

A stylized graphic of a globe, composed of a grid of lines forming a spherical shape. The globe is rendered in shades of blue, with the left side being a darker blue and the right side being a lighter blue. The globe is positioned on the left side of the page, partially obscured by the text.

# QUICK REFERENCE SALES GUIDE



*Datacom Contractors*



*Datacenter / Network Managers*



*Communications Service Technicians*

Fluke Networks is the worldwide leader in certification, troubleshooting, and installation tools for professionals who install and maintain critical network cabling infrastructure. From installing the most advanced data centers to restoring service in the worst weather, our combination of legendary reliability and unmatched performance ensure jobs are done efficiently.

### **Why trust Fluke Networks?**

- Endorsed by 28 Cabling Manufacturers Worldwide
- Member or Participant in Ten Industry Standards Organizations
- Part of the Fluke Corporation, a leader in testing since 1948

### **Who relies on Fluke Networks?**

- The world's ten largest companies (based on Fortune® magazine)
- Major data center operators: Amazon, Apple, Equinix, Facebook, Google, and Rackspace
- Leading communications providers: AT&T, China Mobile, Deutsche Telekom, NTT, Orange, Verizon
- Financial Leaders: Allianz, Bank of America, Barclays, Industrial and Commercial Bank of China, Morgan Stanley
- Research and Education: CERN, Harvard, Max Planck Institute, Oxford, Stanford

## Be sure to mention Gold...

When selling our products, be sure to offer Gold Support to your customers. Gold Support is much more than just a repair warranty. It is a comprehensive maintenance and support program that offers expanded coverage for Fluke Networks' products and accessories. It provides a premium level of support to minimize business downtime and ensure a high return on your investment.

### Gold keeps your customers' unit maintained

| Benefits                                             | Gold Member                | Non-gold Member        |
|------------------------------------------------------|----------------------------|------------------------|
| Live Technical Support with exclusive phone numbers  | ✓                          |                        |
| FREE Repair with "first on bench" turnaround service | ✓                          |                        |
| Loaner Equipment Service*                            | ✓                          |                        |
| FREE Accessory Replacements**                        | ✓                          |                        |
| FREE Annual Calibration                              | ✓                          |                        |
| Member Only Promotions                               | ✓                          |                        |
| Access to Technical Support                          | Web, Email and Phone       | Web and Email          |
| Response time from Technical Support                 | <2 Hours                   | <24 Hours              |
| Customer Support - Phone and Email                   | 24x7x365                   | 7am-5pm (Pacific Time) |
| Primary Case Handling                                | Technical Support Engineer | Customer Service Agent |

\* Available in certain geographies

\*\* Applies to accessories included in the original product bundle

The economic case for Gold is clear when comparing the cost of Gold to the cost of the individual services it replaces.

| Product        | Repair Cost | Loaner Unit (1 week) | Accessory Replacement | Calibration | 24/7 Technical Support | Average Annual Value |
|----------------|-------------|----------------------|-----------------------|-------------|------------------------|----------------------|
| DSX            | \$1598      | \$800                | \$583                 | \$500       | \$500                  | \$4546               |
| OptiFiber Pro  | \$2043      | \$1110               | \$500                 | \$580       | \$500                  | \$4733               |
| CertiFiber Pro | \$600       | \$400                | \$227                 | \$500       | \$500                  | \$2227               |

For more information on our Gold Support programs, visit [www.flukenetworks.com/gold](http://www.flukenetworks.com/gold)

[www.valuetronics.com](http://www.valuetronics.com)

## Gold Support

- Free calibration/factory refresh
- Firmware/software upgrades
- Priority factory repair
- Loaner units during repair
- Unlimited 24/7 Technical Support
- Accessory replacement





Certifying a cable is one part of a process that starts with systems design and ends with systems acceptance. The faster that process goes, the more profitable you'll be. Unfortunately, there are a lot of things that slow the process down - testing to the wrong limits, waiting for lead technicians to set up or troubleshoot, and incomplete results.

