Emotional state drives attention on external actions and however intentional acts

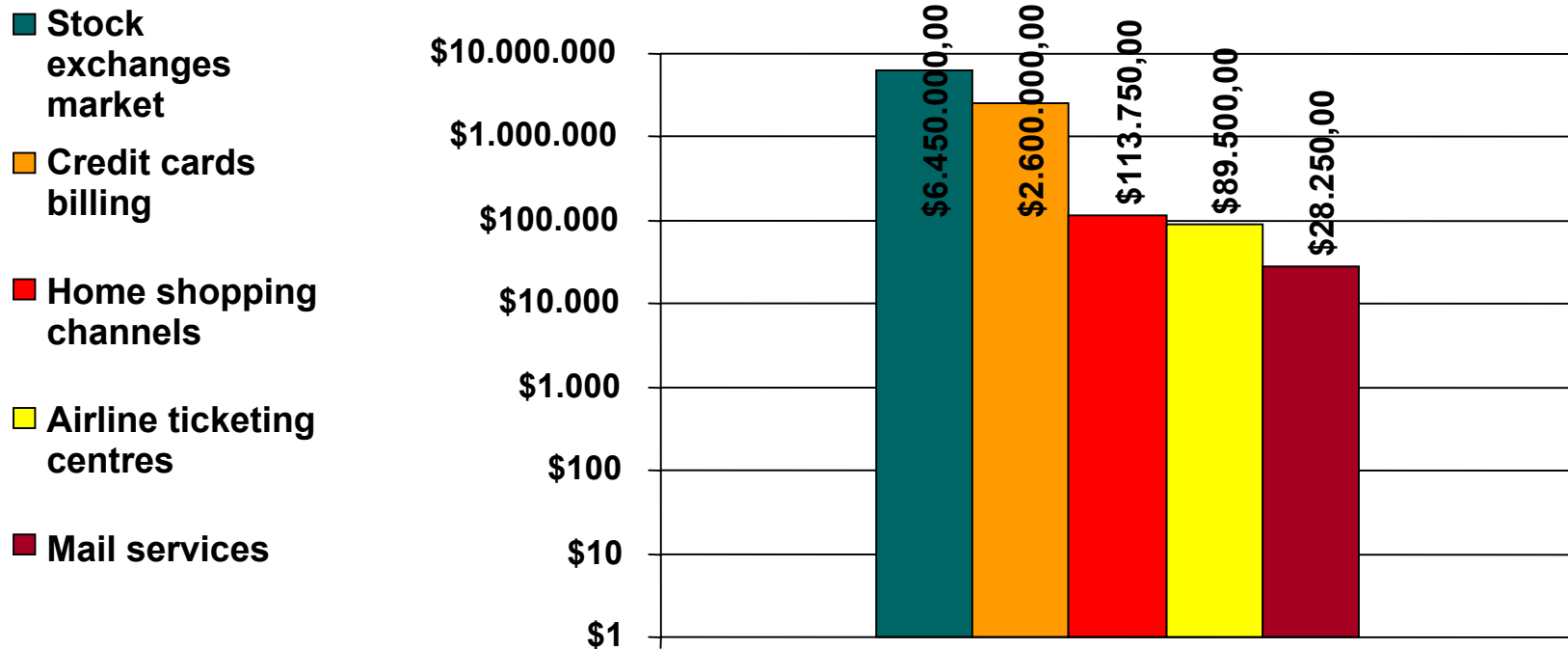
Is problem real?

Is analysis correct?



The problem is REAL!!!!

expenses for downtimes and data-losses/Ø hourly expenses in U.S. \$!



Source: Contingency planning research

The problem is more than REAL !!!!!

Consequences of a complete network break down

- **43% companies**, never opens again!
- **29%** the businesses, closes within two years!



Source: "Disaster recovery planning: managing risk & catastrophe information systems John Togio"

