2021 QUICK REFERENCE SALES GUIDE
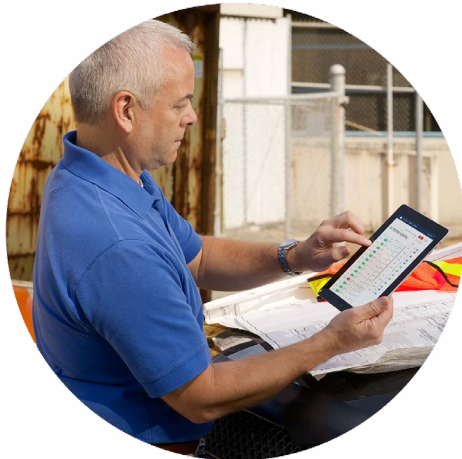
FLUKE networks®

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Introduction

Fluke Networks is the worldwide leader in certification, troubleshooting, and installation tools for professionals who install and maintain critical network cabling infrastructure. From installing the most advanced data centers to restoring service in harsh industrial environments, our combination of legendary reliability and unmatched performance ensure jobs are done efficiently.

Network cabling contractors and installers

Factory Maintenance Technicians deploying Industrial Ethernet

Network Engineers in Datacenters and Enterprise

Communication Service Technicians

Why trust Fluke Networks?

- Endorsed by more than 30 Cabling Manufacturers Worldwide

- Member or Participant in Ten Industry Standards Organizations

- Part of the Fluke Corporation, a leader in testing since 1948

Who relies on Fluke Networks?

- The world's ten largest companies (based on Fortune® magazine)

- Major data center operators: Amazon, Apple, Equinix, Facebook, Google, and Rackspace

- Leading communications providers: AT&T, China Mobile, Deutsche Telekom, NTT, Orange, Verizon

- Financial Leaders: Allianz, Bank of America, Barclays, Industrial and Commercial Bank of China, Morgan Stanley

- Major industrials: BASF, BMW, Daimler, Ford, GM, Petrobras, Petronas

- Government Agencies: Bank of England, Canada National Defence, FBI, US DoD

- Research and Education: CERN, Harvard, Max Planck Institute, Oxford, Stanford

Be sure to mention Gold Services...

ONE
COST-CUTTING
$FEE

Replacement Accessories

Tester Shipment

Calibration

24/7 Technical Support

Unforeseen Repair

Loaners**

Special Offers

When selling our products, be sure to offer Gold Support Services to your customers. Gold Support is much more than just a repair warranty. It is a comprehensive maintenance and support program that offers expanded coverage for Fluke Networks' products and accessories. It provides a premium level of support to minimize business downtime and ensure a high return on your investment.

The economic case for Gold is clear when comparing the cost of Gold to the cost of the individual services it replaces.

For more information on our Gold Support programs, visit:
www.flukenetworks.com/gold

Benefits	Gold Member	Non-gold Member
Live Technical Support with exclusive phone numbers	✓	
FREE Repair with "first on bench" turnaround service	✓	
Loaner Equipment Service*	✓	
FREE Accessory Replacements**	✓	
FREE Annual Calibration	✓	
Member Only Promotions	✓	
Access to Technical Support	Web, Email and Phone	Web and Email
Response time from Technical Support	<2 Hours	<24 Hours
Customer Support - Phone and Email	24x7x365	US/EU Business Hours
Primary Case Handling	Technical Support Engineer	Customer Service Agent

Available in certain geographies
***Applies to accessories included in the original product bundle*

Versiv™ Cabling Certification System

"With Versiv, we spend more time getting the project done and less time setting up and troubleshooting. We've seen a significant decrease in missing and incorrect test reports by loading the tester with the settings and cable IDs for multiple projects before heading to the jobsite. This all translates into faster job completion, higher profits, and happier customers."

– Dave Lawes, RCDD, Regional Sales Manager System Tech, Inc.

Certifying a cable is one part of a process that starts with systems design and ends with systems acceptance. The faster that process goes, the more profitable you'll be. Unfortunately, there are a lot of things that slow the process down - testing to the wrong limits, waiting for lead technicians to set up or troubleshoot, and incomplete results.

