



ACEPROGRAM

OVERVIEW

AFL is a market leader in developing and manufacturing fiber optic solutions for a wide variety of industries and applications. AFL was also the first fiber optics company to offer a lifetime warranty on end-to-end fiber optic systems. We carefully select system integrators that insist on the same quality of workmanship that we do at AFL. By doing so, we have built a network of AFL Certified Expert (ACE) Installers that design and install AFL fiber optic systems.

As a technician certified by AFL as an ACE Installer, you will enjoy the confidence of designing and installing an AFL system that will fit the unique needs of each customer, as well as provide the piece of mind that a lifetime warranty offers. This, coupled with individual technical support offered by AFL, will clearly differentiate you from your competition.

AFL offers our ACE Installers extensive hands-on training that will help you to better understand the products we manufacture, as well as to develop critical fiber optic knowledge and installation practices. After your training is complete, you will have all of the necessary tools to design and install a complete AFL system that will be warranted for life.

ACE Installers are a very important component of the lifetime warranty we offer. We carefully select partners that are as stringent about quality workmanship as we are at AFL. As an ACE Installer, you can separate yourself from the competition by offering great products with the best warranty in the industry.

HIGHLIGHTS

ACE Installers are eligible for a discount on AFL brand fusion splicers and Test & Inspection equipment of 10% off distribution pricing.

- **Leading Edge Technology**
Better understanding of fiber technology in addition to updates of new technology development to make sure you stay ahead of your competition.
- **Single Source Fiber System Supplier**
One company to go to for all your fiber and technical support needs.
- **Industry Standard 25-Year Performance Warranty**
Written around performance standards to give your customers peace of mind for the 25-year design life of their fiber installation.
- **Fiber Training, Design and Support**
After attending our 2-day, hands-on training you will become more proficient in designing, installing and testing a fiber system.
- **New Specialized Certifications**
Opportunity to achieve new accreditations such as eABF (air jetted solution).
- **BICSI Credits**
ACE Training programs are BICSI certified and qualify for BICSI CEC (Continuing Education Credits).
- **Engineering Support**
An Engineer on Call to help you better understand any technical issue so you can determine the solution that best fits each customer's needs and applications.
- **Marketing Incentives**
Gain access to the power behind the AFL brand, including being listed on AFLglobal.com as an ACE Installer.
- **Rebate Program**
Earn rebates based on AFL product purchases through an authorized distributor.



REBATE PROGRAM

The ACE Program rewards ACE Installers with rebates for purchasing and installing AFL systems or products. Purchases of single-mode OSP loose tube cable, fusion splicers, and Test & Inspection products are excluded from rebate.

The rebate schedule is as follows:

Sales	Qualified Rebate
\$0 to \$50,000	0%
\$50,001 to \$100,000	3%
\$100,001 to \$250,000	4%
\$250,001 to \$400,000	5%
\$500,001 to \$650,000	6%
\$650,001 to \$800,000	7%
\$800,001 to \$1,000,000	8%
\$1,000,001 to \$1,250,000	9%
\$1,251,000+	10%

Lifetime is defined as the System Design Life which is 25 years.

Rebate Distribution Models

1. Credit toward AFL product purchases must be through an approved AFL distributor.
2. Cash payout (check) will be issued at 50% of rebate value.
3. A portion of the rebate may be used for training with Light Brigade.

Other Specifications:

1. Rebate is payable for any continuous 12-month period.
2. ACE Installer must submit invoices every 6 months for qualified AFL product through approved AFL distributors to the designated AFL Regional Sales Manager.
3. Rebate is calculated on the purchase price from an approved distributor on eligible products.
4. Rebate may be used for further purchases of AFL products and additional training.

TRAINING

ACE Installers can design, install and warrant an industry leading AFL Certified System. The system will be warranted for life against defective materials. Each contractor must complete an ACE Application form, submit a company profile, and identify the distribution channels used to purchase AFL products. After submitting the required information, AFL will review and determine whether the two companies would benefit mutually from the partnership. Upon approval by AFL, each ACE Installer will complete a two-day training course. The outline is as follows:

- 1. History of Fiber Optics**
- 2. Fiber Optic Transmission Theory**
 - Structure of the optical waveguide
 - Mechanical properties of optical fiber and coatings
 - Total internal reflection
 - Fiber types
 - Basic fiber parameters
- 3. Fiber Manufacturing**
 - Laydown
 - Consolidation
 - Draw
- 4. Fiber Optic Cable Design**
 - Terminology review
 - Design objectives
 - Classes of fiber protection
 - Loose buffered cable
 - Tight buffered cable
 - Other cable solutions
- 5. Fiber Cable Placement Overview**
 - Comparison of optical fiber and metallic media installation concerns
 - Basic installation parameters
 - Fiber and buffer color code
 - "Pre-pull"
 - Short indoor runs
 - Long outdoor runs
 - "Post-pull"
 - Enterprise eABF cable jetting equipment parameters
- 6. Fiber Termination and Connectorization**
 - Function of fiber connectors
 - Fiber connector types and applications
 - Fiber connector end polish and reflectance
 - Field installation
 - Factory termination
 - Techniques for installing factory terminated solutions
 - Techniques for field installation
 - Field installation critical steps
 - eABF cable termination and fan-out steps
- 7. Fiber Splicing**
 - Applications for splicing
 - Selection of splice hardware
 - Selection of splice solution
 - Types of fusion splicers
- 8. Field Testing and Troubleshooting**
 - Basic fiber optic field tests
 - Basic visual/continuity check
 - Applications of the attenuation test set
 - Use of the light source and power meter
 - Applications of optical time domain reflectometer (OTDR)
 - Generating an OTDR baseline trace
 - OTDR trace interpretation
- 9. Standards and Codes**
 - Definitions of standards and codes.
 - Hierarchy of U.S. standards committees and international standards
 - Key U.S. standards
 - Code Organizations
 - Scopes of U.S. Codes
 - Fire code listings on optical fiber cables
 - Introduction to standards and codes reference material
- 10. System Design Loss Budgeting**
- 11. Wrap-up and Review**

