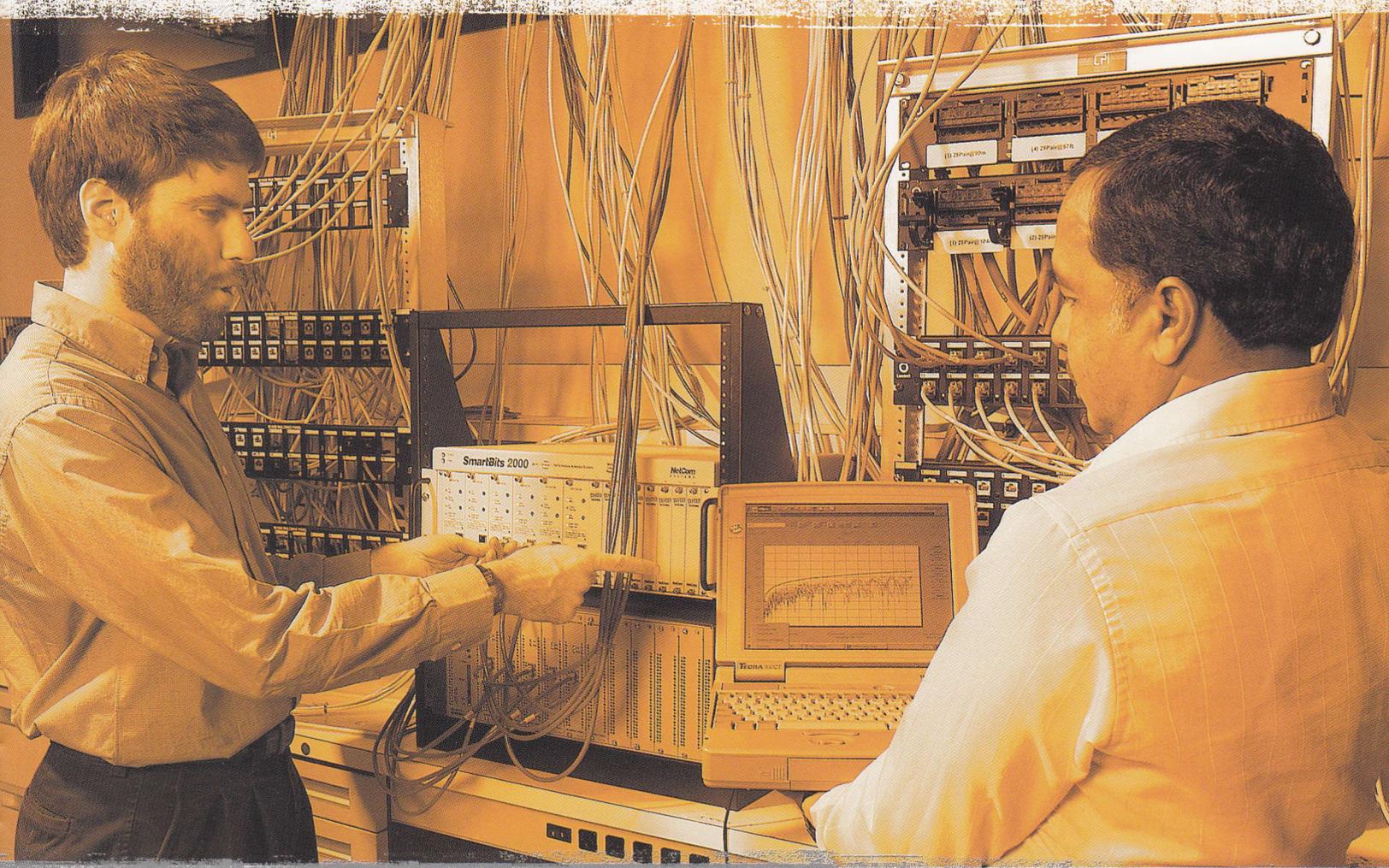


AVAYA
communication



SYSTIMAX[®] Structured Connectivity Solutions



Communication without boundaries

B BANDWIDTH is the currency of the new millennium. It's changing the way companies compete — and succeed.

Does your company have the infrastructure to support your customers efficiently and effectively? Is your company equipped to compete in a world of instant e-commerce, complex security firewalls and wireless Internet devices in every pocket? Can your networks handle the holographic imaging, quantum encryption and real-time global conferencing capabilities that soon will be routine?