Research from Fluke Networks shows that over 90% of contractors report dealing with issues related to set-up, testing, and reporting every month.

***It adds up to a week of wasted labor on a typical 1,000 drop job.***

Versiv is designed to eradicate these problems. Its ProjX™ System manages job requirements and progress from setup to systems acceptance, making sure all tests are completed correctly. The Taptive™ User Interface simplifies set up, eliminates errors and speeds troubleshooting. The LinkWare Live cloud service gives you control of the whole process: you can set up and track your testers and inspect results from any mobile device while the job is in process. It even lets you upload and integrate results from multiple testers at multiple jobsites so you can quickly generate reports with the de-facto industry standard LinkWare PC. ***Eliminate the problems and get to system acceptance faster with Versiv – and make money every time you use it.***



***"With Versiv, we spend more time getting the project done and less time setting up and troubleshooting. We've seen a significant decrease in missing and incorrect test reports by loading the tester with the settings and cable IDs for multiple projects before heading to the jobsite. This all translates into faster job completion, higher profits, and happier customers."***

**– Dave Lawes, RCDD, Regional Sales Manager  
System Tech, Inc.**

# Versiv provides everything you need to Certify, Manage and Report on your Cable Installation Projects

Versiv features a modular design with swappable testing modules that provide four types of testing plus report generation software and a cloud service for managing jobs. Bundles are available to combine functions and save money.



## DSX-5000 CableAnalyzer™ – Copper Certification

- Unmatched speed for Cat 6A, Class F<sub>A</sub> and all current standards
- Graphically displays the source of failures including crosstalk, return loss and shield faults
- Meets IEC Level V – the most stringent accuracy requirement
- Endorsed by cabling vendors worldwide

## OptiFiber® Pro - OTDR

- Industry's shortest event and attenuation dead zones
- Accelerate fiber certification with the fastest set-up and trace times
- EventMap™ view negates the need for OTDR Trace Analysis
- SmartLoop tests two fibers in both directions, averaging the losses whilst keeping the tester at one end

## CertiFiber® Pro – Optical Loss Test Set

- Fastest time to certify – two fibers at two wavelengths in three seconds
- Full Encircled Flux compliance, per TIA/ISO requirements
- Convenient quad module supports both multi-mode and single-mode loss testing
- Extended single-mode distance range to 130 km
- Built in Visual Fault Locator

## FI-7000 FiberInspector™ Pro

- Automated Pass/Fail certification of fiber optic connector end-faces
- Graphical indication of problem areas due to contamination, pits, chips, and scratches
- Certify to industry standards - IEC 61300-3-35
- Eliminate human subjectivity from fiber optic connector end-face measurements
- Save fiber optic connector end-face views during certification process

Visit [www.flukenetworks.com/versivconfig](http://www.flukenetworks.com/versivconfig) to build your Versiv Kit today.

# Manage and Report on your Cabling Jobs

## LinkWare™ Live

### Turbocharge your team.

LinkWare Live is a cloud-based service that lets you manage Versiv certification jobs anytime, anywhere, with anyone on any device.

### Keep track of every test on every job.

Get an overview of every project from any smart device. Drill down to each individual test. Instantly receive notification of incorrect test setting or cable IDs.

### Get it right the first time.

Define cable IDs and test settings from your PC or tablet. Then send them to the testers at the jobsite for mistake-free testing.

### Manage Your Testers

Stay up to date. Standards can change without notice, and out-of-date test limits or calibration mean hours of re-testing. LinkWare Live automatically ensures your testers are running the latest.

### Test Result Management

Stop wasting time and gas driving testers back to the office. Upload your test results straight from the job site to LinkWare Live over Wi-Fi. Then download them automatically to the right job for fast report generation with LinkWare PC.

## LinkWare™ PC

### The job's not finished until the reports are done.

LinkWare Cable Test Management Software lets you manage all the results from multiple testers using one Windows™ PC application.

