LANsense
INTELLIGENT INFRASTRUCTURE MANAGEMENT
TAKE CONTROL OF YOUR NETWORK
“59% of network problems are directly related to LAN infrastructure and its connections.”

With satisfied customers all over the world, Nexans has proven experience in network infrastructure design and management to keep business moving.
Information is the heartbeat of business that must flow smoothly, swiftly and transparently through an organisation’s electronic network. Downtime and faults lower or stop the beat. Therefore, 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 mandates the proper control of the LAN, a task which is becoming increasingly complex:
  • An explosion of data to be moved at an ever increasing pace.
  • More data storage.
  • 24/7 computing.
  • Remote administrative/technical support.
  • IP Convergence: delivering VoIP, CCTV, access control, and security over the LAN.

- 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.
“The average local area network crashes 70 times per year.”

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, vendor independent 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 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 to where, providing 100% accurate records and can be configured to raise alerts on unauthorised activity day or night.

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 utilization through centralised, integrated control.
• Assuring business continuity and disaster recovery is implemented and maintained correctly.
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.
  • Database maintenance for improved staff efficiency.
  • Network security for unauthorised MACs or network/facility breaches.

› Data Centres
  • Managing a highly complex infrastructure, for networks with a requirement for more reliable data exchange and storage than typical LAN.
  • Increased reliability for data exchange and storage than a typical LAN.
  • Quickly retrieving archived data to satisfy legal compliance mandates.
  • Supporting 24/7 operations and ecommerce.
  • Monitoring/managing critical environmental controls.

› 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 and software products 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 products fit together to provide a complete solution...

• LANsense Software – The LANsense software acts as a database and reporting tool. Nexans is the premier OEM partner of iTRACS*, providing enhanced functionality and software extensions.
  Two levels of software are available:
  › LANsense IM (Infrastructure Manager) version is designed as an entry level package delivering ‘out of the box’ functionality and standard reporting but without customisation options.
  › LANsense PLM (Physical Layer Manager) is a fully featured package which is customised according to the individual client requirements

• Analysers – the LANsense analysers detect the port connectivity in the patchpanels and feed the output to the software database.

• Patch Panels – the LANsense panels incorporate sensor circuits to detect which cords are plugged in and where. They are available in a complete range of both copper and fibre variants including different performance levels and fibre connector styles.

• Patch Cords – LANsense patch cords replace the standard distribution patch cord in order to identify specific port connectivity. The LANsense detection circuit uses a separate 9th wire so does not impact the integrity of the data channel.

• I/O Cables – links the panels to the analyser.

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

Even if you have an existing cabling infrastructure, LANsense is unique in that it can still be installed as a retrofit option to most 3rd party systems by attaching dedicated sensor strips to the existing installation.

* iTRACS is the market leading developer of IIM software.
"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, Intelligent Enterprise Solutions (IES), builds on the strengths of Nexans’ worldwide leadership to research, develop, design, and manufacture intelligent building solutions. The IES 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.
Nexans is the worldwide leader in the cabling industry. The Group brings an extensive range of advanced copper and optical fibre cable solutions to the infrastructure, industry and building markets. Nexans cables and cabling systems can be found in every area of people’s lives, from telecommunications and energy networks, to aerospace, automotive, railways, building, petrochemical, medical applications, etc. With an industrial presence in 29 countries and commercial activities worldwide, Nexans employs 20,000 people and had sales in 2005 of 5.4 billion euros.

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.

Nexans Intelligent Enterprise Solutions (IES) is the Competence Centre of Nexans Cabling Solutions specialising in the development of Intelligent Infrastructure Management (IIM) products under the LANsense brand, together with wireless, and Power over Ethernet (PoE) devices for fully converged IP environments.

In conjunction with the LANmark, LANconnect and e-ssential passive cabling products and a range of services, Nexans offers an unrivalled choice of LAN infrastructure solutions to a global customer base through an extensive network of regional offices and Key Account Management team.