

# ENGINEERED SOLUTIONS FROM THE **CONNECTION EXPERTS**



NETWORKS | INTERCONNECT | WIRELESS

# L-COM, AN EXTRAORDINARY SUPPLIER

## MORE THAN JUST A MANUFACTURER

The most unique characteristic of L-com is that it's both a manufacturer of components and a value added service provider.

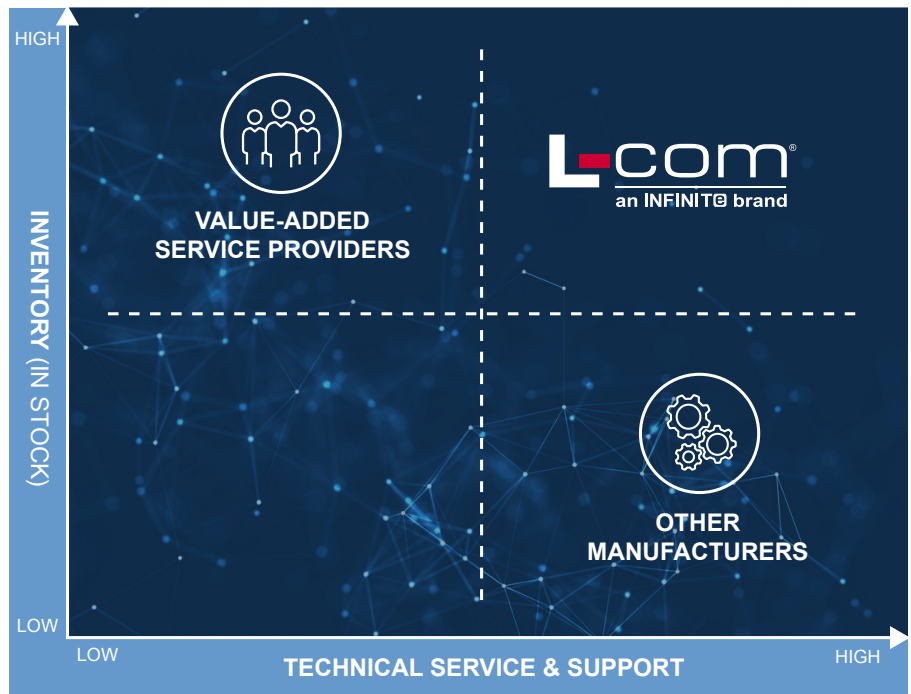
L-com has been manufacturing high-reliability connectivity products for over forty years. The company has numerous manufacturing and fulfillment facilities around the world. Our facilities are ISO 9001:2015 certified, GSA Registered with many of our products built using UL rated components.

## A UNIQUE PERSONALIZED SERVICE STRUCTURE

Expert manufacturing is only half the story at L-com. Our significant service initiative combines a highly personalized customer service program with an enormous product inventory for off-the-shelf availability and same day shipments for many of our products.

The L-com service program has often been compared to the service operations at value-added service providers. With our component supply chain, technical services and modification capabilities, L-com delivers unique service benefits that other component manufacturers are unable to offer.

There is no other company better suited to provide **Engineered Connectivity Solution** than L-com.



## AS A MANUFACTURER, L-COM...

- Is committed to quality
- Provides consistent product performance
- Meets and exceeds specs
- Provides the exact product features needed
- Offers technical knowledge and support
- Expert Sales and support to provide product recommendations.
- Provides a lower Minimum Order Quantity (MOQ)

## AS A VALUE-ADDED SERVICE PROVIDER, L-COM...

- Maintains a strong inventory position
- Offers quick availability of products
- Maintains low lead times
- Provides personalized service

“ L-COM HELPED US WORK OUT A SPEC TO ENGINEER AND MANUFACTURE CUSTOM FIBER OPTIC CABLES THAT COULD BE BUILT AND SHIPPED IN THE SAME DAY. THEY DELIVERED! ”

- RAYTHEON

## BREADTH & DEPTH OF PRODUCTS AND SOLUTIONS

Because L-com wholly owns its various manufacturing facilities, we maintain control and consistency over our processes and operations. Combined with our commitment to quality, we are able to deliver highly consistent products, a quality feature that our customers value. L-com offers a very unique product set and level of capabilities. While many of our products are manufactured, some are acquired from our manufacturing partners. We can therefore offer a complete set of products needed for a specific customer's application.