- Electronically save, maintain and archive test results
- Deliver professional reports in a common format
- LinkWare Stats™ provides a comprehensive view of your entire cable plant's performance
- Standards compliant with the ability to configure and print TIA 606-B documentation
- Simple user interface and time-saving features for increased productivity



# Stay Educated with Fluke Networks

## Certified Cabling Test Technician Training (CCTT)

Contractors need to train and certify their employees to stay competitive in the installation and certification of high-speed structured cabling systems. Investing in the Fluke Networks, Certified Cabling Test Technician™ (CCTT) two-day training and certification program will not only improve the skills of your installers, but also their effectiveness and productivity on the job in testing, certifying and troubleshooting cabling systems.

The Fluke Networks CCTT course consists of two days, each comprised of three parts: classroom training, hands-on labs, and exam/certification exercises.

[www.flukenetworks.com/cctt](http://www.flukenetworks.com/cctt)

## Online Training Videos

These videos provide basic training for the complete Versiv family. For each product, a set of videos cover the following topics:

- Unboxing – what comes with the product and what to do with it
- Setting Up a Test
- Running a Test
- Saving and Managing Results  
(using LinkWare™ PC and LinkWare™ Live)

Each video is between three and ten minutes in length. The complete series of videos totals about two hours and twenty minutes.

[www.youtube.com/FlukeNetworksVideo](http://www.youtube.com/FlukeNetworksVideo)

## Cabling Chronicles Blog

Find out what's new in the world of testing and standards with articles written by Fluke Networks' experts.

[www.flukenetworks.com/blog/cabling-chronicles](http://www.flukenetworks.com/blog/cabling-chronicles)

## Knowledge Base

Get the most out of your Fluke Networks investment with tips and tricks plus product updates from our team of support experts.

[www.flukenetworks.com/knowledge-base](http://www.flukenetworks.com/knowledge-base)

## Live Training Events

Find out about our webcasts, workshops, shows and other live events:

[www.flukenetworks.com/news-events](http://www.flukenetworks.com/news-events)

*Fluke Networks provides your customers with a variety of ways to stay up to date on our products and testing technologies.*

## Copper Cable Testing



|                                                                | MicroMapper™ | IntelliTone™ Pro | MicroScanner²<br>Cable Verifier | CableIQ™<br>Qualification Tester | Versiv™ DSX-5000<br>CableAnalyzer™ |
|----------------------------------------------------------------|--------------|------------------|---------------------------------|----------------------------------|------------------------------------|
| Copper Cable Testing                                           | Fair         | Fair             | Good                            | Very Good                        | Best Choice                        |
| Price                                                          | <\$130       | <\$230           | <\$550                          | <\$1,350                         | \$10,000 - \$12,000                |
| <b>Cable Verification</b>                                      |              |                  |                                 |                                  |                                    |
| Cable wiremap                                                  | ✓            | ✓                | Graphical                       | Graphical                        | Graphical                          |
| Cable length                                                   |              |                  | ✓                               | ✓                                | ✓                                  |
| Qualifies cabling speed<br>(10/100/1000/VoIP)                  |              |                  |                                 | ✓                                | ✓                                  |
| <b>Cable Troubleshooting</b>                                   |              |                  |                                 |                                  |                                    |
| Identify open/short                                            | ✓            | ✓                | ✓                               | ✓                                | ✓                                  |
| Distance to open/short                                         |              |                  | ✓                               | ✓                                | ✓                                  |
| Locate crosstalk fault                                         |              |                  |                                 | ✓                                | ✓                                  |
| Identify and locate impedance fault                            |              |                  |                                 | ✓                                | ✓                                  |
| <b>Cable Certification</b>                                     |              |                  |                                 |                                  |                                    |
| Endorsed for warranties up to<br>Cat 6A / Class F <sub>A</sub> |              |                  |                                 |                                  | ✓                                  |
| Meets Level V accuracy requirements                            |              |                  |                                 |                                  | ✓                                  |
| <b>Port Location ID</b>                                        |              |                  |                                 |                                  |                                    |
| Optional cable IDs                                             |              |                  | ✓                               | ✓                                |                                    |
| Digital toning                                                 | ✓            | ✓                | ✓                               | ✓                                |                                    |
| Analog toning                                                  |              | ✓                | ✓                               | ✓                                | ✓                                  |
| <b>Test Documentation</b>                                      |              |                  |                                 |                                  |                                    |
| Reporting software                                             |              |                  |                                 | ✓                                | ✓                                  |



