

REDEFINING Network Infrastructure

THROUGH INTERGRATED SOLUTIONS FOR DATA, POWER AND CONTROL

At Legrand's Data, Power & Control Division we uniquely differentiate ourselves with an intense focus on customer requirements and challenges - responding to those needs with a complete catalog of premium-engineered, purpose-built offers. Each of our brands, including Ortronics®, Raritan®, and Server Technology® boasts a long history of solving difficult requirements with innovation and engineering. With the world's largest R&D team focused solely on datacenter whitespace and digital building infrastructure solutions, Legrand's Data, Power, and Control Division offers IT and data center managers a true innovation partner. Our premium, best-in-class designs lead the industry across multiple product categories, while customers still retain the convenience and security of a single vendor.

REMOTE MANAGEMENT

The most trusted name in KVM-over-IP Switches that leverage today's Ethernet and TCP/IP networks to provide anytime/anywhere remote access, control and management.



Products:	KVM Switches, Serial Console Servers, Remote Management Solutions
Differentiators:	World Wide Market Leader in KVM-over-IP Switches, High Performance 4K KVM, Java-Free, Reliability, Security
Recognizing Opportunity:	Need for remote management of servers/networking, remote access for data center/labs/server rooms/control rooms, remote site/edge management, work-from-home, remote IT management
Key Verticals:	Government/Military, Technology/IT, Broadcast/Control Room, Financial, Manufacturing, Healthcare, Data Center, Edge, Small/Medium Business
Competitors:	Vertiv, Belkin, ATEN, Blackbox

POWER

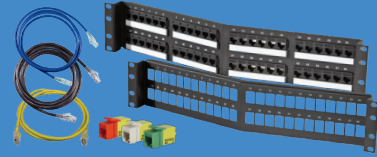
The leading intelligent PDU brands that deliver the most innovative, problem solving features with the option to completely customize.



Products:	PDUs
Differentiators:	Quality/Reliability, Technology & Industry Experience
Recognizing Opportunity:	Datacenter or network buildout, Colo deployments, Technology refreshes, Edge or POPS site (outside of core datacenter)
Key Verticals:	Tech, Financial, Healthcare, Government
Competitors:	APC, Vertiv, Eaton

COPPER

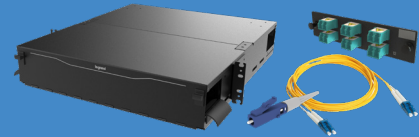
Legrand's complete CAT6 and CAT6A copper solution offers improved channel performance above industry standards and bandwidth beyond TIA frequency specifications.



Products:	Copper Solutions, Jacks, Patch Panels, Patch Cords, Workstation
Differentiators:	Lacing cap design and speed of install, connectivity solutions create faster moves adds and changes with better reliability, innovative multi and bulk pack solutions, high density connectivity and patch cord solutions optimize usable space, contributes credits toward sustainable buildings
Recognizing Opportunity:	PoE, Commercial and LAN new installs or moves adds and changes, IOT deployments and applications where devices are converging on the network, Wireless access point deployment, telecommunication rooms, LEED accredited buildings, supporting connectivity up to 10Gbps
Key Verticals:	Healthcare, Converged Infrastructure, Legacy Specifications, Commercial Office, Government, Non Specs MACs, Colocation DC, Education, Enterprise DC
Competitors:	CommScope, Panduit, Leviton, Siemon, Belden, Hubbell

FIBER

Complete fiber optic solutions designed to deliver the most advanced network performance, with a variety of density and connector options for maximum compatibility.



Products:	Fiber Solutions, Enclosures & Panels, Cassettes & Adapters, Trunk and Patch Cable Assemblies, Connectors & Accessories, Installation Equipment
Differentiators:	Lowest loss for pre-terminated solution, Longest Range/ Extended Rand Pre-Terminated Solution, Leading access and visibility within enclosures, Simplified Ordering, Complete Infrastructure Solution
Recognizing Opportunity:	New Data Center, Moves Adds and Changes Existing Data Center, Network with more than 2 hops (cross connects), Experiencing CRC / FEC / BER issues, plan to move beyond 10Gig Ethernet or 16Gig Fiber Channel, Would like to extend the life of Multimode Infrastructure, Building networks, Campus Networks, Labs, POL/PON
Key Verticals:	Hyperscale, Colocation, Enterprise, and Edge Data Centers, Financial, Government/Military, Healthcare, Hospitality, Education, Broadcast/Headend, and Retail
Competitors:	Corning, CommScope, Panduit, AFL/AFL Hyperscale, Hubbell, Leviton, Siemon, Belden

OPTICS

Market Leader in providing quality compatible optical networking solutions to the enterprise, data center and service provider markets.



Products:	Optical transceivers, DACs and AOCs
Differentiators:	Premier provider of quality connectivity products backed by our renowned testing capabilities, proprietary quality tracking system, industry leading warranty and superior technical support
Recognizing Opportunity:	Need for optical networking connection points, specifically within the server, switch and router environments. Key customers to identify are those looking for faster delivery or a more affordable alternatives to costly OEM solutions
Key Verticals:	Data Center, Enterprise, Financial, Healthcare, Government, Service Provider, Campus and educational environments
Competitors:	Add-on, Prolabs, Precision Optical, Integra, Fiberstore, Axiom, Proline