

Network of Preferred Installers

a face.  
a voice.  
a connection.

a privilege.

## Delivering Installation Expertise and Reliability

As a member of Corning's network of preferred installers (NPI), it's about more than just winning the project and moving on to the next one. Our goals are the same – increase profit, reduce costs, increase productivity and build valuable relationships. By combining Corning's industry-leading product solutions and expertise, you can be assured that your network installation will achieve that goal.



## a face.

Personal interaction, attention to detail, accountability... that's what you get when you work with an NPI member.

- Commitment to building a long-term relationship, delivering an excellent solution to meet the real needs of your business
- Utilise skilled resources available to provide a positive customer experience and ensure a fully operational installation that gets your system up and running as scheduled

CORNING

NPI Network of Preferred Installers



## a voice.

The LANscape® Solutions end-to-end product offering is designed to deliver the most technologically advanced communication system to the customer. Corning products withstand rigorous field and laboratory testing with continual design enhancements in response to rapidly evolving customer environments.

- Corning, together with its NPI members, commits to repair or provide replacement for nonconforming products free of charge during the **25 year extended warranty** period, subject to the terms and conditions of Corning's network of preferred installers programme.

*\*Note: A LANscape Solutions NPI 25-year extended warranty is offered for contractual products as defined in Corning's extended warranty contract and Corning's end-customer warranty. Contractual products include fibre optic cables, hardware, connectivity and pre-terminated systems that have been installed according to the requirements stated in Corning's extended warranty contract and Corning's end-customer warranty.*



## a connection.

Get connected to real solutions for real problems and competitive advantages for your business through the LANscape network of preferred installers.

- Offers a complete tip-to-tip solution by offering Corning innovative product lines and leveraging valuable relationships throughout the fibre optic and copper industry.
- Global distribution channels and award-winning Customer Care makes it simple for its program members to quickly get products to your site for timely installation.



## a privilege.

Only skilled installer companies measuring up to Corning's quality and training requirements are invited to join Corning's NPI programme.

- As a member of our NPI programme, installers must meet stringent requirements for technical strength in order to receive and maintain membership in good standing.
- Our installers are required to continually update training to stay abreast on the latest technologies and product solutions.

We engineer our products and solutions to meet the standards of the most exacting and large-scale infrastructure projects. Corning technology will deliver outstanding performance for the humblest LAN to the grandest data centre.

For more information, visit  
[www.corning.com/opcomm/emea/npi](http://www.corning.com/opcomm/emea/npi)