Relax. Our heritage of technological vision brought the telephone into the 20th century. And we can help your company compete in the 21st.

It's as simple as SYSTIMAX SCS.

The critical difference between cabling and connectivity.

Connectivity is more than simple cabling. A lot more. Think of it as money flowing through the cabling and hardware hidden inside your walls, floors and ceilings.

The decisions you make about systems connectivity affect your labor costs, your cash flow, your competitiveness, **your future**. A poor choice can cripple your company. A smart one can help you cut costs now, boost productivity next quarter and manage growth well into the 21st century.

We know this because Avaya Labs, through its Bell Laboratories heritage, comprises more than a century of research and development to help companies like yours achieve success. This research yielded the world's first dial tone, the transistor, the laser, and helped give birth to the Internet.

We are proud of these accomplishments, but a more important measure of success is the satisfaction of our customers. Since the introduction of SYSTIMAX Solutions more than a decade ago, our cabling has been installed at an average rate of 1,000 miles per day (1,600 km.). Avaya products are now used by a majority of Fortune 500 companies and have been installed in every major city on every continent of the globe.

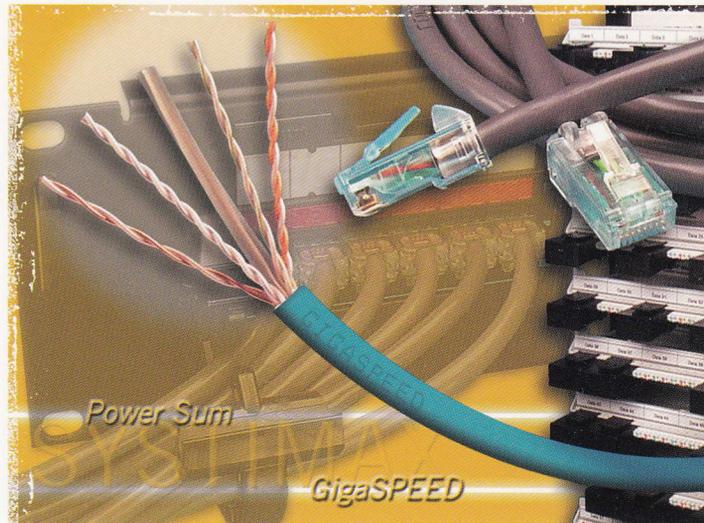
How to make a CFO smile.

The SYSTIMAX Structured Connectivity Solution is a single mixed-media network that handles *all* information traffic — voice, data, video, e-business applications, even complex building management systems — on an integrated cabling infrastructure of copper, fiber, or both.

Installing SYSTIMAX SCS yields immediate benefits in any office space. Operating costs are lower, maintenance is simpler, and management flexibility is nearly limitless. Moves and changes that once took days or weeks can be done in hours, often in minutes.

A smart connectivity solution can pay for itself many times during its lifetime. The alternative can mean completely recabling every few years to keep pace with new technologies that can change the marketplace, and your competitive advantage, virtually overnight.

SYSTIMAX SCS is the smart choice — engineered for maximum quality, reliability and investment protection, and warranted to actually *exceed* performance standards for a full 20 years.



SYSTIMAX copper solutions

SYSTIMAX SCS was first to break the copper speed limit well before the introduction of Category 5e with a **Power Sum** Solution that pushed high-bandwidth data transfer rates to 622 megabits per second. Our **GigaSPEED** Solution was first to break the gigabit barrier, with proven channel performance and reliability at speeds up to 1.2 gigabits per second for compatibility with new high-bandwidth standards such as 1.2-gigabit ATM.



Copper solutions that soar far beyond the standards

SYSTIMAX Solutions are built not simply to meet, but to exceed industry standards by a significant margin. Each component is finely tuned and matched to minimize data loss — which is the only way to achieve and sustain true end-to-end channel performance.

Our industry-leading **GigaSPEED® 81** Solution soars far beyond Category 6 specifications with ACR to 300 MHz, 7 dB PSNEXT margin, and a remarkable 10 dB NEXT margin — all **guaranteed minimum** specifications, not just “typical performance.” A GigaSPEED SCS virtually eliminates bit error rates to handle even the most demanding applications from Gigabit Ethernet to 270 Mb/s Serial Digital Video — and will be fully compliant with the future 1.2-gigabit ATM standard.