Research from Fluke Networks shows that over 90% of contractors report dealing with issues related to set-up, testing, and reporting every month. **It adds up to a week of wasted labor on a typical 1,000 drop job.**

Versiv is designed to eradicate these problems. Its ProjX™ System manages job requirements and progress from setup to systems acceptance, making sure all tests are completed correctly. The Taptive™ User Interface simplifies set up, eliminates errors and speeds troubleshooting. The LinkWare™ Live cloud service gives you control of the whole process: you can set up and track your testers and inspect results from any mobile device while the job is in process. It even lets you upload and integrate results from multiple testers at multiple jobsites so you can quickly generate reports with the de-facto industry standard LinkWare™ PC. **Customers report Versiv cuts testing and reporting costs by 2/3 and adds up to 10% in profits to every cabling job.[1]**

[1] Based on a study of 219 installers: https://www.flukenetworks.com/content/versiv-saves-you-money"

Versiv provides everything you need to Certify, Manage and Report on your Cable Installation Projects

Versiv features a modular design with swappable testing modules that provide four types of testing plus report generation software and a cloud service for managing jobs. Bundles are available to combine functions and save money.

DSX-CableAnalyzer™ Series – Copper Certification

- Unmatched speed for Cat 6A, Cat 8, Class F_A and all current standards
- Graphically displays the source of failures including crosstalk, return loss and shield faults
- Meets IEC Level V – the most stringent accuracy requirement
- Supports MPTL testing and balance measurements
- Endorsed by cabling vendors worldwide

CertiFiber® Pro – Optical Loss Test Set

- Fastest time to certify – two fibers at two wavelengths in three seconds
- Full Encircled Flux compliance, per TIA/ISO requirements
- Convenient quad module supports both multi-mode and single-mode loss testing
- Extended single-mode distance range to 130 km
- Built in Visual Fault Locator

OptiFiber® Pro OTDR Family

- Multiple wavelengths to support LAN, datacenters, PON, FTTx and outside plant applications
- Industry's shortest event and attenuation dead zones
- Accelerate fiber certification with the fastest set-up and trace times
- EventMap™ view negates the need for OTDR Trace Analysis
- SmartLoop™ tests two fibers in both directions, averaging the losses whilst keeping the tester at one end

FI-7300 FiberInspector™ Ultra

- Supports MPOs (total endface visibility with Live View from full trunk to individual endface) and single fibers
- Graphical indication of problem areas due to contamination, pits, chips, and scratches
- Automated pass/fail results in seconds
- Multiple Autofocus/Autocentering Camera design for real time imaging
- Save MPO and single fiber optic connector end-face views during inspection process

Visit www.flukenetworks.com/versivconfig to build your Versiv Kit today.

VERSIV™

FLUKE networks®

Manage and Report on your Cabling Jobs

LinkWare™ Live

Turbocharge your team.

LinkWare Live is a cloud-based service that lets you manage Versiv certification jobs anytime, anywhere, with anyone on any device.

Keep track of every test on every job.

Get an overview of every project from any smart device. Drill down to each individual test. Instantly receive notification of incorrect test setting or cable IDs.

Get it right the first time.

Define cable IDs and test settings from your PC or tablet. Then send them to the testers at the jobsite for mistake-free testing. Support for multiple label printers provided.

Manage Your Testers.

Stay up to date. Standards can change without notice, and out-of-date test limits or calibration mean hours of re-testing. LinkWare Live automatically ensures your testers are running the latest.

Test Result Management

Stop wasting time and gas driving testers back to the office. Upload your test results straight from the job site to LinkWare Live over Wi-Fi. Then download them automatically to the right job for fast report generation with LinkWare PC.

LinkWare™ PC

The job's not finished until the reports are done.

LinkWare PC Cable Test Management Software lets you manage all the results from multiple testers using one Windows™ PC applications.

- Electronically save, maintain and archive test results

- Deliver professional reports in a common format

- LinkWare Stats™ provides a comprehensive view of your entire cable plant's performance

- TIA 606-B compliant

- Simple user interface and time-saving features for increased productivity.

