

## Standardizing Cat-6A Cabling

### On current market scenario

The current trend in structured cabling deployment is that the enterprises are focusing more on Cat-6 and Cat-6A on copper. Similarly, the acceptance of fiber optic connectivity is also increasing. The current application requires more bandwidth, secured connectivity, and high-speed data rate. To meet the growing requirements, standard companies have introduced new cabling product/technology to support the growing new technology active products.

### On market drivers

- **FTTX:** This will change the way residential/commercial buildings are wired.
- **E-governance** and other government initiatives.

### On market, technology, and price trends

With the telecom market booming, FTTX is one of the major drivers. The price trend varies from vendor to vendor as per the current raw materials and results in cost fluctuation. At Dax, we design solutions as per customer requirements and offer them the best with affordable price compared to our competitors' products/solutions.

### On recent innovations in design, marketing strategy, and so on

Field Crimping type fiber connectors (SM and MM) have been introduced in fiber components, which don't require epoxy. It takes lesser time to crimp the fiber connectors and ensures low insertion losses.

The market is very dynamic and is more sensitive on technical aspects rather than commercial. Our strategy is to spec high-end cabling products like Cat-6, Cat-6a, fiber with 10G support both SM and MM to



shun the competition.

### On Dax's marketing plans and initiatives

Having established a growing footprint in the enterprise market, Dax is now looking at aggressive growth in the SMB market. In line with this move, we are shifting our focus from products to end-to-end networking infrastructure solutions. Owing to our rich over-20-year networking experience in India, Dax has a good understanding of the networking needs of Indian SMBs. Dax is now ready to offer Indian SMBs, not just products, but networking solutions, which are tailor-made for them in terms of technology and cost efficiency. We are also focusing on increasing our product portfolio to

**"The current market is focusing more on **Cat-6** and **Cat-6A** on copper and in fiber the focus is more on single mode with **10G capability** on cabling."**



We are in the process of standardizing Cat-6A cabling products and intelligent solution on copper and fiber.

### Subashini Prabhakar

CTM,  
Dax Networks



meet the customer requirements.

### On your key customers

eCourts, MTNL BB, BSNL-GPON, ESIC, Railnet, Suzlon, and Enercon.

### On future outlook

The structured cabling market in India is rapidly growing every year and similarly there will be shift on media, the current shift is on Cat-5e to Cat-6/Cat-6A(few) and on fiber OM3 and laser grade SM fibers for terabit connectivity. The current market is focusing more on Cat-6 and Cat-6A on copper and in fiber the focus is more on single mode with 10G capability on cabling. The current application requires more bandwidth, secured connectivity and high-speed data rate.

We are in the process of standardizing Cat-6A cabling products and intelligent solution on copper and fiber. To meet the growing requirements, standard companies have introduced new cabling product / technology to support the growing new technology active products. The main factor for the growth of structured cabling market is to meet the international standards and the business competition prevailing in the market. ■