The L-com connectivity product range includes:

- Standard catalog products off-the-shelf (over 50,000 SKUs) for wired and wireless applications
- Solution-based standard products; specially designed to solve specific problems, such as right-angled connectors and industrial IP-68 sealed connectors and enclosures
- Standard products that are modified to meet specific customer requirements
- Capable of assembling custom products, including prototyping and rapid manufacturing for quick turn around
- "Hard to find" legacy connectors, such as IEEE-488, SCSI, DIN and Firewire
- Current and new technology products, such as products for the Internet of Things
- A breadth and depth of product capability unmatched by others

## L-COM'S UNIQUE SERVICES

L-com is best known for its unusually aggressive and broad service model. This advanced service program is ahead of its time, and certainly its competition. We provide the following services at L-com:

- Responsive Customer Service
- Inside Sales Support
- CAD design and 3D modelling
- Technical Support and Application Assistance

## IN ADDITION, WE OFFER:

- Highly responsive, personal & interactive call support, calls are responded to quickly by a L-com service representative. If needed we bring in technical support, accounting, or other services our customers need to provide them with the optimal result.
- Real time tech support, on the phone and on our website
- Service to small and large customers
- Access to tutorials, product drawings, tech info and more
- Fast response to quotes, designs, prototypes and manufacturing requests It's just easy to do business with L-com!

## STRONG STOCK POSITION

Because of L-com's strong inventory position with our broad range of standard catalog products, we offer immediate availability for most product needs. For modified and custom products, our lead times are aggressive to meet the stringent needs of our customers.

**" I NEEDED AN ANTENNA AMPLIFIER, AND IT WAS SHIPPED THE SAME DAY. THIS WAS A TREMENDOUS HELP AND I WAS ABLE TO MEET THE REQUIREMENTS OF MY COMPANY. "**

- EBAND ELECTRONICS

**" I CAME UPON YOUR COMPANY BY SEARCHING FOR 90 DEGREE CAT5 CABLES. THE STAFF AT L-COM HAS BEEN EFFICIENT AND ACCOMMODATING IN WORKING WITH ME. I APPRECIATE THE WAY YOU TREAT YOUR CUSTOMERS, ESPECIALLY A SMALLER COMPANY LIKE MINE. IT SEEMS THAT FEWER AND FEWER COMPANIES THESE DAYS HAVE THIS TYPE OF WORK ETHIC. I JUST WANTED TO LET YOU KNOW THAT I RECOGNIZE THIS ETHIC AND WILL LOOK TO YOUR COMPANY FIRST FOR PRODUCTS THAT FIT MY PROJECTS. "**

- KY VIDEO



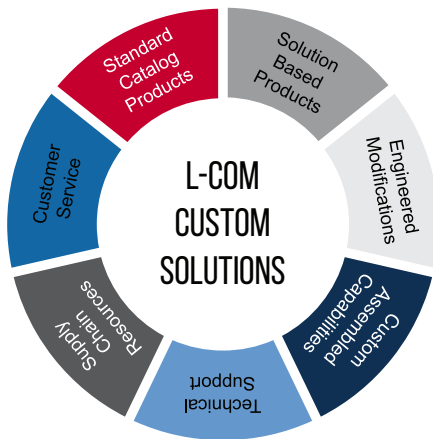


## ENGINEERED SOLUTIONS FROM THE CONNECTION EXPERTS

After forty years of product development, manufacturing and acquisitions, L-com has assembled a significant set of resources to help solve customer problems. We continually draw from these resources to create new solutions which, when combined with our expert engineering and ability to manage supply chain logistics, provide our customers with a problem-solving resource that is truly one of a kind.

Here are a few problem/solution examples that reflect the value-added services at L-com.

### THE L-COM SOLUTION WHEEL



### CUSTOM ANTENNA SOLUTION FOR FARMOBILE



#### BACKGROUND

Farmobile was looking for a multi-band GPS/Cellular/3G/LTE mobile antenna with an integral magnetic mount, two 5M leads and Fakra connectors for their application – a data collection service system for large scale farm equipment. The antenna served to collect all of the data on the equipment and send it to the cloud. The data is formatted into an Electronic Farm Record and sold on the market.