Illogical attribution or.... emotional fears



- Authentication
- Authorisation
- Integrity
- Cryptography

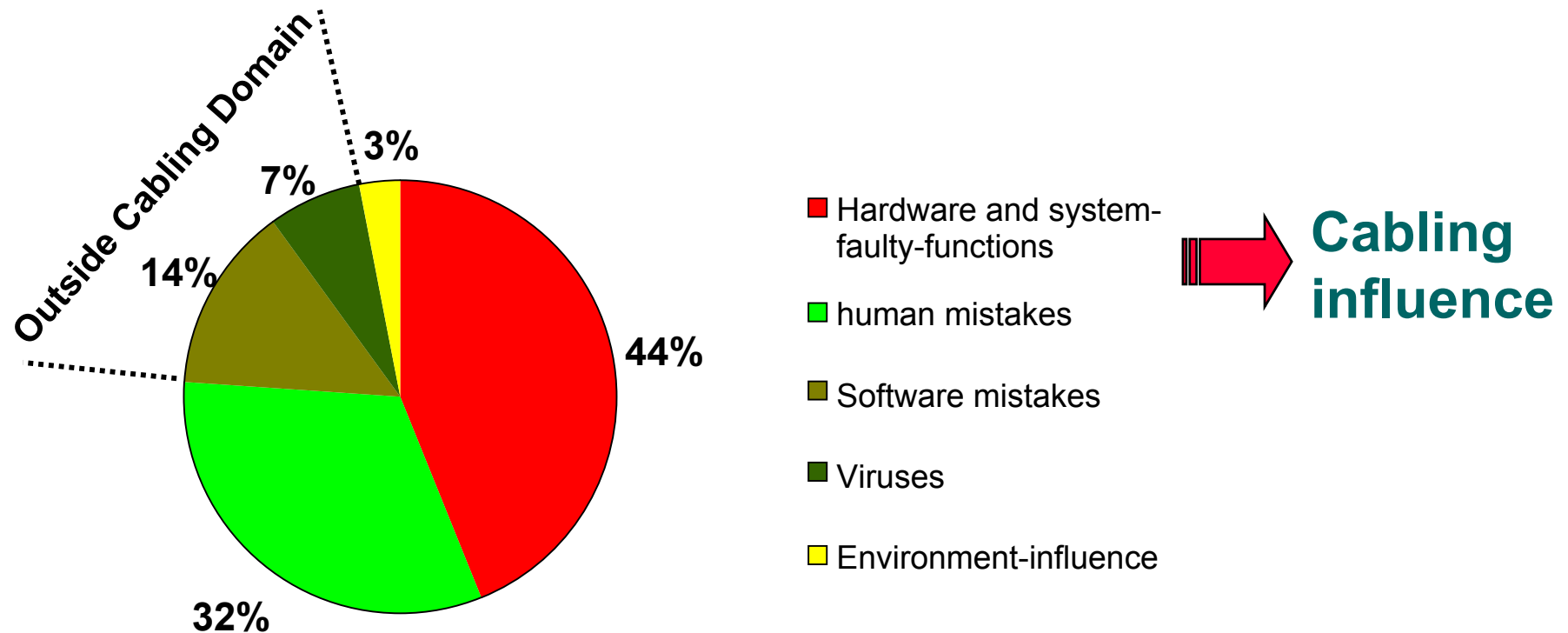
Logical attribution of dependencies

	Software	Hardware	
• Network break-down	+++	-	
• Data loss	+	++	
• Continuity of vital data flow	-	++	} Cabling
• Capacity (bandwidth)	-	+++	
• Hardware reliability	-	+++	
• Ability to fix above	+	+	

The question: is the attribution correct?

is IT Manager taking consequential actions?

Statistics on attribution.....



Source: Contingency planning research

Which type of security?

