

Inside Sales Guide for Panduit Industrial Ethernet Parts

This guide is intended to help sell add-on Panduit cabling infrastructure parts to connect devices like switches, drives, HMI, PLCs, etc. It identifies the parts to create the horizontal network channel between devices.



	CISCO Switch			Rockwell Automation STRATIX Switch				PLC Drive HMI			On-Machine™			
	IE-2000	IE-3000-4TC	IE-3000-8TC	8000 Copper and Fiber Exp. Module		5700	5900	5100	Etap	PLC	Drive	HMI	Armor Block	Armor 5700
Copper Cable	Industrial ISFCH5C04ATL-XG (Cat5e, SF/UTP, 600V), IUC6C04ABL-CEG (Cat6, U/UTP) Enterprise PUR6004BU-UY (Cat6 UTP Rise)													
Plug/M12	Industrial ISPS688FA (CAT6 RJ45 Field Term Plug)			Enterprise SP688-C (CAT6 RJ45 Std - Qty100)									Industrial ISPS5E44MFA (M12 Decode)	
Copper Patch Cord	Industrial ISTPHCH3MTL (CAT5e RJ45 600V)			Enterprise UTPSP10BUY (CAT6 UTP RJ45)*										
Copper Patch Panel	Industrial CDPP8RG (DIN Patch-8), CADIN1IG (DIN Adapter- 1)			Enterprise CWPP12WBL (Panel Mount-12)										
Jack	Industrial CJS5E88TGY (CAT5 RJ45 Shielded)			Enterprise CJ688TGBU (CAT6 RJ45 Std)										
Bulkhead	Industrial IAEBH6 (RJ45 Jack),		IAEBHC6 (RJ45 Coupler)		IUTPSP10BL (RJ45 Patch Cord)							Industrial ICAM12DRJS (M12 Adapter)		
Fiber Con/Adapt	Enterprise FLCDMCAQY (LC Connector), CMDSBLLCBL (LC MiniCom Adapter), FSCMC5BL (SC Simplex)													
Fiber Patch Cord	Enterprise FX2ERLNLNSNM003 (LC to LC), F52ERLNSNSNM003 (LC to SC), F5E2-10M3Y (LC to ST)													
Fiber Patch Panel	Industrial FDME8RG (DIN Patch-8), CADIN1IG (DIN Adapter- 1)			Enterprise CWPP12WBL (Panel Mount-12)										
Security	PSL-USBA (USB A Block), PSL-DCJB (RJ45 Block), PSL-DCPLX (RJ45 Lock-In), FLCCLIW-X (LC Lock-In), PSL-LCAB (LC Block-out)													

* Other Lengths — 2, 4, 7, 15 (replace 10)

Inside Sales guide for Panduit Industrial Ethernet Parts - Investigative Questions

Do you intend to use fiber or copper cabling to connect your new <device or switch> to your network?

- Go to fiber or copper section

Will all network cabling remain inside the enclosure connecting devices (i.e. no horizontal cable) or extend out to other enclosures, machines or sensors?

- External – include horizontal channel parts
 - Will a bulkhead connector be used for transition?
 - Go to bulkhead section
- Internal – Only copper or fiber patch cords needed

COPPER HORIZONTAL CHANNEL

Will this be a shielded (STP) or unshielded (UTP) installation?

- UTP Cable
- STP Cable

Will any network cables be in close proximity to voltage sources greater than 300V?

- No – 600V cable not required
- Yes – 600V cabling required

Would you consider the environment where the cable runs as harsh (temp, chemicals, EMI, wet, etc.)?

- No – Enterprise grade cable
- Harsh - Industrial grade cable
 - If STP, 600V or Harsh, Sell ISFCH5C04ATL-XG*

Are you going to terminate horizontal cable to an RJ45 Jack, RJ45 Plug, M12 Connector or mixture?