#### PROBLEM

Farmobile was seeking a cost-effective, branded and fully functional antenna solution that met their OEM application requirements.

#### SOLUTION

The L-com antenna combined the desired cellular bands and GPS together in one package, with the Farmobile logo and color molded into the antenna radome, and an integral base magnet for mounting. L-com's ability to customize the package and provide samples in a minimal amount of time were critical service features, enabling delivery of the desired solution on time.

### CUSTOM SOLUTION FOR COMREX PORTABLE BROADCAST SYSTEM



#### BACKGROUND

Comrex provides a portable, hand-held broadcast system for on-the-go ENG (electronic news gathering) broadcasters. The ACCESS Portable 2USB system provides users with a flexible tool to get their remote broadcast on the air.

#### PROBLEM

Comrex needed a custom-molded USB cable assembly to provide customers with connection access to the USB port on their ACCESS remote broadcast unit. Available space was very small and therefore required a unique shape. Very soft material was also required, and the unit needed to be locked down tightly.

#### SOLUTION

L-com met the size and shape requirement by designing a custom mold. After testing of alternate materials, Santoprene was selected for the mold, as it provided the ideal durometer for this application. A pen insert was molded into the housing and a mating screw provided to lock the assembly down.

## A SAMPLING OF L-COM SOLUTIONS

Here are just a few examples of the many connection solutions that L-com has engineered and manufactured. Whether your application requires a patch cord with a different branded connector on each end, or a complete industrial manufacturing network, no job is too big or too small for L-com. Put our experts on an Engineered Connection Solution to meet your need, and you'll discover the incredible breadth of capabilities, resources and talent we can offer.

### PROCESS AUTOMATION NETWORK-FIELD CONTROL STATION

This diagram illustrates a comprehensive process automation network. It features an industrial enclosure housing a 24V DC Power source, a CPE DC Injector, a WiFi Amplifier, and a Wireless CPE. The system is connected to an Industrial Ethernet Switch and Industrial Ethernet Cables. Key components include PLCs, Industrial RS232 Surge Protectors, Flow Meters, Temperature Sensors, and Valve Controls. The network is protected by Industrial Cat 5e/6 Surge Protectors and Coaxial Surge Protectors. A Yagi Antenna is used for wireless communication.

This diagram encompasses Ethernet, RS232, RS485 and WiFi connectivity to provide an end-to-end process automation networking solution.

### PoE MIDSPAN/INJECTOR & SPLITTER

This diagram shows a PoE midspan/injector and splitter system. It starts with a Non-PoE Network Switch connected to a PoE Splitter. The PoE Splitter is powered by a Power Supply and provides both Data Only and Data + Power. The Data + Power is then sent to another PoE Splitter, which is connected to a Non-PoE Device (Wireless AP, CPE, Router, etc.).

The PoE Injector provides DC voltage over Ethernet cable to power PoE devices, such as the splitter shown above. The PoE Splitter divides the power and data signals from the cable, allowing the devices to operate within a PoE based network.

### WIRELESS LAN AMPLIFIER SYSTEM

#### Indoor Amplifier Connection Diagram

This diagram shows an indoor wireless LAN amplifier system. It consists of an Antenna connected to an Amplifier via Coax Cable. The Amplifier is powered by a Power Supply and is connected to a Radio via Coax Cable. A video player icon is present with the text "See Video at L-com.com/Videos/A30".

Low loss coax cable connects amplifier to the radio, in indoor and outdoor (using an enclosure) applications, for this WLAN communications network.

### WASTEWATER TREATMENT PLANT NETWORK

This diagram illustrates a wastewater treatment plant network. It features a WiFi Yagi Antenna connected to a WiFi Amplifier. The network includes an SCADA Operations Center, a Weatherproof NEMA Enclosure, and an Industrial Ethernet Switch. Key components include RS232 Enabled Sensor / Controls, Industrial Ethernet Media Converter, Low Loss Coax Cable, Outdoor CPE, Outdoor Rated Cat5e Cable, Fiber Optic Cable, Ethernet Cable, 24V DC Power, CPE DC Injector, and Weatherproof NEMA Enclosure. The system is designed for rugged industrial environments.

Includes WiFi antenna system, cable and CPE unit. A weatherproof NEMA enclosure contains an Industrial Ethernet switch, CPE DC injector and fiber optic cable. Network components include fiber optic, RS232 and Ethernet cables, along with media converters, power supplies and server drivers.

