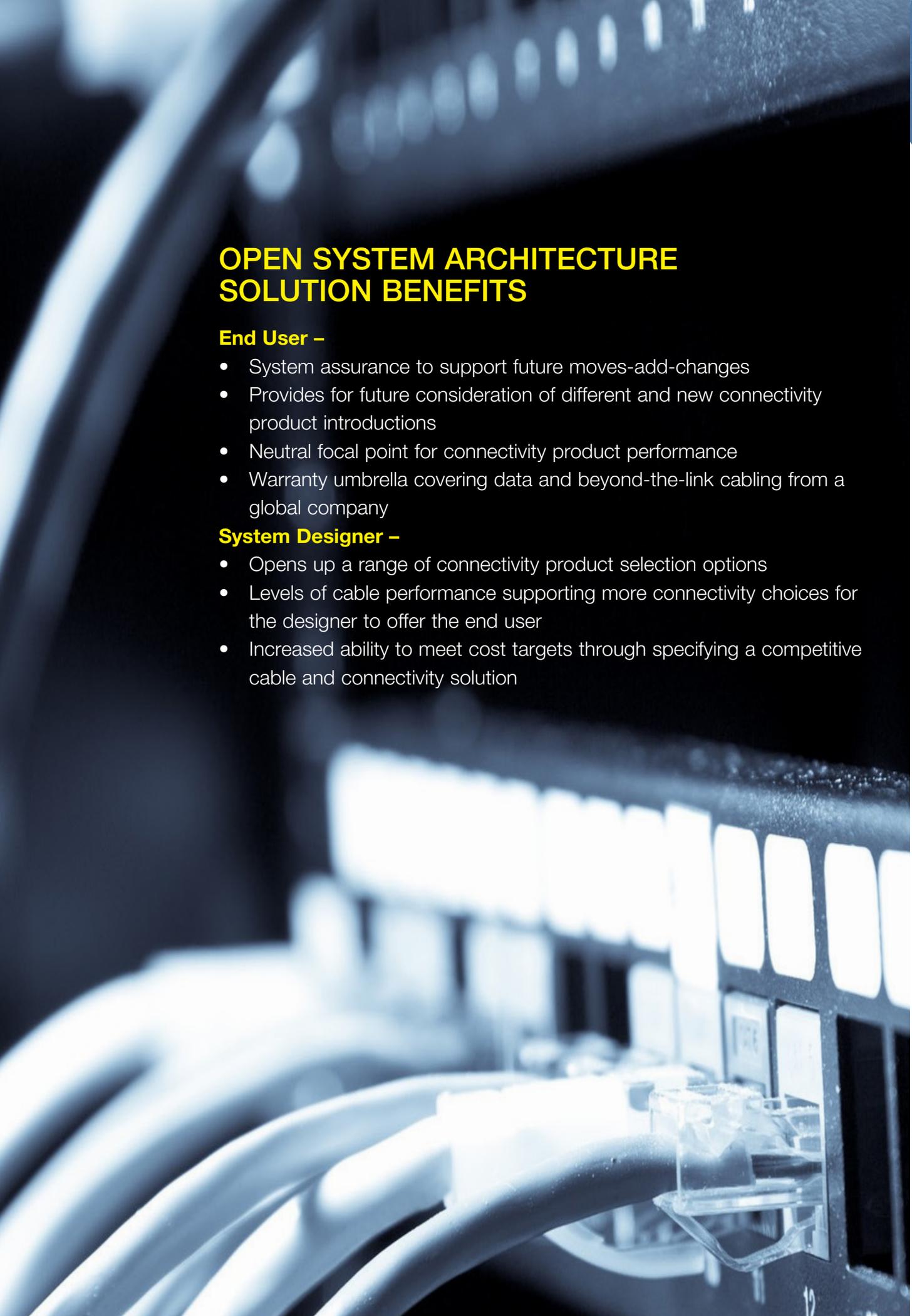


HITACHI
Inspire the Next

Open
System | Architecture





OPEN SYSTEM ARCHITECTURE SOLUTION BENEFITS

End User –

- System assurance to support future moves-add-changes
- Provides for future consideration of different and new connectivity product introductions
- Neutral focal point for connectivity product performance
- Warranty umbrella covering data and beyond-the-link cabling from a global company