DSX CableAnalyzers™

Description	DSX-602	Versiv DSX2-5000	Versiv DSX2-8000
	Essential Cat 6A and Class E_A copper tester	Cat 6A and Class F_A copper tester	Fastest, most accurate Cat 8 and Class I/II copper cable tester
Cat 3-Cat 6A/Class E_A	✓	✓	✓
Class F_A	x	✓	✓
Cat 8/Class I/II	x	x	✓
Maximum frequency	500 MHz	1000 MHz	2000 MHz
Autotest time	10 sec Class E_A/Cat 6A 9 sec Class E/Cat 6	10 sec Class E_A/Cat 6A 9 sec Class E/Cat 6	16 sec Cat 8/Class I/II 8 sec Class E_A/Cat 6A 7 sec Class E/Cat 6
Shield integrity test	✓	✓	✓
Permanent link adapter	Optional	Included	Included
Advanced fault info troubleshooting	x	✓	✓
PoE resistance unbalance	x	✓	✓
Integrated alien crosstalk capability	x	✓	✓
Coax adapters	Optional	Optional	Optional
M12 adapters	Optional	Optional	Optional
Patch cord adapters	x	Optional	Optional
Modular Plug Terminated Link (MPTL) support	x	✓	✓
Fiber—OLTS, OTDR and inspection	x	Optional	Optional
LinkWare™ PC	✓	✓	✓
LinkWare™ Live	✓	✓	✓
Storage capacity	~12,000 Cat 6A test results with plots	~12,000 Cat 6A test results with plots	~12,000 Cat 6A test results with plots

Cable & Network Testers

Feature	MicroScanner™ PoE Checks cable continuity & interrogates PoE switch	CableIQ™ Troubleshoots network speed or technology	LinkIQ™ Measures cabling bandwidth and Ethernet switch port capability
Parametric tests on cable and connectors	x	Measures crosstalk and impedance	Measures: NEXT, RL, IL
PoE Test	Class and power up to IEEE802.3bt	Appears as voltage between pairs	PoE Class (1-8), Negotiated Power (up to 802.3ac/at) Power Load Test
Wiremap, continuity, length and tone generation	✓	✓	✓
Documentation of test results	x	250 results in tester Document with CableIQ Reporter Software	1000 results in tester Document with LinkWare™ PC
Network Test capabilities	x	Detects and locates switches and shows link configuration (speed/duplex/pairing)	Switch Name, Port & VLAN Info Simplex/Duplex Identification Port Blink
Network speed	10 Mb/s to 10 Gb/s	10 Mb/s, 100 Mb/s, 1000 Mb/s, VoIP	10 Mb/s to 10 Gb/s
Connector support	RJ45	RJ45 & Coax	RJ45 M12D, M12X, and M8 adapters available in LinkIQ-IE kits
Display	Monochrome	Monochrome	Color "gesture-based" touch screen

Tools to Maximize Industrial Ethernet Uptime

The cause of most Industrial Ethernet downtime? Cabling. Broken connectors. Failed shields. Moisture intrusion. Too long. EMI susceptibility. Dirty fiber.

But it doesn't have to be that way. We've got the tools and support to help you achieve faster startup, prevent unplanneddowntime and speed troubleshooting.

Feature	MS-PoE-IE Cable continuity	LIQ-100-IE Troubleshooting	DSX2-5-IE-K1 Validation and advanced troubleshooting
Validate to international standards	x	x	✓
Pre-deployment acceptance tests	x	x	✓
Parametric tests on cable and connectors	x	Measures: NEXT, RL, IL	✓
Find connections susceptable to vibration, moisture, temperature and EMC/EMI	x	x	✓
Fiber optic tests	x	x	✓ (requires optional fiber modules)
Documentation of test results for commissioning	x	1000 results in tester. Document with LinkWare™ PC	~12,000 test results with plots in tester. Document with LinkWare™ PC and LinkWare™ Live Cloud Service
User interface	Monochrome	Color "gesture-based" touch screen	Large color "gesture-based" touch screen
Network speed and loss tests	10 Mb/s to 10 Gb/s	10 Mb/s to 10 Gb/s	Tests loss to international standards for cable type
Switch test	Speed, duplex, PoE class	Speed, duplex, PoE class, switch name, port number, VLAN	x
Continuity, length and tone generation	✓	✓	✓