Active

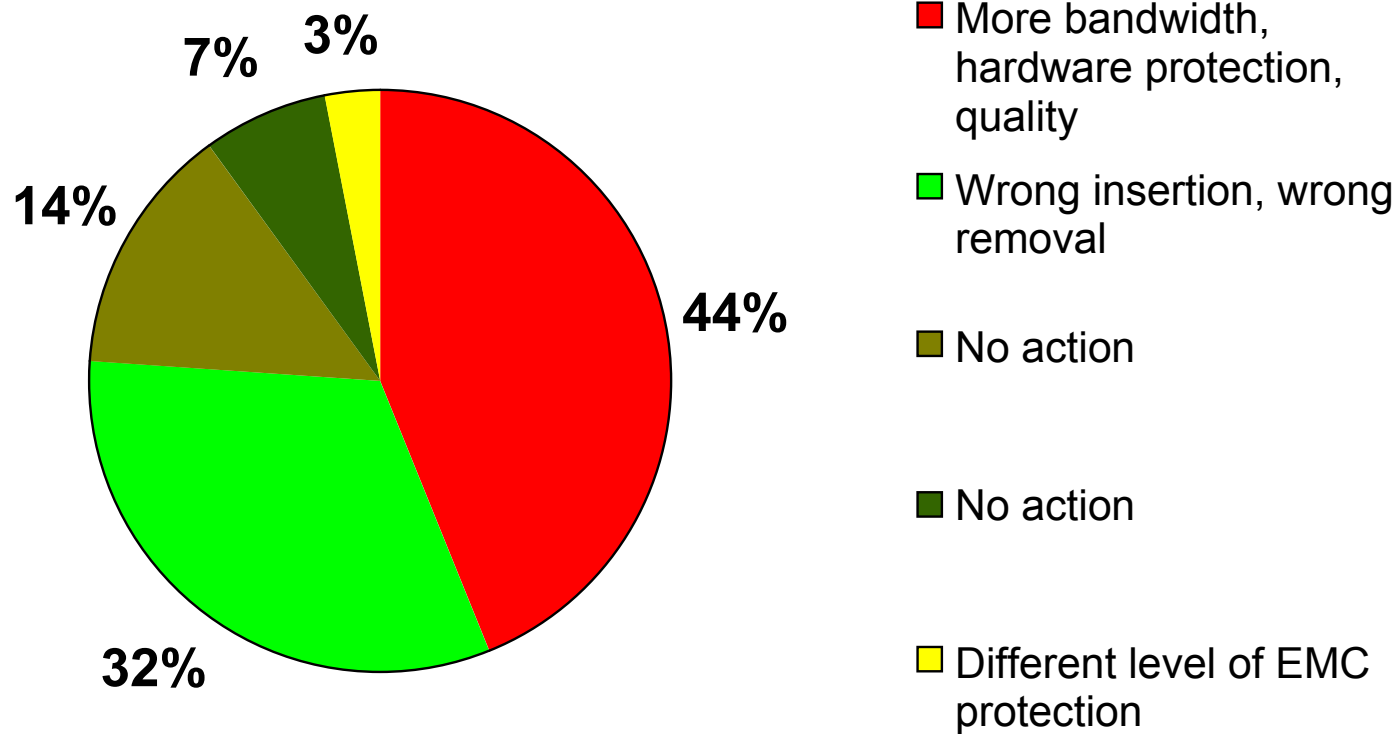
- Prevent occurrence
 - R&Mfreenet philosophy

Passive

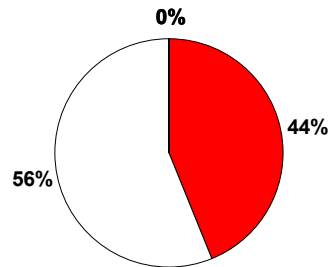
- Report Occurrence
 - Software/hardware applications by competitors

Simple!!!

R&Mfreenet security coverage!



More bandwidth, quality



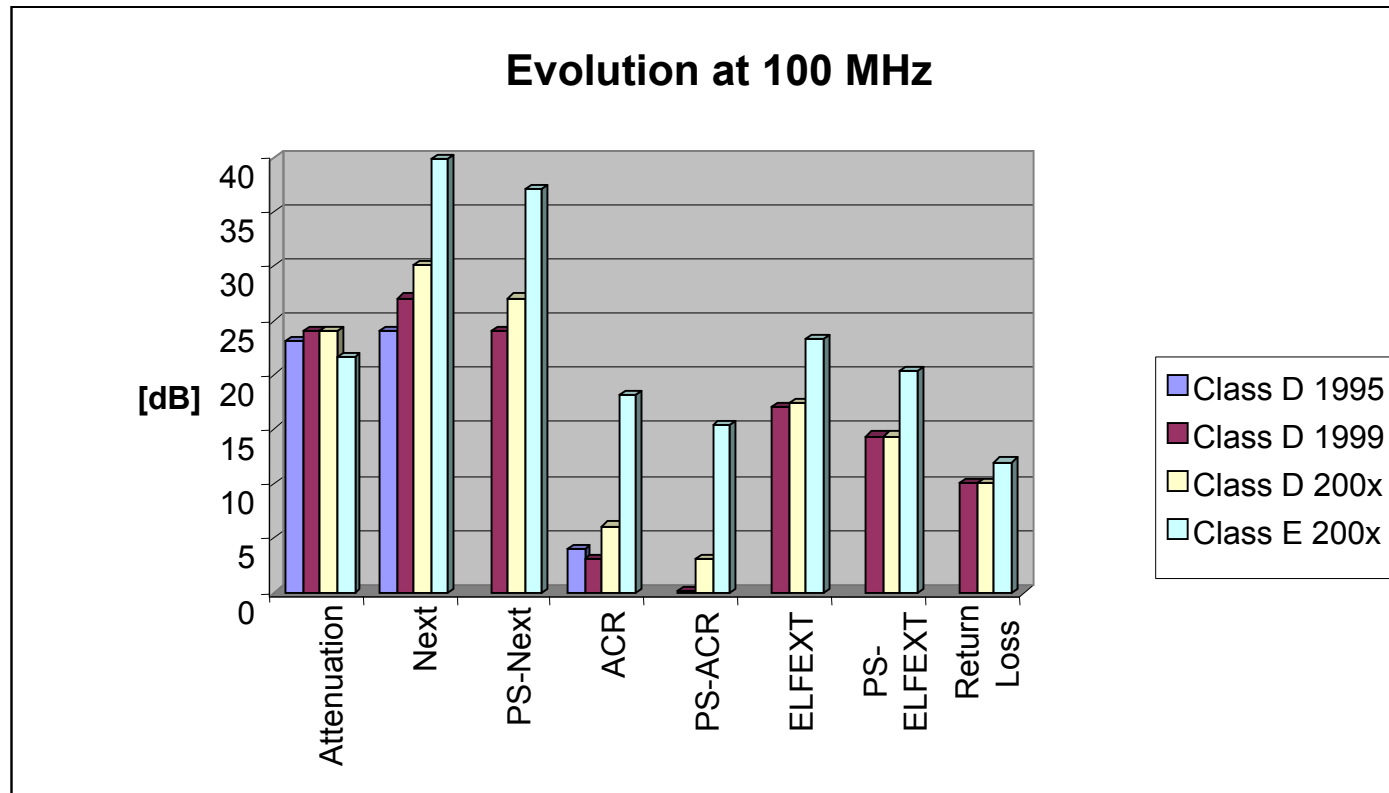
The double bandwidth made available 1998, now complemented with official Cat. 6 FULLY COMPLIANT

