

# Excel Partner Briefings – Winter 2019

Submitted by: Mayflex UK Limited

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Excel Networking Solutions

(<https://www.excel-networking.com/news/excel-partner-briefings-%E2%80%93-winter-2019>) is running their annual series of Partner Briefings this month and next. Presentations and a mini-exhibition will be held across the country in London, Birmingham, Manchester and Glasgow.

The Excel Partner Briefings are designed to keep Excel Partners and Consultants up to date on all the developments to the Excel Structured Cabling System – an important event for those who sell and support the Excel solution.

This year, Excel will be showcasing their recently launched Passive Optical Network (<https://www.excel-networking.com/pon-solution>) (PON) Solution, with the new product range available to view during the mini-exhibition. The events intend to bring attendees up to speed on the latest technology in Passive Optical infrastructure, as well as to inform Excel partners of the most recent updates to industry standards and regulations, particularly surrounding the Construction Products Regulation (<https://www.excel-networking.com/understanding-cpr>) and the BS6701:A1. Furthermore, Excel's Digital Marketing Manager, Luke Carthy, will be discussing his ten best practices for web optimisation alongside his team's development plans for the Mayflex (<https://www.mayflex.com/>) and Excel (<https://www.excel-networking.com>) websites in 2019. The events will be educational and informative and will provide Excel's partners with the knowledge and tools to help sell and support Excel.

Speaking of the previous series of events, Tracey Calcutt, Marketing Manager, commented, "We received fantastic feedback from our partners who attended the events in Autumn 2017, demonstrating the success of the events and their provision of insightful, accurate information and updates."

Tracey continued, "So far we have received a great response to all four events, with a record number of registrations across the board."

Speaking with some of the attendees, an Excel partner commented, "The presentations were interesting and it was helpful to see complementary topics added to the portfolio that are directly "Excel/Mayflex" related but that also affect the supply chain and industry. Each element of the roadshow was factual and concise."

Another commented, "The Excel Partner Briefings were a useful reminder of the sales tools, collateral and technical support available from Excel".

Tracey continued, "We will have a selection of the latest Excel products on show and there will also be representatives from the Excel team available to discuss the latest solutions for your upcoming projects."

If you are interested in booking your place at one of the events, please visit the website by clicking on the links below:

- Tuesday 26th February 2019 – Birmingham  
(<https://www.excel-networking.com/event-page/excel-partner-briefing-2019-birmingham>)
- Thursday 28th February 2019 – Manchester  
(<https://www.excel-networking.com/event-page/excel-partner-briefing-2019-greater-manchester>)
- Tuesday 5th March 2019 – Glasgow  
(<https://www.excel-networking.com/event-page/excel-partner-briefing-2019-glasgow>)
- Friday 8th March 2019 - London  
(<https://www.excel-networking.com/event-page/excel-partner-briefing-2019-city-london>)

Tracey concluded, “At the Birmingham and London events, we have a number of our vendor partners exhibiting who offer complementary products and solutions that are a perfect fit with Excel. This is a great opportunity for our partners to get exposure to the other products and solutions offered by Mayflex.”

Shortly after the Excel Partner Briefings, the copper and optical fibre infrastructure provider is hosting a series of two-day training courses in London (<https://www.excel-networking.com/event-page/excel-pon-training-london>), Birmingham (<https://www.excel-networking.com/event-page/excel-pon-training-birmingham>) and Scotland (<https://www.excel-networking.com/event-page/excel-pon-training-scotland>). The training courses – aimed at designers, consultants and installers - will cover all elements of the design of a PON system. If you're interested in attending one of Excel's PON Training Courses, you can sign up via their website:  
<https://www.excel-networking.com/events>

If you would like to apply to become an accredited Excel partner (<https://www.excel-networking.com/partner-accreditation>) and enjoy future partner briefings, a 25 year warranty (<https://www.excel-networking.com/25-year-warranty>) and specialist training courses amongst other benefits, you can do so via the website.

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