

# The Scoop!

**comCables™**  
STRUCTURED CABLING

**Welcome to “The Scoop,” comCables’ first edition of our newsletter for our Rep Firms.**

Topics covered in “The Scoop” will include:

- 1) Technical information on our products
- 2) Planned new product releases
- 3) Monthly specials that you can promote with your customers
- 4) Project overviews

As we get feedback from you, we will add subjects to this list that you want to cover. We sincerely hope that this newsletter will help us, with your feedback, to focus our product, technical and sales resources to better assist you in winning business in your regions.

comCables recognizes that while all of you are technical sales specialists, some of you do not have a background in Structured Cabling. We have a video training program to help. Simply go to [www.comcablestraining.com](http://www.comcablestraining.com) to begin registration. Each module has a PDF you can download with extensive information about Structured Cabling. You can also refer your distributors and contractors who might be in need of some basic training.



## **Cat 6A CMR Yellow Alert**

We have lowered our cost on the remaining yellow Cat 6A CMR cable to \$78/1000'. That is the same cost as our Cat 6E CMR cable, an amazing deal! Let's get rid of the balance of this cable so we can get some blue and white in. Don't forget, we still have all the other 6A products to go along with the cable such as jacks and patch cords (yellow, of course, though we do have other colors) at extremely competitive price points.

So, what are the opportunities for Category 6A? We should mention that while this information is geared to 6A, it is also relevant to all our Structured Cabling Products. The market opportunities are evolving rapidly and these are the areas being impacted and where to go hunting for opportunities.

## Opportunities for Category 6A

**Next-Generation Wi-Fi:** The next-generation IEEE 802.11ac wireless standard approved in December 2013 includes Wave 1 and Wave 2 devices. While Wave 1 devices can be supported by Category 6 or high-end Category 5e cabling, Wave 2 devices will require data rates close to 2 Gb/s in the immediate future, and 4 Gb/s in the next few years. The IEEE 802.3 Next Generation Enterprise Access BASE-T PHY (NGEABT) Study Group has begun developing 2.5GBASE-T and 5GBASE-T applications. With more wireless devices than ever before and the need for fast, reliable connections, nearly all enterprise businesses plan to deploy next-generation IEEE 802.11ac Wi-Fi within the next few years. For new installations, the best (and possibly only) viable solution to support Wave 2 802.11ac wireless devices and higher speed 802.11ax devices in the future is Category 6A.

**4-Pair PoE:** The IEEE 802.3bt task group is currently developing the next-generation Power-over-Ethernet standard (4PPoE) to deliver power more efficiently using all four pairs in a cable. This consumes less power in the cable because the current is divided over all four pairs. It can also deliver higher power levels to devices with a smaller temperature rise inside a cable bundle, avoiding poor transmission performance.

**HDBaseT:** Introduced in 2010 as specification 1.0, HDBaseT networking technology enables transmitting uncompressed full HD video, audio, Ethernet, control and power up to 100 m over balanced twisted-pair cabling with modular RJ-45 connectors. HDBaseT is uniquely positioned to reduce the cost and complexity of delivering HD video, and will drive adoption of next-generation 4K resolution at roughly four times the resolution of 1080p. In bundled cable configurations, Category 5e UTP cables can only support HDBaseT for distances of up to 10 m; Category 6 UTP can only support HDBaseT to 40 m. To achieve the full 100 m distance benefit over UTP, Category 6A UTP is required. The HDBaseT specification 2.0 released in 2013 also enables up to 100W of power delivery over 4-pair cables for powering HDTVs and displays at distances up to 100 m. The application has the same aforementioned 4PPoE temperature rise considerations. Both HDBaseT 1.0 and 2.0 specifications were recently approved by the IEEE to eventually become IEEE 1911.1 and IEEE 1911.2.

In addition, IP convergence is taking hold in the enterprise, with everything from security and life-safety systems to lighting and building automation systems connecting to the network. Category 6A has the performance to transmit the increased amount of information for these systems. By the way, The ANSI TIA 568 Standards has new standard recommendations that have been issued. The ANSI/TIA 568 C will soon be superseded by the ANSI 568 D. Here are the new recommendations:

**Data Center:** The ANSI/TIA- 942-A Telecommunications Infrastructure Standard for Data Centers recommends Category 6A to support 10GBASE-T applications

**Healthcare:** The ANSI/ TIA-1179 Healthcare Facility Telecommunications Infrastructure Standard recommend that any new cabling infrastructure at a healthcare facility be designed with Category 6A cabling.

**Education:** The ANSI/TIA- 4496 Telecommunications Infrastructure Standard for Educational Facilities also recommends Category 6A for any new installation

**Commercial Buildings:** TIA is in the process of creating its fourth revision of ANSI/TIA- 568 cabling standards for commercial buildings. The current draft standard of what will eventually be ANS/TIA-568.0-D also recommends that Category 6A cabling may be required to support a wide range of applications. It is highly likely that this recommendation will remain between now and the publishing of the standard, expected in 2016.

Bottom line is that there are lots of 6A opportunities that will be cabling this summer. Yes, we do have 6A plenum available! The 6A yellow CMR we have in stock is going to make some school district, Medical Center (where everything is in conduit) or Stadium project very happy if you will find them.