System Designer –

- Opens up a range of connectivity product selection options
- Levels of cable performance supporting more connectivity choices for the designer to offer the end user
- Increased ability to meet cost targets through specifying a competitive cable and connectivity solution

Open System Architecture Solution

Whether you are installing the highest-performing Category copper cabling or fiber optic infrastructure, there are a number of well-known brands available to choose from. What makes one brand a wiser choice than another? Which one offers maximum performance, while also providing the best value?

Open System Architecture (OSA) from Hitachi Cable America (Hitachi) provides world class performance using virtually any combination of Hitachi verified cables with verified connective hardware in the design of the network. The ANSI/TIA-568-C.1 standard specifies the performance requirements of all network components and defines interoperability base-line limits to ensure that combinations of cable with connectivity will meet or exceed the system's intended application. By employing a Hitachi OSA solution, end users have the freedom to choose from a wide range of quality connectivity products that best meet their specific needs and be confident that the chosen solution will support all applications designed to operate over that solution and be backed by an industry-leading lifetime warranty*.

Hitachi Open System Architecture

- Provides for standards-based verifiable cable performance
- Enables a range of connectivity options
- Opens up competitive solution offerings
- Delivers substantial benefits to the end user



It's all in the Cable

In virtually all cable based communication links, it is the cable that determines the ultimate performance of that link. It is the cable, not the connectors, that establishes how well the applications that run over it will be supported. This is the reason why many cable manufacturers make different performance levels of Category 6 cable while jack and plug manufacturers make only one jack or plug to mate to them. The desirable headroom that results from the link is provided by the cable. With a growing list of applications for Category 6, many of them critical to a facility's operation, selecting a quality cable from an established manufacturer is recommended. Additionally, with an increase in counterfeit and unestablished brands flooding the market, protect your investment by sourcing only through trusted distribution channels.