REQUIREMENTS

Members of the ACE Program are required to adhere to the following requirements:

Member Profile

Prior to becoming an authorized member of the ACE Program, installers must complete the member profile and required documentation such as insurance and bonding requirements.

Contract

Approved members must have an official of the company sign the ACE Contract.

Multiple Locations

ACE Program certification is completed for a specific location. In the event the installer has multiple locations, each location that desires membership must complete the applicable ACE training requirements.

Training

Installers seeking membership in the ACE Program must attend specific AFL technical training courses. This includes any desired specialized training such as eABF accreditation.

Continuous Training

AFL will review the certification of each ACE Installer every 18 months. If additional or new technicians need certification, a training class may be required.

Qualified Personnel

In order to qualify for the ACE Extended Warranty Program, qualified personnel must be on-site during installation.

25-Year Warranty Program

ACE Installers may submit qualifying projects for AFL's 25-Year Warranty Program. Project documentation must be reviewed under the signature of a registered ACE Installer. If approved, AFL will issue an Extended Warranty Certificate and warranty registration number.

Membership Renewal

ACE membership is renewed every 18 months. Per the terms of the ACE Contract, AFL reserves the right to terminate membership for any of the following reasons:

- Failure to complete continuous training requirements
- Violation of the ACE Contract
- Violation of AFL's standard installation procedures
- Complaints from end-users regarding the installer's performance
- Annual purchases of less than \$50,000

CANDIDATE APPRAISAL

All new ACE Installer applicants will be required to submit an application online at: AFLglobal.com/Apply-for-ACE. Information requested is provided below.

General

- AFL Representative
- AFL Regional Sales Manager

Contractor Information

- Company Name
- Address
- Phone
- Company Contact
- Contact Phone
- Contact Email

Design and Installation Staff Information

- Number of Designers (including estimators)
- Number of RCDD designers
- Number of RCDD-LAN designers
- Number of Technicians
- Number of Installers
- Number of BICSI Certified Level 1 Installers
- Number of BICSI Certified Level 2 Installers

Company Certification Information

Is your company currently a certified installer for:

- Siemon
- Corning
- NORDX
- Mohawk
- CommScope
- Ortronics

Commercial Evaluation

- Number of years in business at this location
- Number of employees at this location
- Bonding Limit
- Minority Certification-If certified, by whom?
- Number of years installing fiber optic cable
- Number of years performing fiber optic termination
Estimate number performed in last 12 months
- Number of years performing mechanical splicing
Estimate number performed in last 12 months
- Number or years performing fusion splicing
Estimate number performed in last 12 months
- What is your primary CAD software package?
- Do you use other CAD software packages?
- List and describe any other fiber optic training courses that the technicians and installers have completed in the past two years. Also describe the level of fiber experience of the installers and technicians have collectively.

CANDIDATE APPRAISAL

- List the geographic areas in which the company plans to promote AFL fiber optic products.
- List the industries and/or vertical markets where the company plans to target its sales efforts.
- List at least three specific strategies and tactical action plans that will be utilized to achieve the projected AFL sales commitment.
- List three past or current customers the company has installed fiber for and three potential customers gained through ACE Installer certification.
- As an ACE Installer, what is the company's expectation from AFL and what can the company contribute to the partnership?
- Why does the company want to be an ACE Installer?

CERTIFICATION REQUIREMENTS

- Prior to installation, a Project Registration Form must be completed and submitted to AFL for approval.
- A list of the ACE Installers that were on the job site.
- As-built drawings
- Loss measurement results must be submitted to AFL in computerized form using AFL Test Equipment or equivalent and signed off by an authorized ACE Installer. All AFL systems will be installed according to the following commercial building standards; ISO/IEC 11801, TIA/EIA 568-A, TIA/EIA 568-C3, TIA/EIA 569, TIA/EIA 526, TIA/EIA 758, TIA/EIA 606 and TIA/EIA 607.
- Lifetime Warranty Form must be submitted to AFL within 60 days of project completion. AFL reserves the right to inspect all warranted installations.

GETTING STARTED

AFL is proud to offer the ACE Program to qualified installers. For over 10 years, we've worked with leading contractors across the U.S. to build fiber optic systems that are unmatched. Our network of installers is recognized for superior workmanship and industry knowledge.

With the ACE Program, you enjoy leading edge technology and a single source fiber supplier. A 25-year design life on the installation coupled with expert training, design, engineering and support, makes the ACE Program the best available today. Even better is the opportunity to earn lucrative rebates up to 10% on products!

Choosing to become a part of our program is one that will truly differentiate you from the competition. To learn more, talk with your AFL Regional Sales Manager. To get started on the application process, visit our website at www.AFLglobal.com/ACE.





www.AFLglobal.com/ACE