- Assured backward compatibility and Interoperability
- More than double electrical performance compared to Cat. 5e
- Prepared for 10 Gigabit Ethernet

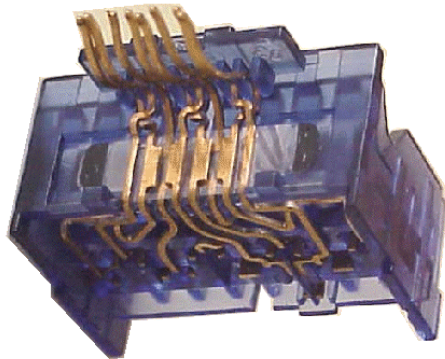
Quality assured by NEXT testing on 100% of the production

- Full compliance to Cat 6. standard assures reliability
- Automated process guarantees consistency of results

Cat. 6 vs Cat. 5e improvement



Cat. 6 the product



- The connecting hardware which meets the relevant component standards for true Cat. 6
- The connecting hardware which is backward compatible to Cat. 5e and Cat. 5
- The connecting hardware which is as easy to assemble as the Cat. 5e connecting hardware
- The connecting hardware which is used both at the TO and distributor side
- The connecting hardware where each module is tested to perform the requirements
- The connecting hardware which has an integrated production lot number
- The first connecting hardware which has no PCB board

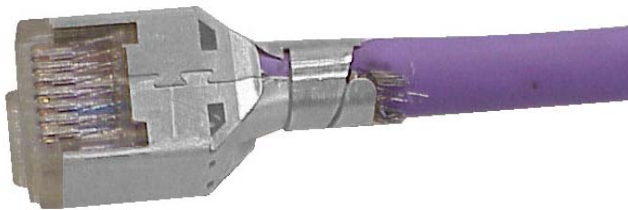
Cat. 6 plug



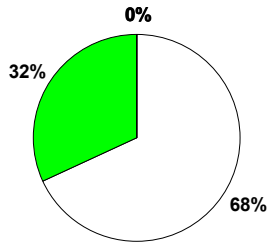
The only plug with IDC contacts to connect stranded and solid wires

Parallel mounting of the wire pairs on two layers

- Crossing 3/6-4/5 is done in front by contacts (patent pending)
- Well defined crosstalk
- Superior process control



Human error prevention...

