



Uniprise™ - The Extreme Network Solution
A Case Study on K2, Inc.

With brands like Rawlings®, Worth®, Brass Eagle®, Adio® Footwear, Volk® , Marmot Stearns and Shakespeare, Carlsbad-based K2 Inc. knows how to outfit its customers with top performing sports equipment products. When it comes to downhill skiing, skateboards, fishing rods and baseball equipment, K2 makes reliable products that can endure the punishment of extreme athletes.

The need for top performance doesn't stop with K2 sports equipment. The company also depends on the same kind of performance from its suppliers, especially when it comes to its enterprise network. In early 2005, K2 moved its headquarters from an office building with an existing infrastructure to a stand-alone converted warehouse. With nearly 100 employees providing various executive, management and administrative duties - as well as plans to expand its space and headcount within a year - K2's IT director, Sean Andrews, had his work cut out for him.



"In our old office, we were limited by the existing cabling infrastructure," said Andrews. "So I was excited to be able to start a new network from scratch. We had the ability to spec exactly what we needed and leave some headroom to expand into the future."

"We have an extensive financial system, file servers and now graphic design software - all of which are heavy bandwidth users. Also, we are looking into voice over IP and we know other applications will eventually have IP functionality, so we felt like a Cat 6 cabling solution was our best bet."

Once the type of solution was determined, the decision came down to which solution would serve K2's need best. That's when K2's distributor partner, Karen Delattre of Anixter, brought CommScope's Uniprise Solution

to Sean Andrews' attention. Andrews agreed that Uniprise would best serve K2's needs, so Delattre and Uniprise District Sales





Manager Greg Gesin chose three Uniprise Certified Installers (UCIs) to bid on the project.

TelData, a San Diego-based Uniprise Certified Installer, presented the winning proposal.

"When we saw the RFP, we felt this was a great opportunity to work with CommScope and Anixter," said Mike Oleata, TelData's

Account Manager. "K2 needed everything from cabling to patch panels to faceplates, and Uniprise has it all. What sealed the deal for us is our long-standing relationship with both Anixter and CommScope."

Gesin agreed that the K2 job was an ideal opportunity to put that relationship to work.

"From the time this job started, the K2 project has been a story in true cooperation," said Gesin. "All the partners knew what their role was from the beginning. We find that when the product is decided on early in the process, it goes much easier for everyone."

Once the product was ordered, Gesin worked closely with Anixter to ensure the inventory was available with very short lead times. "We were able to keep the necessary product and warranty information readily available for Mike and his team," said Gesin. "This teamwork has been a thing of beauty - it has enabled us to get the job done and K2 ultimately benefits from the coordinated effort and good communication. Needless to say, they are pleased with the installed solution."



Uniprise product specified for the job included the 75N4 UltraMedia[™] (Category 6e 400 MHz) cabling, which includes the revolutionary Isolator[™] pair separator, supports broadband video, Gigabit Ethernet, 155 Mb/s ATM, 100 Mb/s CDDI and Fast Ethernet required by the K2 network. Uniprise also supplied UNP600 24- and 48-port Patch Panels and UNJ600 Jacks, specially tuned to the Uniprise solution.

With fiber connectivity being the backbone of the cabling infrastructure, K2 used the LaserCore[™] 300, 50-micron, multimode cabling. CommScope Uniprise offers 50-micron, laser optimized fiber with three choices for performance. K2 decided on the LaserCore 300 to support 10 Gigabit Ethernet to 300 meters which will satisfy any current and future requirements.



CommScope distribution cables offer excellent mechanical and optical performance and are listed to the NEC requirements for Plenum and Riser. To complete the solution, TelData installed Uniprise fiber connectors, patch panels and patch cords.

"We are pleased with the Uniprise Solution," said K2's Andrews. "From our top executive to the merchandising people in the field, I have no doubt that Uniprise has got us covered. We will definitely be specifying Uniprise solutions for any future telecommunication projects at K2. It's good to know I won't have to worry about our network for years to come."

K2 Bill of Materials

| Catalog Number | Description |
|--------------------------|--|
| 75N4 | Cat 6e Non-Plenum Unshielded Twisted Pair Cable |
| UNJ600-XX | Category 6 Outlet (XX = color) |
| UNF-D-XP-YY | Designer Faceplate (XP = no. of ports, YY = color) |
| UNP600-24P | Cat 6 24-Port Patch Panel |
| UNP600-48P | Cat 6 48-Port Patch Panel |
| UNDC-WH-100PK | Dust Cover, White |
| R-024-DS-5L-FSUAQ | Riser Rated, 24 Fiber Count, Distribution Cable, 5L LaserCore™ 300 Glass |
| RFE-SLD-048-MFA-LC12-AQ | Rack Mounted Sliding Shelf with 48 Multimode LC Terminations |
| MFC-LCU-09 | Multimode LC Connector, 900 μm |
| UNC6-XX-3F-B | Category 6 Patch Cord, 3 Feet, Booted (XX = color) |
| UNC6-XX-7F-B | Category 6 Patch Cord, 7 Feet, Booted (XX = color) |
| UNC6-XX-10-B | Category 6 Patch Cord, 10 Feet, Booted (XX = color) |
| UNC6-XX-15-B | Category 6 Patch Cord, 15 Feet, Booted (XX = color) |
| RFJ-02ZC16-5L-LCU-01-SCU | Fiber Jumper |
| RFJ-02ZC16-5L-LCU-03-SCU | Fiber Jumper |
| RFJ-02ZC16-5L-LCU-05-SCU | Fiber Jumper |
| UNF-VF-XX | Variable Furniture Faceplate (XX = color) |