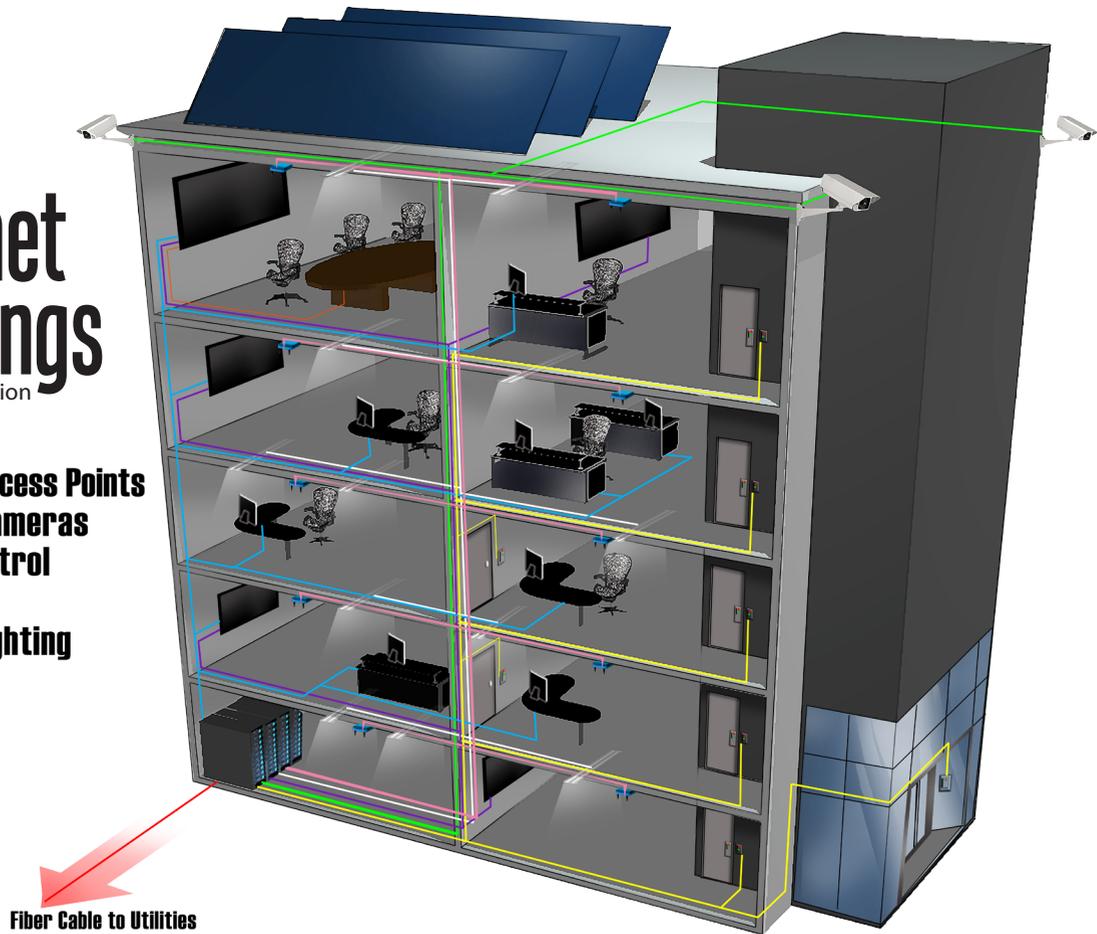


*Certification as a Hitachi Installer is required to offer lifetime warranty.

Beyond-The-Link Building Systems



- Wireless Access Points
- Security Cameras
- Access Control
- Data
- IP Based Lighting
- HDBaseT
- HDMI
- FIBER



Cable is Key!

- Cable is the highest cost component of passive infrastructures
- Cable determines margin of performance headroom in the link and channel
- Cable vendor should be lead warranty provider

Hitachi Lifetime Certificate of Warranty and the Internet of Things

- Provides single point of contact
- Offers lifetime application assurance and extended product warranty
- Enables the solution can be expanded beyond the link to include other building cabling systems
- Can consolidate and offer a warranty umbrella to include different connectivity manufacturer products on the same structured wiring system
- Warranty lasts as long as the owner occupies the facility