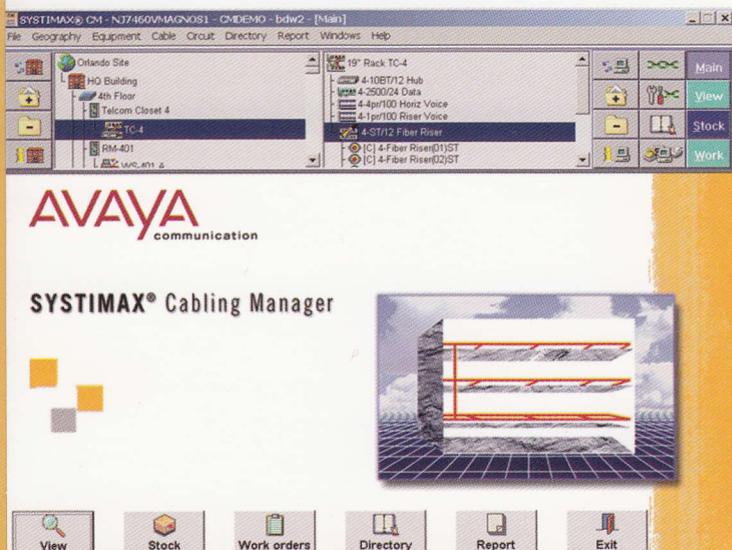
Our **Power Sum** Solution brought full 550 MHz broadband video to the desktop, was the first in the industry to achieve 622 megabits per second, and can deliver gigabit speeds with 5.5 dB NEXT margin over Cat 5e.

Fiber solutions that beat the bandwidth bottlenecks

Recent innovations have made our fiber optic solutions the most reliable in the industry. In fact, ours are the only systems that exceed all three of the most stringent standards for bandwidth, loss and reliability testing — TIA/EIA 568A, EN-50173, even ISO/IEC 11801.

Our **LazrSPEED™** Solution boosts performance to a blistering 10 gigabits per second while reducing costs by eliminating expensive opto-electronics previously needed to achieve 10 Gb/s speeds on multimode fiber. And it will run your legacy applications just as easily as the new gigabit applications you'll soon need.

Our **OptiSPEED™** Solution gives you certified gigabit performance with 6 LC connections for distances up to 300 meters (1000BASE-SX) or 550 meters (1000BASE-LX) on multimode — or up to 5,000 m. on singlemode fiber. Our 200 MHz/km multimode fiber provides 25% more bandwidth than industry-standard 160 MHz/km fiber.



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SYSTIMAX® Cabling Manager

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Software to manage your network

SYSTIMAX **Cabling Manager** is the perfect complement to your SYSTIMAX Structured Connectivity Solution. Designed to help you manage the physical layer of your telecommunications network, SYSTIMAX CM software helps you reduce costs and time associated with moves and changes, recover quickly from network problems and optimize use of network resources.

Connectivity is a large capital investment. Don't gamble on it.

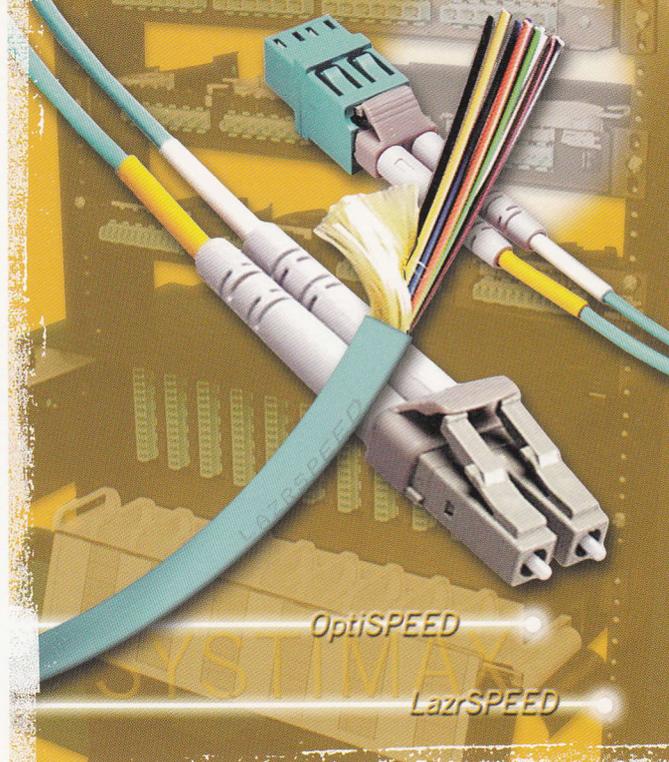
New standards are constantly being developed to meet the continuing demand for better network performance — and systems that can't cope become obsolete overnight.