## Copper Installation Tools

| Pro-Tool™ Kits             | IS60   | IS50   | IS40   |
|----------------------------|--------|--------|--------|
| Price                      | <\$190 | <\$160 | <\$150 |
| D914™ S impact tool        | ✓      | ✓      |        |
| D814™ impact tool          |        |        | ✓      |
| Electrician's D-Snips      | ✓      | ✓      | ✓      |
| Cable stripper             | ✓      | ✓      | ✓      |
| Mini LED Flashlight        | ✓      |        |        |
| Dur-a-Grip pouch           | ✓      | ✓      | ✓      |
| EverShapr 66/110 cut blade | ✓      | ✓      | ✓      |
| Probe pic                  |        |        | ✓      |



| Fiber Testing, Troubleshooting and Certification              | Inspection and Cleaning     |                           | Loss Length (tier 1) Cert  |                         |                                                  | Plant Characteristics and Troubleshooting |                |                   | OTDR (Tier 2) Certification |
|---------------------------------------------------------------|-----------------------------|---------------------------|----------------------------|-------------------------|--------------------------------------------------|-------------------------------------------|----------------|-------------------|-----------------------------|
|                                                               | FI-7000 Fiber Inspector Pro | Fiber Optic Cleaning Kits | SimpliFiber Pro® Test Kits | CertiFiber® Pro OLTS    | MultiFiber Pro MPO Power Meter & Fiber Test Kits | VisiFault™ Visual Fault Locator           | Fiber QuickMap | Fiber OneShot Pro | OptiFiber® Pro OTDR         |
| Fiber Cable Testing                                           | Best Choice                 | Best Choice               | Good                       | Best Choice             | Best Choice                                      | Very Good                                 | Good           | Good              | Best Choice                 |
| Price                                                         | \$3,000+                    | \$100+                    | \$2,100+                   | \$8,300+                | \$10,800+                                        | \$400                                     | \$2,500+       | \$1,700+          | \$10,300+                   |
| Fiber end-face Certification                                  | ✓                           |                           |                            | Double ended inspection |                                                  |                                           |                |                   | ✓                           |
| Check for fiber end-face contamination or damage              | ✓                           |                           |                            | ✓                       |                                                  |                                           |                |                   | ✓                           |
| Clean contamination                                           |                             | ✓                         |                            |                         |                                                  |                                           |                |                   |                             |
| Check connectivity                                            |                             |                           | ✓                          | ✓                       | ✓                                                | ✓                                         | ✓              | ✓                 | ✓                           |
| Check polarity                                                |                             |                           | ✓                          | ✓                       | ✓                                                | ✓                                         |                |                   |                             |
| Verify Loss over entire link to ensure loss budget not exceed |                             |                           | ✓                          | ✓                       | ✓                                                |                                           |                |                   |                             |
| Encircled Flux compliant                                      |                             |                           | ✓                          | ✓                       | ✓                                                |                                           |                |                   |                             |