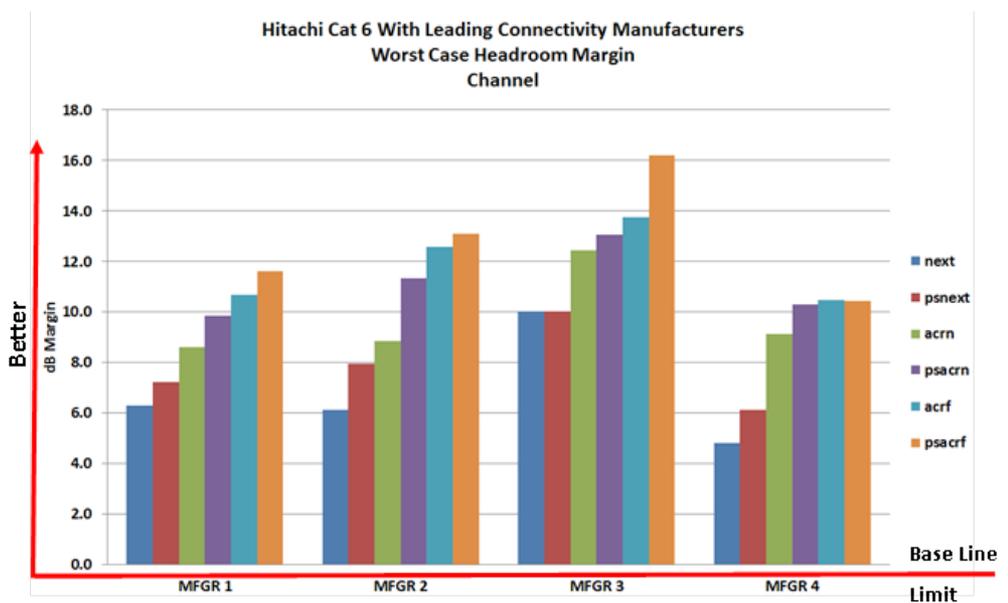
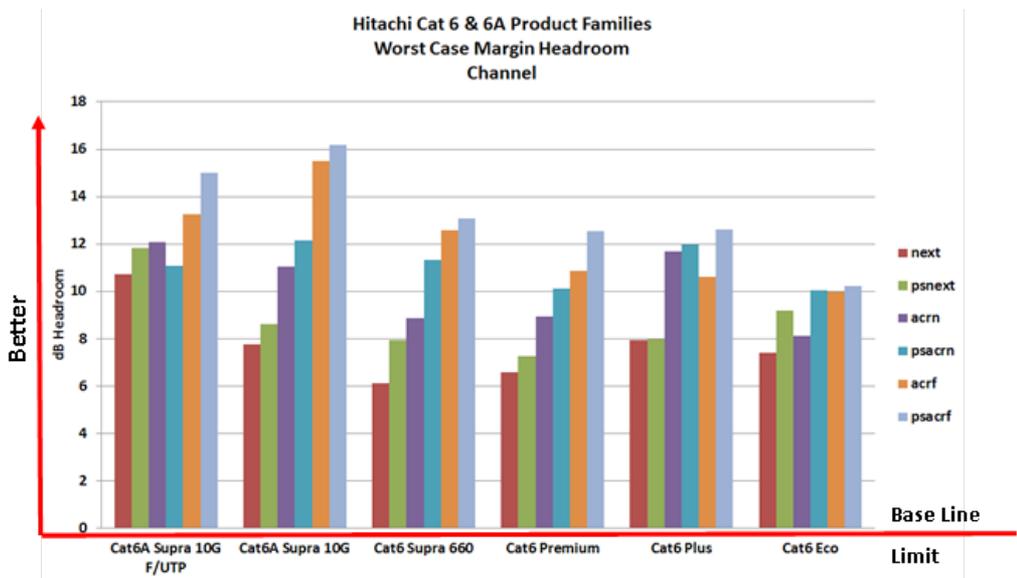




Third Party Link and Channel Testing

- Hitachi's entire product family provides a high margin of performance headroom
- Cables will enable the user to have choices selecting from a wide range of leading connectivity products that will meet and surpass performance link and channel standards

These charts demonstrate consistent performance margin across the entire Hitachi Category 6 and 6A product family when the cables are mated to leading connectivity brands. A channel test meeting the "0" (zero) base-line limit would be in compliance with the standard's requirement. The enhanced performance that all Hitachi cables deliver allows freedom of choice for system decision-makers on which connectivity brand to use. All tests were performed at Intertek / ETL.





Hitachi Cable America Inc.

Located in Manchester, New Hampshire, Hitachi Cable America's (HCA) 300,000 square-foot facility produces over 4,500 unique cables constructions. HCA has been manufacturing cables at this facility since 1986 and operates 24/7 to supply demand. In addition to producing network related cables, HCA builds cables for the medical industry, the cellular phone industry, industrial applications, supercomputing and more.

Other Products from Hitachi Cable America:

- Shielded Category 5e, 6, 6A Cables
- Category 7 & 7A Cable
- Fiber Optic Cables (indoor, outdoor & armored)
- NanoCore™ Fiber Optic Cables
- Industrial Ethernet Cables
- Coaxial & Mini-coaxial Cables
- ChannelFlex™ Cabling System
- Round & Ribbon Electronic Cables



HCA is proud to use Corning Optical Glass in all standard fiber optic cable constructions.



For more information about Open System Architecture, please contact us.

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