

### Improved solution: developing the Fiber Termination Box (FTB) series



#### SECOM GmbH

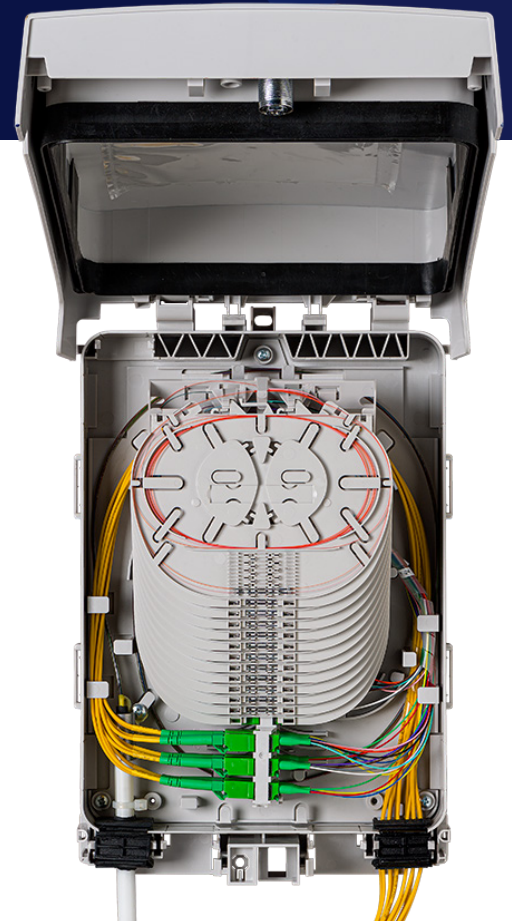
**Size:** 8 employees

**Industry:** FTTH-Network level 4 general contractor

**Location:** Braunschweig, Germany

Established in 2010, SECOM GmbH is driven by fiber optic technology and specializes in needs generated by the housing industry. Cooperating with network operators and service providers, the company engages partners for the likes of planning, warehousing, installation and service commissioning to form competence teams for digital builds.

SECOM's expertise has been responsible for the network modernization of over 500,000 residential units, formulating the migration of coax over to fiber optic technology. Within the business sector, the company have project managed modern network infrastructure solutions, from initial acquisition, to inventory advice, and multimedia support.



#### The Technetix x SECOM GmbH partnership

After meeting one of SECOM's representatives following their presentation at a Stockholm event in 2018, Technetix was intrigued by a number of issues the company raised concerning in-house fiber installation. In particular, the complexity of fiber optic building networks create a high requirement profile for products and systems; while the environmental conditions within the same building can be very different – from its basement, to its hallways, and to its façade.

Challenges such as excess length and internal fiber management, and installations that required positioning side-to-side were also among the list of SECOM's pain points.

Hearing more about these challenges, we responded to the operator's need for diverse solutions that were characterized by the economic price expectations of the time, and offered to develop a series of customized solutions. Mutually benefitting from SECOM's expansive knowledge and field experience, we were able to optimize our innovation to develop our fiber termination solution that:

- Was scalable
- Was high quality, easy to handle and user-friendly
- Was robust and assured product integrity
- Hit the right price-performance ratio
- Comprised a flexible structure to allow extensive areas of application
- Was fast and simple to install
- Could flexibly pre-installed to reflect customer requirements, branded with their logos

The partnership resulted in the installation of over 2,500 Technetix fiber termination boxes (FTB) across Germany by SECOM's installation partners. SECOM were especially impressed by a number of elements of the FTB, in particular:

- Removable covers on the housings that facilitate fiber access management during assembly
- Entry from all sides in the housing, with well-considered sealing to optimize network entry and speed up installation

- The splice cassettes, fiber management components, and holders for couplings provide flexibility, while pre-assembly makes stocking materials easier
- Possibility to increase overall capacity by connecting similar housings, or connect power supplies with different functions
- Level of aftercare support, plus customer-specific features - unique laser printing, locking screw and seals - to prevent unauthorized third-party access

In combination, these elements of the Technetix FTB series fulfilled the high degree of flexible adaptation to the variation in network conditions SECOM required. Furthermore, presenting a one-product type procurement solution that was suitable for a number of applications, our FTB series subsequently provided the operator with an economic benefit as well.

The success of our partnership with SECOM GmbH has given rise to plans for upcoming projects, including network renovations in existing buildings, brand new install within new buildings, and public sector contracts in the likes of schools.



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