- RJ45 Jack
 - Match 4 pair STP cable to STP Jack CJS5e88TGY and 4 pair UTP cable to UTP Jack CJ688TGBU
 - How many cables to terminate (match cable count to RJ45 Jack qty)
- RJ45 Plug
 - If shielded Installation, then sell field term STP plug ISPS688FA
 - If unshielded installation
 - Do you prefer a field terminable plug or standard enterprise plug
 - Field Term plug (shielded plug OK) ISPS688FA
 - Enterprise plug SP688-C
 - How many cables to terminate (match cable count to RJ45 Connector qty)
- M12 Connector
 - Sell 2 pair Cat 5e ISFCH5C02ATL-XG cable and ISPS5E44MFA M12 Connector
 - How many cables to terminate (match cable count to M12 Connector qty)

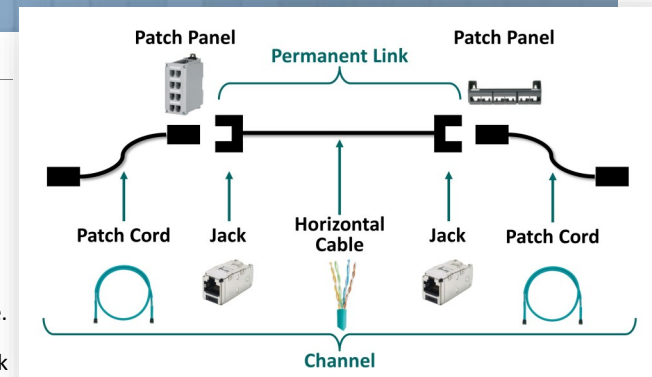
Applies to RJ45 Jack only – Do you prefer mounting Jack on DIN Rail or in a Panel Mount Bracket

- Panel Mount Bracket – Sell CWPP12WBL
- DIN Rail Mount
 - How many cables?
 - 1-2 Cables – Sell CADIN1IG DIN Adapter
 - 2 to 8 Cables – Sell CDPP8RG Din Patch Panel
- How many patch cords will you need and what is the lengths?
 - If 600V – ISTPHCH*MTL where the "*" is the length
 - Std – UTPSP*BUY where the "*" is the length

BULKHEAD

Will the connectivity be RJ45 or M12?

- M12 – Sell ICAM12DRJS
Go to M12 Connector Section to complete network
- RJ45 – Sell IAEBHC6 coupler if customer does not want to terminate (i.e. patch cord) or IAEBH6 if cable is terminated to Jack if preferred
 - Are you connecting to another enclosure with an RJ45 bulkhead? Sell IUTPSP10BL 10 foot patch cord if connecting to 2 bulkhead connectors



Fiber

Would you consider the environment where the cable runs as harsh (temp, chemicals, EMI, wet, etc.)?

- No – Enterprise grade distribution cable FODRX12Y (recommend loom tube, fiber runner, conduit for protection)
- Harsh - Industrial grade cable
 - If preference is no ground and light weight – DCF FSPD12512-050M

Do you need LC connectors? – FLCDMCXAQY

- Will the connector be connected to the device, installed in a DIN patch, or panel mount bracket
 - Device - No add on parts
 - DIN
 - 1-2 cables - CADIN1IG and CMDSBLLCBL
 - 2-8 Cables – FDME8RG and CMDSBLLCBL
 - Panel Mount – CWPP12WBL and CMDSBLLCBL

Do you need fiber patch cords to connect to device or to patch panel? Sell FX2ERLNLNSNM003 three meter patch cord?

Do you need to connect to legacy devices with older style connectors like SC or ST?

- SC - F52ERLNSNSNM003 LC to SC
- ST - F5E2-10M3Y LC to ST

Security

Do you need to protect ports with security products to prevent disconnect and block unauthorized connection

- RJ45 Block-out and Lockin – Sell PSL-DCJB and PSL-DCPLX
- LC Fiber Block-out and Lockin – Sell PSL-LCAB and FLCCLIW-X
- USB A - Sell PSL-USBA

Enclosure Network Access

If network switch and enclosure has high voltage, ask – Do you want network access with the enclosure door closed to the switch?

- Yes – Sell IAEBHC6 and UTPSP*BUY

Additional reference materials available at: [Cabling Infrastructure](#)