| Fiber Testing, Troubleshooting and Certification | Inspection and Cleaning     |                           | Loss Length (Tier 1) Cert  |                      |                                                  | Plant Characteristics and Troubleshooting |                |                   | OTDR (Tier 2) Certification |
|--------------------------------------------------|-----------------------------|---------------------------|----------------------------|----------------------|--------------------------------------------------|-------------------------------------------|----------------|-------------------|-----------------------------|
|                                                  | FI-7000 Fiber Inspector Pro | Fiber Optic Cleaning Kits | SimpliFiber Pro® Test Kits | CertiFiber® Pro OLTS | MultiFiber Pro MPO Power Meter & Fiber Test Kits | VisiFault™ Visual Fault Locator           | Fiber QuickMap | Fiber OneShot Pro | OptiFiber® Pro OTDR         |
| Fiber Cable Testing                              | Best Choice                 | Best Choice               | Good                       | Best Choice          | Best Choice                                      | Very Good                                 | Good           | Good              | Best Choice                 |
| Price                                            | \$3,000+                    | \$100+                    | \$2,100+                   | \$8,300+             | \$10,800+                                        | \$400                                     | \$2,500+       | \$1,700+          | \$10,300+                   |
| Dual-fiber loss testing                          |                             |                           |                            | ✓                    |                                                  |                                           |                |                   |                             |
| MPO fiber loss testing                           |                             |                           |                            |                      | ✓                                                |                                           |                |                   |                             |
| Basic (Tier 1)                                   |                             |                           | ✓                          | ✓                    | ✓                                                |                                           |                |                   |                             |
| Locate faults                                    |                             |                           |                            |                      |                                                  | ✓                                         | ✓              | ✓                 | ✓                           |
| Extended (Tier 2)                                |                             |                           |                            |                      |                                                  |                                           |                |                   | ✓                           |
| Pass/fail results                                | ✓                           |                           |                            | ✓                    | ✓                                                |                                           |                |                   | ✓                           |
| LinkWare Live - Test result management           | ✓                           |                           |                            | ✓                    |                                                  |                                           |                |                   | ✓                           |
| LinkWare PC Management Software                  | ✓                           |                           | ✓                          | ✓                    | ✓                                                |                                           |                |                   | ✓                           |
| Fiber types supported                            | Singlemode Multimode MPO    | Singlemode Multimode MPO  | Singlemode Multimode       | Singlemode Multimode | MPO                                              | Singlemode Multimode                      | Multimode      | Singlemode        | Singlemode Multimode        |
| Source type                                      | LED                         |                           | LED, FP Laser              | LED, FP Laser        | LED, FP Laser                                    | Laser                                     | Laser          | Laser             | LED, FP Laser               |

## Telephone Test Set Comparison



|                                                                  | TS®54 TDR   | TS®52 PRO | TS®22A | TS®22  | TS®25D   | TS®30 / TS®120* | TS®19  |
|------------------------------------------------------------------|-------------|-----------|--------|--------|----------|-----------------|--------|
| Price range                                                      | <\$600      | <\$475    | <\$360 | <\$300 | <\$260   | <\$250          | <\$150 |
| Telephone Test Set                                               | Best Choice | Very Good | Good   | Good   | Good     | Good            | Good   |
| TDR for distance to Open, Shorts                                 | ✓           |           |        |        |          |                 |        |
| Built in Toner                                                   | ✓           |           |        |        |          |                 |        |
| Display—back lit LCD and glow-in-the-dark keypad                 | ✓           | ✓         |        |        | LCD only |                 |        |
| Extended range high-impedance DataSafe operation in monitor mode | ✓           | ✓         |        |        | ✓        |                 |        |
| High-impedance DataSafe operation in monitor mode                | ✓           | ✓         | ✓      |        | ✓        | ✓               | ✓      |
| Data lockout protection                                          | ✓           | ✓         |        |        | ✓        |                 |        |
| DSL/POTS filtering technology                                    | ✓           | ✓         |        |        | ✓        |                 |        |
| Low/high voltage indication                                      | ✓           | ✓         |        |        | ✓        |                 |        |
| Low current (mA) indication                                      | ✓           | ✓         |        |        | ✓        |                 |        |
| Over voltage & current protection                                | ✓           | ✓         | ✓      | ✓      | ✓        | ✓               |        |
| Two-way speakerphone for true hands-free conversations           | ✓           | ✓         | ✓      |        |          |                 |        |
| One-way amplified speaker for hands-free monitoring              | ✓           | ✓         | ✓      | ✓      | ✓        |                 |        |
| Waterproof—exceeds American Military Spec. MIL-STD-810E          | ✓           | ✓         |        |        |          |                 |        |
| RainSafe—safe in severe weather conditions                       | ✓           | ✓         | ✓      | ✓      |          | ✓               |        |
| DropSafe—passes 20 foot (6 meter) drop test onto concrete        | ✓           | ✓         | ✓      | ✓      |          | ✓               |        |
| Stores nine 18-digit numbers in repertory dialer (speed dialing) | ✓           | ✓         | ✓      | ✓      | ✓        |                 |        |

