

Hardware: Anticipated Objections and Questions

When designing the hardware components in a local area network, make sure you can reply to **anticipated objections such as:**

Why are CCH panels not compatible with other manufacturers' housings?

- Corning is the largest manufacturer of fiber optic hardware, and we pay special attention to cable management and strain relief. These items are managed outside of and away from the CCH panels.

Why do your housings not ship with adapter panels preloaded?

- Because of the huge number of variables and options possible, loading set part numbers for all possible options does not make sense. However, if there is a clear requirement for preloaded housings, customized part numbers can be created.

Can I be sure my preferred product is in stock?

- We work closely with our distributors to ensure a deep stock level for all core hardware products.

How can I justify the cost of a cassette?

- Cassette installation saves time and money, not only on labor, but also on managing and protecting fiber from damage. Time savings means overall cost savings.

To design and recommend the hardware components in a local area network, work with the end-user to **answer the following questions:**

1. Is the housing required to be rack- or wall-mounted?
2. How many fibers are you terminating?
 - This helps determine how many panels you need in order to choose the right housing size.
3. Is there need for a NEMA- or IP-rated housing?
 - If yes, will you use adapter panels or a splice tray? Will the housing be indoor or outdoor?
 - If no, continue with the CCH or WCH.
4. Are fibers to be field terminated, spliced, or preterminated?
5. Are you going to use adapter panels or CCH cassettes?

Decision Matrix

Selecting the Right Hardware