## BROAD RESOURCES FOR UNLIMITED SOLUTIONS

### ENGINEERED SOLUTIONS – INTERCONNECT & NETWORK RESOURCES

L-com offers over 50,000 standard products, many of which are listed below. However, the real offering is the company's ability to modify these products or custom design products to fit specific customer applications. Here's a look at L-com Interconnect and Networking products.

- Audio/video products
- Cable assemblies – copper & fiber optic
- Connectors/interfaces:
  - D-Sub
  - USB
  - Telecom/Modular
  - Audio/Video
  - Coaxial
  - Fiber optic
  - Mil/Aero
  - Legacy & Special
- Enclosures
- Ethernet Converters
- Ethernet Switches
- Fiber Optic Products
- Patch Cords – Copper & Fiber Optic
- Patch Panels
- Poe Products
- Premise Wiring (Lan/Telecom)
- Racks
- Security & Surveillance Products
- Test Equipment
- Tools & Kits

**“ WE THOUGHT L-COM WAS AN OFF-THE-SHELF COMPONENT COMPANY. WHEN WE NEEDED CABLES AND CONNECTORS, WE WERE DELIGHTED TO FIND OUT THAT L-COM NOT ONLY SOLD THESE PRODUCTS, BUT THEY OFFERED CUSTOM ENGINEERING AS WELL! ”**

- NORTHROP GRUMMAN

### ENGINEERED SOLUTIONS – WIRELESS RESOURCES

L-com's unique wireless product offering provides one of the broadest selections of wireless products available, unmatched by other connectivity suppliers.

- Adapters
- Amplifiers
- Antennas:
  - Grid
  - DAS
  - Dish
  - Omni
  - Rubber Duck
  - Arrays
  - Log Periodic
  - Yagi
  - Panel
  - Marine
  - MIMO
  - Ceiling
  - Mobile Mount
  - Sensors
- CPE Access Points/Adapters
- Installation Kits
- Lightning Protectors
- RF Filters & Splitters
- Routers





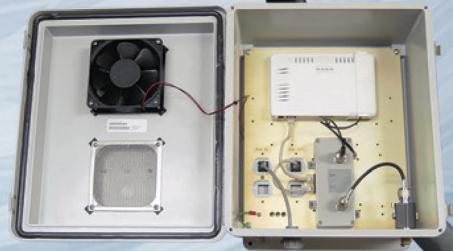
“ L-COM WAS ABLE TO CUSTOM ENGINEER AND MANUFACTURE A SHORT BODY DISPLAY PORT CONNECTOR TO ACCOMMODATE A VERY TIGHT FIT IN OUR GAMING ENCLOSURES, ALLOWING US TO MEET OUR PRODUCT LAUNCH DATE, WITHOUT HAVING TO CHANGE OUR ENCLOSURE DESIGN. ”

- BALLY



“ WE NEEDED A SMALL ANTENNA WITH STABLE PERFORMANCE AT LONG DISTANCES FOR OUR NEXT-GENERATION PAYMENT SYSTEM, WHICH USES FINGER SWIPING ON A PORTABLE MACHINE FOR AUTHENTICATION AT THE TIME OF PURCHASE. L-COM WAS ABLE TO PRODUCE A CUSTOM-DESIGNED PCB OMNI ANTENNA THAT FIT THE BILL. ”

- ALIBABA ALIPAY –  
ZHEJIANG WELLCOM TECHNOLOGY CO.







ENGINEERED CONNECTION SOLUTIONS FOR EVERY APPLICATION



## L-COM CONTACT & ORDERING INFORMATION

### CALL CENTER AND TECHNICAL SUPPORT

#### HOURS OF OPERATION

Monday - Friday 8am - 8pm ET

#### PHONE & FAX

Contact Center: 1-800-341-5266

Direct Line: 1-978-682-6936

24 hour Fax: 1-978-689-9484

#### E-MAIL

Sales: [sales@L-com.com](mailto:sales@L-com.com)

Customer Service: [customerservice@L-com.com](mailto:customerservice@L-com.com)

Product/Tech Support: [support@L-com.com](mailto:support@L-com.com)

#### ONLINE ORDERING 24/7

[www.L-com.com](http://www.L-com.com)