

LanTroVision Adopts the Versiv™ DSX-5000 CableAnalyzer™ to Cut Network Testing Time in Half and Improve Project Management

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En un vistazo

Cliente: Lantrovision

Industry: Cable Installation and Testing

Location: Singapore

Reto:

LanTroVision es una empresa de cableado estructurado e instalación de redes de TI con sede en Singapur con filiales y asociaciones de alianza en Asia, Australia, África, Europa y América del Sur. Con ingresos anuales superiores a 106.8 millones USD (S\$133.540.000), LanTroVision se centra en el crecimiento continuo, proporcionando cambiantes líneas de productos y servicios que cumplen o superan las expectativas del cliente. La empresa ha establecido una experiencia de proporcionar los mejores servicios de infraestructura de cableado y redes, pero cada vez más difícil mantener esta experiencia mientras que las expectativas del cliente aumentan a pesar de presupuestos reducidos y programas de proyectos. Se le pide constantemente a la compañía que haga más con menos.

Resultado:

La migración del DTX-1800 CableAnalyzer a la nueva línea de los productos Versiv DSX-5000 de Fluke Networks fue causada menos por un desafío y más por una oportunidad de adoptar una tecnología de próxima generación que igualó las condiciones contra presupuestos reducidos y programas de proyectos. El Versiv DSX-5000 ayuda LanTroVision a completar trabajos de instalación de cableado a las especificaciones del cliente en la mitad de tiempo. Les permite probar todo tipo de cableado que se utiliza en el trabajo y mantener el máximo tiempo de actividad en las redes de los clientes, todos con poco o ninguna formación de técnicos. Además, las plataformas DTX y DSX son interoperativas, permitiendo que LanTroVision sacar el máximo provecho de sus inversiones y emigrar tecnologías conforme lo permitan su presupuesto y programación.

Producto:

Fluke Networks Versiv DSX-5000 CableAnalyzer

Introducción

LanTroVision es una empresa de cableado estructurado e instalación de redes de TI con sede en Singapur con filiales y asociaciones de alianza en Asia, Australia, África, Europa y América del Sur. The company supplies and installs computer cabling to meet customer information and telecommunication network requirements. This is done across consultation, site survey, design, implementation, testing, and commissioning, as well as provisioning of maintenance and support services.

With annual revenue exceeding \$106.8 million USD, LanTroVision is focused on continual growth by providing evolving product and service lines that meet or exceed customer expectations. It continues to strengthen its global brand by expanding product offerings that are complementary to its IT cabling infrastructure business – namely services surrounding IT infrastructure and power management, software for data center and enterprise communication rooms, security surveillance products, active and passive data center equipment and accessories, and cable routing support systems.

Desafíos

LanTroVision has established a legacy of providing best-in-class network and cable infrastructure services. Maintaining this legacy grows more-and-more challenging as customer expectations grow despite shrinking budgets and project schedules. Se le pide constantemente a la compañía que haga más con menos.

“LanTroVision customers expect the very best in cable installation quality, but today’s economic landscape has them asking us to deliver more with less time and budget,” said Eric Ang, head of training and development for LanTroVision. “Meeting expectations requires a fine balancing act since we test each and every node we install to ensure performance levels.”

LanTroVision trains and equips its technicians with the latest technologies to gain an advantage and perform effectively with the utmost quality. In the past, this toolset included the DTX-1800 CableAnalyzer from Fluke Networks. But the challenge of continuously shrinking budgets and project schedules demanded a

next-generation solution.

“The DTX is an outstanding product and got us to where we are now,” explained Ang. “But, we need to constantly evaluate our technologies and operating standards to make sure we stay above our competitors.”

Solución

Fluke Networks launched the Versiv DSX-5000 CableAnalyzer in June 2013, providing increased performance and functionality over the successful DTX CableAnalyzer product line. The DSX improves the efficiency of copper certification with unmatched testing speed while meeting the most stringent accuracy requirements. It also supports modules for fiber testing, Wi-Fi analysis, and Ethernet troubleshooting. The platform is easily upgradable to support future standards, protecting investments now and into the future.

“Training for the DSX is almost non-existent,” said Ang. “The product is so user friendly that our technicians just pick it up and go. They don’t want or need training since they are already familiar with Fluke Networks and the DTX product line. For our last project, the technicians simply turned on the Versiv devices and started working with no delays or production stops.”

The Versiv DSX-5000’s Taptive™ user interface allows LanTroVision technicians to troubleshoot faults faster with touchscreen operations similar to modern mobile phones and tablets. It graphically displays the source of failure, including crosstalk, return loss, and shield faults. The DSX-5000 also features ProjX™ Management System capabilities to ensure jobs are done correctly and on time from setup to systems acceptance. LanTroVision leverages ProjX to set test limits and naming conventions for different sites under the same project name. From there, technicians can pull out site information and status updates as needed for better project management.

Resultados

As longtime customers of Fluke Networks, LanTroVision adopted and rolled out the Versiv DSX-5000 CableAnalyzers just a few months after the product launch. To Ang, the biggest benefit is the product’s ease-of-use. The Taptive touchscreen interface provides functionality in a format that almost everyone is now familiar and comfortable with using.

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In just a few months of use, the DSX-5000 is already generating results for LanTroVision on a variety of high-profile projects. It was indispensable in meeting schedule requirements for a major technology company’s data center expansion in Asia.

“The DSX provides fast port identification and testing, cutting the time needed to test installed cables by as much as 50 percent,” said Ang. “It was our secret weapon for winning and completing this particular data center job.”

LanTroVision is also seeing streamlined testing operations thanks to the DSX-5000. It offers near-instantaneous set reference and provides the losses for added test reference cords (TRCs), which were rarely verified before the DSX adoption. This information is very important as it impacts the pass/fail analysis of the eventual fiber test.

“Not only is the time required halved,” said Ang, “but it eliminates all of the troubleshooting frustration when the fault lies with the TRC.”

LanTroVision also benefits from the DSX ProjX Management System. The company uses the project management capabilities to set up and track progress for large projects that span multiple locations. It allows Ang to gain visibility into project status and projected completion times.

The Versiv DSX-5000 from Fluke Networks helps LanTroVision complete cable installation jobs to customer specifications in half the time. It allows them to test all kinds of cables used on the job and maintain maximum uptime in customer networks all with little-to-no technician training. What’s more, the DTX and DSX platforms are interoperable, allowing LanTroVision to make the most of their investments and migrate technologies as their budget and schedule relies. The company currently relies on a mix of DTX and DSX products depending on project requirements. The DSX units are used in major projects with short turnaround times for testing.

«We’ll gradually roll over our entire inventory to the new Versiv DSX-5000 platform,” said Ang. “Our customers will be very, very happy with the results.”

Acerca de Fluke Networks

Fluke Networks es el líder mundial en herramientas de certificación, resolución de problemas e instalación para profesionales que instalan y ofrecen mantenimiento de infraestructura de cableado de redes importantes. Desde la instalación de los centro de datos más avanzados hasta la restauración del servicio en las peores condiciones climatológicas, nuestra combinación de confiabilidad legendaria y el rendimiento sin comparación garantiza que los trabajos se realizarán de forma eficiente. Entre los productos más representativos de la empresa se encuentra el innovador LinkWare™ Live, la solución de certificación de cableado conectada a la nube líder en el mundo, con más de catorce millones de resultados cargados hasta la fecha.

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Revised: 22 de agosto de 2019 2:35 PM

Literature ID:

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