Mayflex Partner with IM&M to add Intelligence to the Infrastructure

Submitted by: Mayflex UK Limited

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July 2014, Mayflex (http://www.mayflex.com), the cabling infrastructure, networking and electronic security solutions distributor, has partnered with IM&M (http://www.mayflex.com/manufacturers/imm-suite/) to offer their suite of software modules that add intelligence to the cabling infrastructure.

IM&M (http://www.mayflex.com/manufacturers/imm-suite/) provides an alternative solution to the Intelligent Patching solutions that are currently available on the market. Generally these systems are vendor specific or need some additional hardware added to the network to enable them to work. In most cases they need to be installed from the outset, meaning there is a much higher initial set up cost and more often than not, the intelligence remains inactive or is vastly underutilized.

The IM&M (http://www.mayflex.com/manufacturers/imm-suite/) solution requires no extra hardware investment so the capital outlay is vastly reduced. The solution can also be added to any existing infrastructure and runs across any brand of cabling. There are three distinct modules in the range; Connect (Cable Management System), Discovery (Discovers end devices on the network) and Asset (allows the management of hardware and software assets) and if required these can integrated with other software products to provide a complete 'intelligent building' solution.

Paul Wells from IM&M commented 'We have spent a great deal of time and worked with some prestigious clients over the years to develop a solution that is easy to use and adds real value. IM&M can be utilized by a Systems Integrator or Installer to intelligently document the cabling infrastructure, provide a managed service or by an end user to manage their own infrastructure.   By working with Mayflex our aim is to educate the market on how intelligence can be added to the infrastructure without a massive investment or the need to have highly skilled engineers.'

Mark Simmons, Sales Director of Mayflex commented 'We've been working with IM&M for the last few months to gauge the interest from our partners. We have had previous experience of selling two different full blown IIM systems and although the concept was good, the uptake was never that great. This was due to the cost, they were brand specific and they couldn't be added retrospectively. The difference with IM&M's solution is that it provides intelligence without having to add hardware and therefore the costs are far more realistic and provide a true ROI within a relatively short time.'

Mark concluded 'We believe that IM&M provides a great solution for managing moves, adds and changes (MACs) and provides capacity and asset management of IT systems to save ongoing costs. Time equals money for any network manager, so having true visibility of a network is a real benefit. We are already seeing one of our top system integrator partners offering the IM&M solution on every job that they bid, as not only does it add value to the solution it also differentiates them from other installers.'

The IM&M solution is available immediately from Mayflex in the UK and UAE. You can see further details and view a series of short videos that highlight the true benefits of each module by visiting http://www.mayflex.com/manufacturers/immsuite (http://www.mayflex.com/manufacturers/imm-suite/) or email IM&M@mayflex.com

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