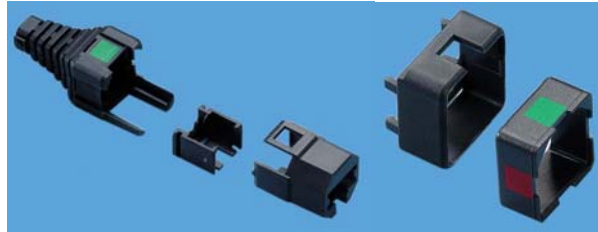


- Human errors can cause catastrophic problems because cannot be predicted.
- Two major groups of human errors: - erroneous connection
- erroneous interruption
- Erroneous connection can damage hardware, slow-down networks, disturb administrator
- Erroneous interruption may vary by a simple disconnection to vital function of telecommunication or monitoring equipment

Wrong insertion, wrong removal

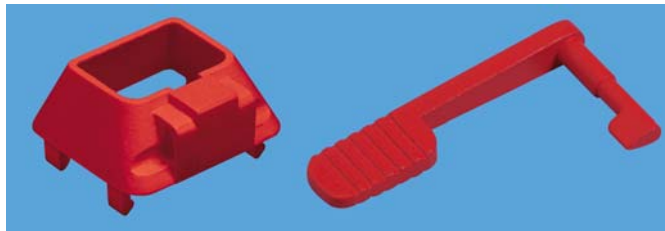
- Wrong insertion - protection of equipment by dangerous voltages

Mechanical Key



- Wrong removal/patching – protects from data loss & vital data flow interruptions

Plug Guard



Safe Clip



The Plug Guard

Function

- Make patch cord connections secure & protected
- Only unlocked by matching key
- Fits on outlets and patch panels (keying holes)

Voice



Data



Emergency



Key for plug



Plug Guard

Function

Protecting the patching



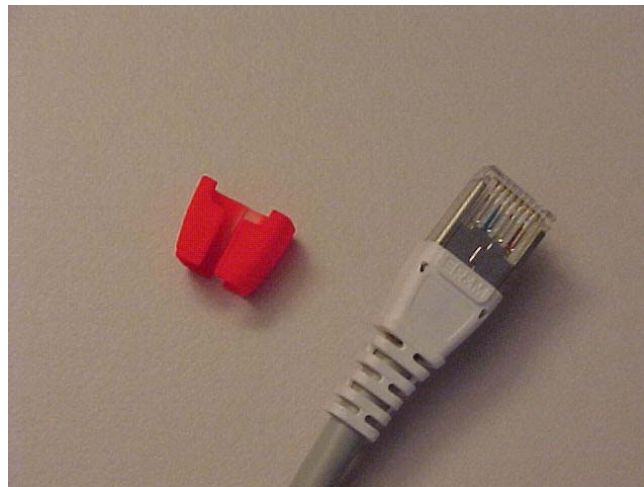
Releasing the patching



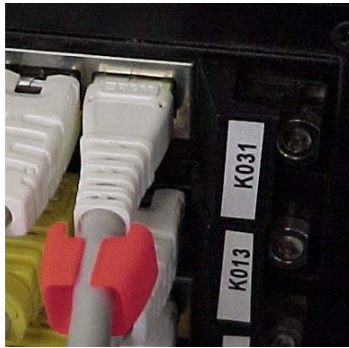
Safe Clip for patch cords

- How to protect patch cord connections if keying holes are missing?
- How any cabling system can adopt similar solution?

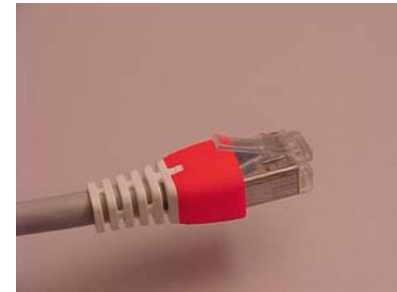
The answer.....Safe Clip for patch cords



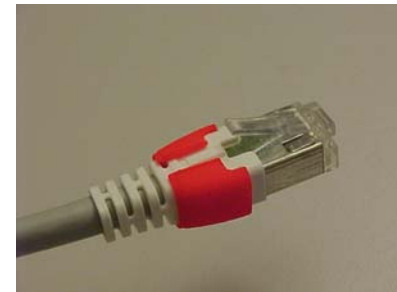
Safe Clip for patch cords



protected

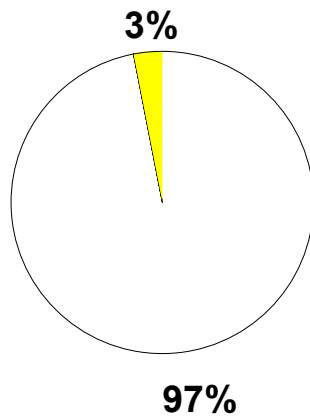


carry on



Protection from environment

- The largest range of solutions for any possible environment



- Small percentage of occurrence catastrophic impact