The scientists and engineers of Avaya Labs are actively working with key application standards organizations — as our predecessor Bell Laboratories has done for many years with IEEE, EIA, TIA, ANSI, ISO/IEC and others — to help develop the standards designed to support these and other new technologies. In fact, the very first cabling standard (ANSI/EIA/TIA-568) was based on SYSTIMAX architecture, and Avaya continues to lead the industry in research.

“Hidden costs” don't stay hidden for long.

System down time is often dismissed as a “hidden cost” of operation. But recent studies tell a more sobering story.

In a survey by Infonetics Corporation, even the smallest companies reported losses averaging \$1,000 per hour when the network goes down. Some larger companies reported losses of more than \$6 million per hour. With the fast growth of e-commerce and high-bandwidth applications, down time will quickly become even more expensive.



SYSTIMAX fiber solutions

The SYSTIMAX LazrSPEED™ Solution is the world's first fiber optic multimode system to support 10Gb/s serial transmission at 850 nm over 300 meters. This breakthrough backbone solution can unleash the potential of your GigaSPEED® or Power Sum network — or deliver multi-gigabit applications to every desktop in a fiber-to-the-desk network. It supports legacy applications, and it's surprisingly affordable, since our unique fiber design eliminates the need for costly opto-electronics.

Today, network outages average almost five hours per incident. And they happen about 23 times every year. Depending on company size, that could mean losses of \$1 million to a staggering \$700 million annually.

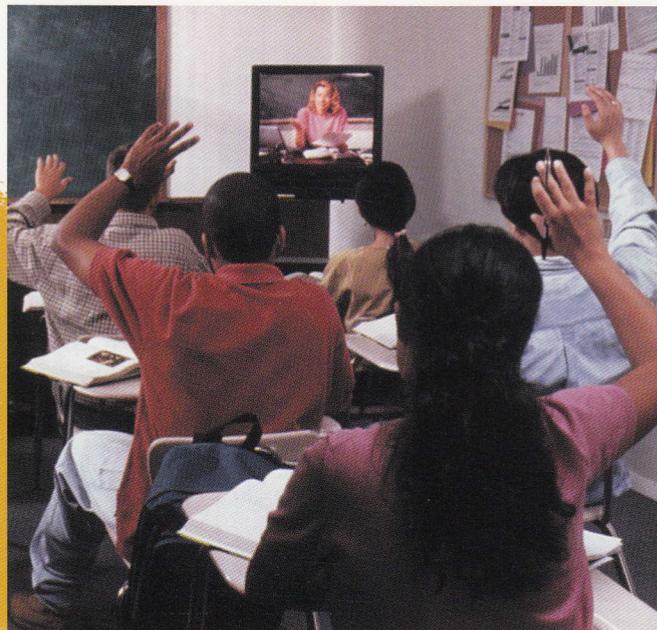
The good news is that a SYSTIMAX Structured Connectivity Solution can significantly reduce down time resulting from cabling problems.

How? The short answer is quality. And the proof of it is certified. All SYSTIMAX components — copper, fiber, even connectivity hardware — are manufactured to quality control standards so stringent that they far exceed even ISO-9001 specifications.



SYSTIMAX video solutions

Now you can add full video capability to your network with the SYSTIMAX SCS family of video adapter solutions. The industry-leading throughput performance of our GigaSPEED cabling reduces bit error rates (BER) to nearly zero to deliver even uncompressed video at 270 Mbps with astonishing resolution and clarity.



Read our warranty. You won't find one like it anywhere else.

Certified SYSTIMAX installations — both copper and fiber — are backed by a 20-year warranty that goes far beyond parts and labor coverage. Our unique Applications Assurance covers everything from simple voice, data and video applications to the most complex e-commerce and building management systems.

