

Belden Certified Industrial Network Program



Planning a new industrial Ethernet network?

Interested in:

- Expert network design
- High performance products
- Flexibility for the future
- Exceptional warranties

Then the Belden Certified Industrial Network program is for you.



Be Certain
Be Belden® Certified

Belden Certified Industrial Network Program

Helping you succeed with an excellent network

Your business needs a new or significantly upgraded network and you are a key person on the project. You may be a rock star at making products or programming PLCs but designing Ethernet networks is not your strength.

Expert network design

The Belden Certified Industrial Network program comes with two sets of networking experts focused on your project. One of these is a Belden Certified Industrial Network Provider that has been trained and accredited by Belden. The other is Belden's own networking professionals. We work together along with you to design, install, configure, and test your network—making sure that it meets and exceeds the real-time control and reliability needs of your organization.

High performing products

The network we create will include high performing products from Belden's market leading brands. These are Hirschmann and GarrettCom industrial switches and routers, Tofino industrial security products, Lumberg industrial connectivity products and Belden industrial cables. We have the broadest portfolio of industrially hardened equipment and media of any vendor, and once we know your needs we can recommend the right components for you.

Flexibility for the future

Likely soon after your new network is up and running you will find yourself needing to make changes to it. That is the reality of production nowadays. As far as your Belden Certified Industrial Network is concerned, we'll make sure its design includes growth capability and that you have our Expansion Guidelines. In many cases you can make changes and retain the network's certification. If significant changes are required, we will recertify very efficiently since we are building on a solid infrastructure.

Exceptional warranties

One of the best things about a Belden Certified Industrial Network is that it comes with a greatly expanded warranty that reduces your total cost of ownership. Instead of a 5 year or less warranty on networking components such as switches, you will receive a limited lifetime warranty against defects and workmanship. For Belden cable and connectivity products, instead of a 2-3 year warranty, you will receive a 25 year warranty against defects and workmanship. These warranties should cover the useful life of the equipment and media used in your Belden Certified Industrial Network.

Peace of mind: a reliable, high performing network

A Belden Certified Industrial Network means peace of mind for you and your team. It will be well designed and implemented, be comprised of market leading products, be flexible for expansion, and come with the best product warranties in the industry. You can then focus on what you do best, taking advantage of a very reliable and high performing network.

Be Certain. Be Belden Certified.



Network Certification

Easy to follow program

The process for getting your network certified is straight forward. Here is how it works:

- Consider the Scope of Your Project – Does your project include a complete multi-node network? If so, then it likely fits with this certification program. If not, such as in the case of a point-to-point network or adding a wireless access point, there may not be a fit. In either case we suggest you discuss it with your industrial network provider.
- Choose a Partner – You may have a company you already work with on networking projects. Consult with them and see if they are a Belden Certified Industrial Network Provider. If they are not, and they are not interested in becoming one, we suggest you contact your Belden representative. Your Belden contact can also help you find an already certified organization.
- Project Fit - The Belden Certified Industrial Network Provider evaluates your project to determine if it's a candidate to be Belden Certified.
- Design – A Belden Certified Industrial Network Provider will design your network infrastructure and review the design with our own networking experts. Together, we will discuss alternatives and recommend the best design approach using industrial products from Belden.

- Planning for the Future - As part of the design, we will plan for growth, and share our Expansion Guidelines with you. The guidelines allow you to change or expand your network later yourself, or with others and still maintain your certification. If your plans go beyond our guidelines, just call us to discuss them. Often, we will approve your plans and your network will remain certified.

If significant design changes are needed, we'll be able to recertify very efficiently since we're building on a solid infrastructure.

- Install, Configure, Test – Our Certified Industrial Network Provider will install, configure and test the network to our guidelines and meet again with our experts to review the installation, startup and test results.
- Certification and Documentation – We issue a "Belden Certified Industrial Network" certificate for your network and provide you with other important documentation:
 - Network test results
 - Full documentation of your network as-installed
 - Limited lifetime warranty on all Hirschmann, GarrettCom, and Tofino switches, routers, and security products in your application (see Terms and Conditions for more information).

- 25-year limited warranty on all Belden and Lumberg products in your application (see Terms and Conditions for more information).
- Guidelines for expanding or modifying your network yourself
- Hotline information for contacting Belden's application team to discuss future changes or any issues that arise. (We'll also maintain your network documentation so we can better help you in the future.)

Infrastructure support you can count on.

Frequently Asked Questions

While these answers do not supersede our terms and conditions we believe they will be helpful to you.

Pricing / Costs

What is the price of the program?

A Belden Certified Industrial Network Provider sets the price of the program for you. However, we believe all networks should be Belden Certified and want you to have many years of productive infrastructure use. By following our industry-leading design, installation, commissioning and testing standards, we believe all costs are minimized. We have therefore priced the program attractively to encourage you to participate.

Input / Responsibilities

During what parts of the process do I provide input? Where do my reviews fit in?

Your Belden Certified Industrial Network Provider will discuss the project with you throughout the project. You will approve any recommendations or changes that come from Belden.

You should expect frequent communication and the opportunity to provide input to your Industrial Network Provider and to us throughout the process. While Belden's staff is always available to you, you should direct most communications and requests to your Certified Industrial Network Provider first.

What are my responsibilities?

You're responsible for providing accurate and timely information.

You are also accountable for products that are put onto the network that are not the responsibility of either Belden or its Certified Industrial Network Provider. If you run into problems with other products, we'll ask you to help us ensure the vendors of those products are involved and helpful.

What parts of the project is Belden responsible for?

