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In the wake of growing need of IT-enabled services across all verticals, structured cabling (SC) has become a key to every infrastructure project and is all set to grow at a phenomenal rate. The demand for SC among industry verticals like government, BFSI, education, IT and ITeS is fairly healthy. Today, structured cabling is evolving faster than before with the mix of network technologies being most volatile, while the overall growth seems to be strong. The structured cabling segment is experiencing growth in order to keep pace with advanced technologies. Talking about the market trend, organizational growth, use of converged networks, new applications, demand for data centers and network virtualization have served to increase the importance of structured cabling solutions (SCS), and corporate networks in India in recent years. The SC market will see exponential growth as infrastructural expansion has already started falling in place. The future looks bright for structured cabling with almost all major industries vouching for it.

Structured cabling market is extremely fragmented and competitive. It tends to push the price down. The focus is on 10G ethernet, data centers, and infrastructure lifecycle management solutions. 10G ethernet is possible over single-mode and multi-mode fiber, and Cat 6A solution. Cloud computing, 40G solutions, fiber-to-the-home adoption, data center implementation, are few current trends likely to play a vital role in the market.

GPON, directorate of technical education, SREI Infrastructure, Rajasthan Schools, Salem Steel Plant are some of the key projects where our passive products have been deployed successfully. Dax offers end-to-end cabling solutions which include CAT 5e, CAT 6, and CAT 6A in copper category and multi-mode (50/125, 62.5/125um) OM1, OM2 and OM3, single mode (9/125um) in fiber category. Some of the factors that we would attribute to our performance are standard compliance, reliable performance, intelligent management, aesthetic design, future proof, compatibility, 20-year warranty period that we give to our customers. Our key verticals in this space are government, telecom, and BFSI. While we will continue with the same focus, we are also planning to put more efforts in the SME space this year.

In our cabling products, we not only comply with all standards but also exceed standard specifications, hence providing enough headroom for higher performance; thus making it suitable for emerging technologies. We always offer a standard 20-year warranty for all our cabling products. Hence, the customer need not to change the cabling once certified. The adoption of Cat 7A is catching up well across the verticals. Cat 7 and Cat 7A are the technologies that allow sheath sharing, and enable multiple applications running on the same 4-pair cable. As the categories build from 5e to 7, the speed of data transfer across the network wiring increases as does the headroom for advanced network applications. While category 5e network wiring is rated to 100 MHz, standards compliant category 7 cables provides 600 MHz data transfer rates.

The major hindrance for growth is the fluctuating copper LME prices. Throughout last year, the trend was upwards and this posed a huge challenge for the vendors. When we speak about setting up a SC standard body in India, we can say that standardization is a matured market. It is well adopted and there are no proprietary technology and compatibility issues as most of the technologies are backward compatible. According to us, standardization in the intelligent cabling segment is a welcome initiative.