FLUKE
networks®

Fiber test and troubleshooting instruments

	Inspection and Cleaning				MPO Testing	Loss Testing (Tier 1 Certification)		Plant Characterization and Troubleshooting (Tier 2 Certification)		
	FI-500 FiberInspector™ Micro Fiber Inspection Scope	FI-7000 FiberInspector™ Pro Video Microscope	FI-3000 FiberInspector™ Ultra Fiber Inspection Scope and FI2-7300 FiberInspector™ Ultra MPO kit	Fiber Optic Cleaning Kits	MultiFiber™ Pro MPO Tester	SimpliFiber™ Pro Power Tester and Fiber Test Kits	CertiFiber™ Pro Optical Loss Test Set	VisiFault™ Visual Fault Locator	Fiber QuickMap™ Fault Locator	OptiFiber™ Pro OTDR Family for applications including data centers, PON and outside plant
Check end-face contamination or damage	Single	Single, MPO[1]	Single, MPO	x	x	x	Single[1], MPO[1]	x	x	Single[1], MPO[1]
End-face inspection grading	x	Single	Single, MPO	x	x	x	Optional	x	x	Optional
Port Illumination	✓	x	✓	x	x	x	Optional	x	x	Optional
Auto-focus	✓	x	✓	x	x	x	Optional	x	x	Optional
Clean contamination	x	x	x	✓	x	x	x	x	x	x
Check connectivity	x	x	x	x	✓	✓	✓	✓	x	✓
Check polarity	x	x	x	x	✓	✓	✓	✓	x	x
Verify loss over entire link to ensure loss budget not exceeded	x	x	x	x	✓	✓	✓	x	x	x
Dual-fiber loss testing	x	x	x	x	x	x	✓	x	x	✓
Single-mode Tier 1 certification	x	x	x	x	✓	✓	✓	x	x	x
Multimode Encircled Flux Compliant Tier 1 Certification	x	x	x	x	EF compliant at the bulkhead	with EF TRC's	✓	x	x	x
Locate faults	x	x	x	x	x	x	x	✓	✓	✓
Tier 2 certification	x	x	x	x	x	x	x	x	x	✓
Pass/fail results	x	✓	✓	x	✓	x	✓	x	✓	✓
Document test results	x	✓	✓	x	✓	✓	✓	x	x	✓
Fiber types supported	Multimode Singlemode	Multimode Singlemode MPO	Multimode Singlemode MPO	Multimode Singlemode MPO	MPO (Multimode and Singlemode)	Multimode Singlemode	Multimode Singlemode	Multimode Singlemode	Multimode Singlemode	Multimode Singlemode
Source type					LED, FP Laser	LED, FP Laser	LED, FP Laser	Laser	Laser	LED, FP Laser

[1]Optional

Copper Installation Tools

Copper Installation Tools

Pro-Tool™ Kits	IS60	IS50	IS40
D914™S impact tool	✓	✓	x
D814™ impact tool	x	x	✓
Electrician's D-Snips	✓	✓	✓
Cable stripper	✓	✓	✓
Mini LED Flashlight	✓	x	x
Dur-a-Grip pouch	✓	✓	✓
EverShapr 66/110 cut blade	✓	✓	✓
Probe pic	x	x	✓