Belden is responsible for the quality and workmanship of the Belden products used in your infrastructure. While consulting on the design and test phases, we'll also ensure that the products being used are appropriate for your application and design.

We do not take responsibility for non-Belden products on the network. If we believe that a non-Belden product is not operating properly, we will work cooperatively with that device vendor to help solve the problem.

For what parts of the project is the Belden Certified Industrial Network Provider responsible?

The Belden Certified Industrial Network Provider takes responsibility for whatever agreement they have with you, which often involves more than the network infrastructure. The Belden Certified Industrial Network Provider is ultimately responsible for the proper design, installation, configuration and testing of your network infrastructure.

Non-Belden Networking Components

May I use non-Belden products for part of my network?

The primary reason for certifying networks is because you're looking for reliable, expandable, mission-critical control and information communications. Since our Certified Industrial Network Providers and our own experts are trained and experienced in working with Belden's industrial products it makes sense to use them for your project.

Where Belden products are appropriate, your Belden Certified Industrial Network Provider will specify them and will not accept alternatives in order to minimize risk and cost to you. We can make exceptions on a case-by-case basis; however, we will likely exclude or limit those parts of your infrastructure from certification.



Frequently Asked Questions *(continued)*

Certification Limits

Are there times when a network doesn't qualify for certification?

Yes. If the network infrastructure is smaller and simpler, it may not warrant certification to provide you with the confidence and support you need. There are other times when your project does not constitute a complete network infrastructure even though there are network components involved.

Contact us to provide you with alternate ways to provide you with the system and support you need.

Are there exceptions to certifications?

Yes. During design review and again after installation and testing, Belden consults with our Certified Industrial Network Provider to discuss your specific application and together we examine challenging areas.

In most cases, we'll offer alternative design, installation or product options to minimize or eliminate the largest risks to your application. This is usually done in the design phase. Proposed changes are discussed with you and require your approval. Every effort is made to ensure that the project proceeds smoothly.

In cases where we are not able to reduce risk to ensure a reliable network, we will specifically exclude or limit our certification.

Work Done by Non-Certified Resources

May I use non-certified systems integrators to design, install or configure my network

No. You will need to work with our trained Certified Industrial Network Providers to ensure your project is completed to our standards. At times, they may subcontract labor to other firms, but they are responsible for making sure the work done meets our standards.

At all times Belden is available to provide design, installation, configuration and testing advice to assist you in maintaining the reliability, performance, and certification of your network.

For more information - contact your **Belden Certified Industrial Network Provider**, or **Phil Fricks**, Phone: **770-608-4082** Or by Email: phil.fricks@belden.com

Appendix 1: Terms and Conditions

Belden will provide to Belden Certified Industrial Network Providers, for the benefit of their customers, an extended Belden Industrial Component Warranty for End-to-End Belden Certified Industrial Networks.

The extended Belden Industrial Component Warranty is offered to Belden Certified Industrial Network Providers by Belden Inc. in accordance with the following terms and conditions.

This Warranty applies only to Belden Certified Industrial Networks installed by a system integrator, machine builder or automation vendor acting as a Belden Certified Industrial Network Provider and in compliance with the certification guidelines communicated by Belden.

A Belden Certified Industrial Network is a network consisting of Belden-branded networking, cable and connectivity products that have been verified by the Certified Industrial Network Provider and by Belden to provide an uninterrupted signal from one end of the network to the other.

In order to maintain the validity of the extended Belden Industrial Component Warranty, the Belden Certified Industrial Network must be maintained in accordance with these terms and conditions.

Extended Belden Industrial Component Warranty

Belden warrants that:

- (i) the Belden networking components installed in the Belden Certified Industrial Network are covered by a limited lifetime manufacturer's warranty against defects in material and workmanship.
- (ii) the Belden cable and connectivity components installed in the Belden Certified Industrial Network are covered by a manufacturer's warranty against defects in material and workmanship for a period of twenty-five (25) years from the date of installation, at the original installation location.

Once a Belden component has been deemed defective, Belden shall repair or replace, at Belden's discretion, the defective component. Belden may use refurbished materials in either repair or replacement procedures, and the repaired or replaced component will be warranted for the balance of the remaining warranty term, or ninety (90) days, whichever is longer.

The repair or replacement of a defective component under this warranty includes the reasonable costs of labor required to repair or replace the defective component. The decision to repair or replace components and the selection of labor services to perform the repair or replacement are at the sole discretion of Belden Inc.

Recertification

A Belden Industrial Certified Network will need to be recertified if any of the components are replaced or if the system design is modified in any way. If new Belden components are used in the replacement, Belden will perform the recertification free of charge. There may be a charge for recertification if non-Belden parts are used in a system design.

Limitations

Belden Inc. will not be liable for, nor pay for, any loss of use of the Belden Industrial Certified Network or products; costs of substitute goods, facilities or services; or for any other economic losses or incidental, consequential or exemplary damages.

The Extended Belden Industrial Component Warranty does not cover any deficiencies in the Belden Certified Industrial Network that result from failure to comply with Belden design guidelines and installation procedures.

Belden Inc. shall not be liable for damages or defects resulting from circumstances beyond its control, including, but not limited to, misuse, alteration, unauthorized repair, damages in transit, fire, floods and acts of God. Under such circumstances, the warranties described herein shall be null and void.

Repair or replacement of the Belden Industrial Certified Network by Belden Inc. is your exclusive remedy.

This is the only warranty on the Belden Industrial Certified Network. There are no other warranties, express or implied, made by Belden Inc.

These terms and conditions apply to all Belden Brands, including, but not limited to, Belden, Hirschmann, GarrettCom, Lumberg Automation and Tofino Security.