The SYSTIMAX SCS Performance Specification will give you a written summary of those applications, detail the performance you can expect from each, and warrant that specifications will not only be met but exceeded for the entire 20-year life of your warranty.

We know your systems will perform because we've tested them extensively. We've worked closely with industry-leading manufacturers worldwide to make sure every SYSTIMAX component will perform with the applications most critical to your company's profitability.

We build solutions. For companies, for people, for you.

The innovations mentioned in this brochure have only touched the surface of the options now available. Avaya Laboratories' enormous investment in research — from 6% to 9% of our annual revenues — has yielded a host of innovative solutions to help you protect your considerable investment in cabling infrastructure.

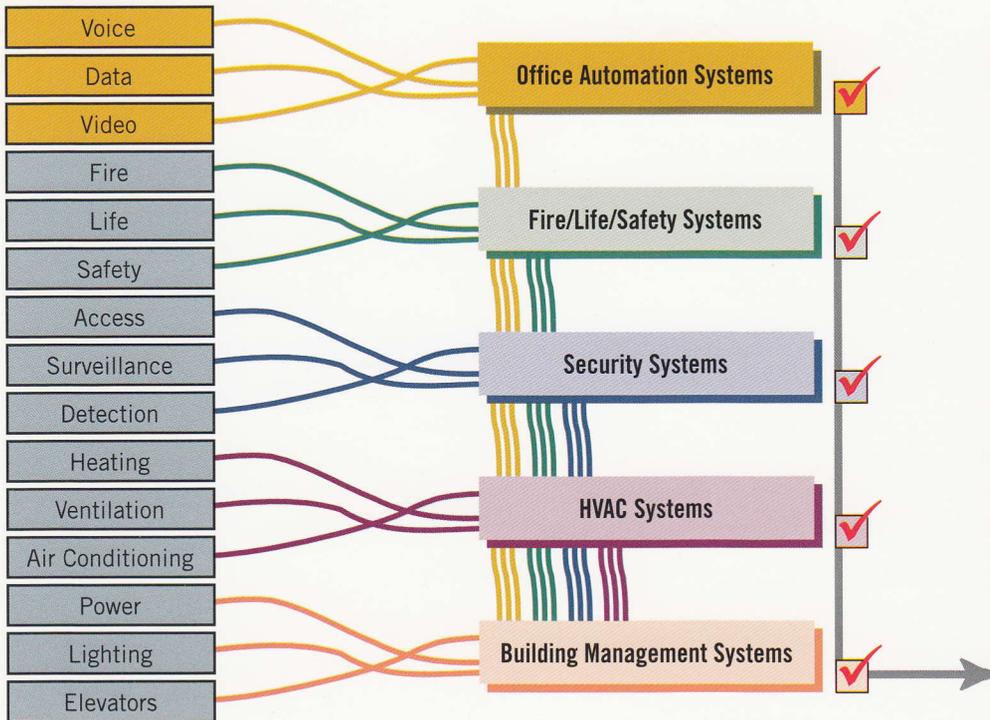
Our global network of certified SYSTIMAX BusinessPartners, Value Added Resellers, Authorized Installers and System Integrators makes Avaya uniquely qualified to help your company meet the bandwidth challenges of a new century. You'll be even more pleased with multi-tiered technical support that extends far beyond SYSTIMAX components.

To learn more about SYSTIMAX SCS, please visit our Web site at <http://connectivity.avaya.com>, or contact your Avaya representative. We'll be glad to explain how we've surpassed the expectations of companies large and small, around the world. And how quickly, easily and inexpensively we can do the same for you.

You don't need
15 cabling systems...

You don't need five...

One will do nicely.



SYSTIMAX
Structured Connectivity Solutions

GigaSPEED®
copper solutions

Power Sum
copper solutions

LazrSPEED™
fiber solutions

OptiSPEED™
fiber solutions

SYSTIMAX Solutions
 Systems certified for compatibility with SYSTIMAX Solutions

Visit our Web site at

<http://connectivity.avaya.com>, or contact your local Avaya Account Manager or SYSTIMAX BusinessPartner for more information.

Alternatively, please call +1 603 559 4429 or 1 800 344 0223 toll-free within the United States.

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