

The top TEN criteria you should consider in selecting your enterprise partner

	Why is this important to you?	How does Belden TEN deliver
Criteria #1 Experience	<p>In today's world, businesses and organizations run on their IT Systems, and their IT Systems run on their networks.</p> <p>Building a solid networking foundation takes more than just a 'supplier'; you need an Enterprise Networking Partner with proven experience and credentials.</p>	<p>Belden delivered its first products more than 100 years ago and has evolved to become one of the industry's leading manufacturers of integrated networking solutions.</p> <p>Our experience as an Enterprise Networking Partner is deep and proven, and we count many of the world's leading companies in our Enterprise Customer portfolio which spans virtually all sectors including finance, health, high technology, government, academic, energy, and resources.</p>
Criteria #2 Expertise	<p>Today's networks must support a staggering array of devices, users, protocols and architectures.</p> <p>Your Enterprise Networking Partner must have the expertise to address ALL of your diverse networking needs today, as well as the expertise to migrate your infrastructure towards the converged networks of tomorrow.</p>	<p>Belden offers one of the industry's most comprehensive product portfolios, organized into integrated solutions for virtually all enterprise applications including wired and wireless data networking, industrial networking, audio/visual and security networking, and building automation and management.</p> <p>Our customers tell us that only Belden offers real expertise across all of these technologies, and that Belden is their partner of choice for tomorrow's converged enterprise networks.</p>
Criteria #3 Corporate Strength	<p>Your Enterprise Network is a long-term investment that must provide many years of reliable service while fully supporting the increasing demands of each new generation of your IT Systems and applications.</p> <p>Your Enterprise Networking Partner should demonstrate the financial strength, operational excellence and future vision necessary to ensure their viability as your partner in the years and decades to come.</p>	<p>As a multi-billion dollar public corporation with more than 100 years of continuous operations, Belden has a clear record of financial strength and operational excellence.</p> <p>Belden is well positioned to grow and expand even in today's challenging economic conditions through well-defined strategies for organic growth of existing product lines and businesses, complimented by growth through strategic acquisitions to further extend our enterprise solutions capabilities.</p>
Criteria #4 Global Presence	<p>One of the keys to successful enterprise-wide IT operations lies in developing and standardizing on reliable solutions, and then replicating those proven solutions throughout the enterprise.</p> <p>Your Enterprise Networking Partner must have the presence and processes in place to deliver your standardized network solutions, consistently and without compromise, to all your locations whether across town, across the county, or around the world.</p>	<p>Belden operates on a true global basis, with sales, service and support operations throughout the Americas, Europe, Africa and Asia.</p> <p>Our Global Account Team working with our global distribution and installer network, offers the experience and proven processes necessary to ensure the successful deployment of your network architectures throughout your global enterprise locations, on-time and on budget.</p>
Criteria #5 Breadth of Product Line	<p>Each set of installation requirements is very different and there is nothing generic or typical about the specific networking needs unique to your individual enterprise operations.</p> <p>Your Enterprise Partner should have a broad and deep portfolio of standard components that integrate fully into reliable, high-performance solutions for your unique networking needs.</p>	<p>With more than 250,000 product part numbers available, Belden offers one of the industry's broadest portfolios of readily available networking products and components. This breadth of choice provides unequalled flexibility in meeting your unique networking requirements with proven, high-performance products that you can rely upon to support your enterprise business operations.</p>
Criteria #6 Solution-Provider Philosophy	<p>While the depth and breadth of a supplier's product portfolio is fundamental to providing flexibility in meeting your unique networking needs, the reality is that individual components are of little value until they are installed in your facilities as fully-integrated solutions.</p> <p>Your Enterprise Networking Provider should work with you to understand your needs and deliver end-to-end solutions rather than just supply components.</p>	<p>Belden is recognized as the industry leader in bringing a solutions approach to the networking infrastructure technology segment. Our components are specifically engineered and manufactured to work together as optimized end-to-systems; designed, delivered, installed and serviced by our global network of expert business partners.</p>
Criteria #7 Strong Business Partners Network	<p>The value and effectiveness of your installed networks require more than just the supply of high quality, high performance products and components.</p> <p>Your Enterprise Networking Partner should provide you with the resources and services of an established, fully-trained, global network of professional business partners who will optimize the design, installation, service and logistical supply of your networks wherever and whenever needed.</p>	<p>Belden offers one of the industry's strongest networks of professional business partners. Our partner network is specifically designed and managed to provide our customers with pre-qualified, fully trained resources that can be relied upon to provide complete support for your Belden Enterprise Network anywhere in the world. Belden-authorized partners are available to assist you in each critical step of your enterprise network deployment. Our authorized consultant and engineering partners can assist you with detailed needs assessment and complex network engineering calculations and planning. Our Belden-authorized distributors can manage the logistics of both large and small deployments as well as on-going service parts supply on a local, regional, national and international basis. And Belden's global network of factory-trained, professional installation contractors ensure that your Belden Enterprise Network is installed correctly, optimized for maximum performance and reliability, and serviced professionally.</p>

		throughout its extended operational lifespan.
Criteria #8 Support and Service	<p>Understanding and assessing your unique networking needs, providing consultative support and delivering comprehensive client service are critical enterprise networking requirements.</p> <p>Your Enterprise Networking Partner should offer a complete suite of value-added services that support you through each unique network deployment, from initial concept and design through to post-installation service and long-term maintenance programs designed to extend operational life-span and improve return on investment.</p>	<p>For Enterprise Network customers Belden offers a suite of value-added services to ensure the greatest possible return on your networking investment. Our Global Accounts Team will support your global deployments. Our Applications Engineers and Technical Support Specialists will work with you and our business partner network to ensure that each of your network deployments meets your needs.</p> <p>And our R&D, technology and systems engineering resources are available to Enterprise Network customers whenever required to develop custom components and solutions to meet unique needs.</p>
Criteria #9 R&D Innovation	<p>Improving network performance, reliability, manageability and ease-of-use while reducing total cost-of-ownership are driven by product and solution innovation through a commitment to R&D investment and vision.</p> <p>Your Enterprise Networking Partner should have a proven track record of product and technology innovation, supported by the financial strength and corporate commitment required to ensure that your networks will always be at the forefront of technology.</p>	<p>Belden has a remarkable history of technology innovation and industry-firsts spanning virtually all aspects of enterprise networking.</p> <p>Belden's R&D innovation accounts for more than 600 current patents in wireless, optical fiber, connector, cable and cable management technologies. Belden continues to invest in R&D spending to ensure that our customers' enterprise networks remain at the forefront of current technology, and well positioned to adopt and adapt the technologies of the future.</p>
Criteria #10 Industry Leadership	<p>Working closely with domestic and international standards organizations, industry associations, user groups and technology alliances in both the networking and IT industries is an important element for strategic suppliers to ensure that they remain abreast of current and future directions in technologies and applications.</p> <p>Your Enterprise Networking Provider should demonstrate a rich history of not just in participation but in leadership of these groups and organizations. This leadership will ensure that your networks are well positioned to meet both today's demands and tomorrow's inevitable changes in technologies.</p>	<p>Few companies in our industry can match Belden's commitment to the advancement of our industry through participation in a wide spectrum of industry initiatives.</p> <p>Belden personnel Chair or have Chaired numerous engineering committees within industry organizations that set the domestic and international standards for networking system performance and interoperability. And Belden personnel participate in many industry and technology alliances that are working on identifying the future directions of key enterprise networking technologies. Belden's participation and leadership in these initiatives ensures that our Enterprise Networking customers are well positioned to take advantage of future technologies through proper preparation today.</p>