## Copper Line Verification



|                          | TDR             | Tone & Probe | Pocket Toner     |
|--------------------------|-----------------|--------------|------------------|
|                          | TS®100 PRO      | PRO3000™     | PTNX8-VV-PRO     |
| Price                    | <\$820          | <\$100       | <\$160           |
| Copper Line Verification | Very Good       | Good         | Good             |
| Line Verification        |                 |              |                  |
| Cable Length             | ✓               |              |                  |
| Line Troubleshooting     |                 |              |                  |
| Identify Open/Short      | ✓               | ✓            | ✓                |
| Distance to Open/Short   | ✓               |              |                  |
| Tone Generator           | ✓               | ✓            |                  |
| Pair Identification      | SmartTone       | SmartTone    | 8-ID Caps        |
| Line Voltage             | Numeric Measure |              | Status Indicator |
| Loop Current             |                 |              |                  |
| Dial Tone Detection      |                 |              | ✓                |
| Polarity                 |                 |              | ✓                |
| Bridge Tap Detection     | ✓               |              |                  |

## Electrical Contractor Telecom Kits



|                                             | Telecom Kit I | Telecom Kit II |
|---------------------------------------------|---------------|----------------|
| TS30 test set with angled bed-of-nails cord | ✓             |                |
| Pro3000 analog tone and probe               | ✓             |                |
| D814 impact tool                            | ✓             | ✓              |
| Electrician's D-Snips                       | ✓             | ✓              |
| Cable stripper                              | ✓             | ✓              |
| EverSharp 66/110 cut blade                  | ✓             | ✓              |
| Standard 4-wire modular adapter             | ✓             | ✓              |
| Probe pic                                   | ✓             | ✓              |



## Sale Registration Program Increases Margins

Register your sales opportunity with Fluke Networks and increase your profit margins. That means more money in YOUR pocket!

Registration discounts are available on OptiFiber Pro and MultiFiber Pro.

Registration discounts for DSX-5000 Cable Analyzer and CertiFiber Pro available to enterprise, non-contractor end-users only.

For more information and to take advantage of this program, please contact your Fluke Networks sales representative or call **1-800-283-5853** or email [sales@flukenetworks.com](mailto:sales@flukenetworks.com)

**Make sure your customers know  
all the current promotions, please visit  
[www.flukenetworks.com/promotions](http://www.flukenetworks.com/promotions)**

### Contact Us

#### Corporate

Fluke Networks  
6920 Seaway Boulevard  
Everett WA 98203, USA

### Customer Service, Technical Support and Training

#### United States and Canada:

1-800-283-5853 (Toll free inside U.S. and Canada)

1-425-446-4519 (Worldwide)

Customer Service Email: [info@flukenetworks.com](mailto:info@flukenetworks.com)

Support Email: [support@flukenetworks.com](mailto:support@flukenetworks.com)

Training Email: [training@flukenetworks.com](mailto:training@flukenetworks.com)



[www.facebook.com/FlukeNetworks](http://www.facebook.com/FlukeNetworks)



[twitter.com/FlukeNetDCI](https://twitter.com/FlukeNetDCI)



[linkedin.com /company/Fluke-Networks](https://linkedin.com/company/Fluke-Networks)

Fluke Networks operates in more than 50 countries worldwide. To find your local office contact details, go to [www.flukenetworks.com/contact](http://www.flukenetworks.com/contact).

© 2016 Fluke Corporation. All rights reserved.  
Printed in U.S.A. 2/2016 3472459F