Telephone Test Set Comparison

Telephone Test Set
Comparison

	TS®54 TDR	TS®52 PRO	TS®22A	TS®22	TS®25D	TS®30 / TS®120*	TS®19
TDR for distance to Open, Shorts	✓	x	x	x	x	x	x
Built in Toner	✓	x	x	x	x	x	x
Display—back lit LCD and glow-in-the-the dark keypad	✓	✓	x	x	LCD only	x	x
Extended range high-impedance DataSafe operation in monitor mode	✓	✓	x	x	✓	x	x
High-impedance DataSafe operation in monitor mode	✓	✓	✓	x	✓	✓	✓
Data lockout protection	✓	✓	x	x	✓	x	x
DSL/POTS filtering technology	✓	✓	x	x	✓	x	x
Low/high voltage indication	✓	✓	x	x	✓	x	x
Low current (mA) indication	✓	✓	x	x	✓	x	x
Over voltage & current protection	✓	✓	✓	✓	✓	✓	x
Two-way speakerphone for true hands-free conversations	✓	✓	✓	x	x	x	x
One-way amplified speaker for hands-free monitoring	✓	✓	✓	✓	✓	x	x
Waterproof—exceeds American Military Spec. MIL-STD-810E	✓	✓	x	x	x	x	x
RainSafe—safe in severe weather conditions	✓	✓	✓	✓	x	✓	x
DropSafe—passes 20 foot (6 meter) drop test onto concrete	✓	✓	✓	✓	x	✓	x
Stores nine 18-digit numbers in repertory dialer (speed dialing)	✓	✓	✓	✓	✓	x	x

*TS120 for outside North America only. 67/33 break/make ratio.

Copper Line Verification & Contractor Telecom Kits

Electrical Contractor Telecom Kits

	Telecom Kit I	Telecom Kit II
TS30 test set with angled bed-of-nails cord	✓	x
Pro3000 analog tone and probe	✓	x
D814 impact tool	✓	✓
Electrician's D-Snips	✓	✓
Cable stripper	✓	✓
EverSharp 66/110 cut blade	✓	✓
Standard 4-wire modular adapter	✓	✓
Probe pic	✓	✓

Copper Line Verification

	TDR	Tone & Probe	Pocket Toner
	TS®100 PRO	PRO3000™	PTNX8-VV-PRO
Copper Line Verification	Very Good	Good	Good
Line Verification			
Cable Length	✓	x	x
Line Troubleshooting			
Identify Open/Short	✓	✓	✓
Distance to Open/Short	✓	x	x
Tone Generator	✓	✓	x
Pair Identification	SmartTone	SmartTone	8-ID Caps
Line Voltage	Numeric Measure	x	Status Indicator
Loop Current	x	x	x
Dial Tone Detection	x	x	✓
Polarity	x	x	✓
Bridge Tap Detection	✓	x	x

Stay Educated with Fluke Networks

Fluke Networks provides your customers with a variety of ways to stay up to date on our products and testing technologies. Contractors need to train and certify their employees to stay competitive in the installation and certification of high-speed structured cabling systems.

Certified Cabling Test Technician Training (CCTT)

Investing in the Fluke Networks, Certified Cabling Test Technician™ (CCTT) two-day training and certification program will not only improve the skills of your installers, but also their effectiveness and productivity on the job in testing, certifying and troubleshooting cabling systems. By attending a CCTT a customer is eligible for up to fourteen BICSI Continuing Education Credits (CECs).

www.flukenetworks.com/cctt

Online Training Videos

These videos provide basic training for the complete Versiv family. For each product, a set of videos cover the following topics:

- Unboxing – what comes with the product and what to do with it

- Setting Up a Test

- Running a Test

- Saving and Managing Results (using LinkWare™ PC and LinkWare™ Live)

www.youtube.com/FlukeNetworksVideo

Cabling Chronicles Blog

Find out what's new in the world of testing and standards with articles written by Fluke Networks' experts.

www.flukenetworks.com/blog/cabling-chronicles

Knowledge Base

Get the most out of your Fluke Networks investment with tips and tricks plus product updates from our team of support experts.

www.flukenetworks.com/knowledge-base

Resources

- **Cabling Chronicles blog:** Updates on the latest in standards, testing tips and Cabling 101 topics.
  www.flukenetworks.com/blog

- **White papers and knowledge base articles:** Insightful studies and helpful advice on relevant structured cabling topics.
  www.flukenetworks.com/support

- **Unsurpassed technical assistance** from our experienced Technical Assistance Center (TAC).
  Email: **support@flukenetworks.com**

- **Certified Test Technician Training (CCTT) classes** available around the world.
  www.flukenetworks.com/cctt

- **Gold Services Membership Program:** Comprehensive maintenance and support including priority repair with loaner, annual calibration and priority TAC support with after hours and weekend coverage.
  www.flukenetworks.com/gold