

ERA Electronics Industry Dictionary

ACRONYMS & TERMINOLOGY

10GX	Designation used for 10 Gigahertz Unshielded Twisted Pair (UTP) networking cable
5Play	Cornerstone of HDBaseT, it is convergence of full HD video, audio, 100BaseT Ethernet, power over cable and various control signals
A/V	Audio/Visual
ABS	American Bureau of Shipping. This agency certifies material (including cable) suitable for use aboard ships.
ACE	Architects, Consultants and Engineers
ACMC	Alien Crosstalk Margin Calculation
AEHC	Adaptive Enclosure Heat Containment
AEM	Application Engineering Manager
AES	Audio Engineering Society
AFO	Available For Order
AFS	Available For Shipment or Sale
AHTD	Association of High Technology Distribution
AM	Account Manager
AN	Application Note
AP	Action Plan
APAC	Asia Pacific
APR	Area of Primary Responsibility
ARO	After Receipt of Order. This is when the Lead Time actually begins.
AVB	Audio Video Bridging. A new IEEE draft standard for 802.1BA for use of Ethernet in the broadcast industry
AVSS	Audio/Video Sound and Security
AWG	American Wire Gauge. A standard for expressing the diameter of the copper in a wire. As AWG increases, the wire diameter decreases.
B2B	Business to Business
BAA	Government term meaning: Buy American Act
Baked In	Something built into or part of a program or price, etc. "The cost of freight is baked into our selling price."
BAP	Branch Action Plans
BAS	Building Automation Systems

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Battle card	A product "cheatsheet" that outlines features/benefits, sales strategy, competitive analysis, applications, issues, etc.
BAV	Broadcast Audio/Video
BERT	Bit Error Rate Test
BICSI	Building Industry Consulting Service International, sets standards for the development and design of structured cabling systems.
Big elephants	Large or "trophy" opportunities
BIM	Building Information Management. You may see REVIT as a BIM tool.
Black Belt	An earned, demonstrated and documented level of mastery.
Blue Sheet	A planning tool used to help visualize a salesperson's current strategic position and the actions needed to close a sales opportunity.
BOM	Bill of Material
Bonded Pairs	Patented Belden feature where the 2 conductors in a pair in a networking cable are physically bonded, ensuring superior performance.
Bowler	Measurement tool (spreadsheet or online) that quickly shows status to KPIs and TTIs. You're either red or green.. Bad or good!
BPCS	A Manufacturing/Sales Order software package
Broker	(term used in Europe and Asia; also see Commercial Agents and Manufacturers' Representatives) Brokers perform similar intermediary functions as commercial agents and manufacturers' representatives without, however, being permanently under contract to certain
Brolog	A combination of a brochure and a catalog
Brown Field	An opportunity where the business is rework or refurbishment, such as upgrading network cabling in a hospital or hotel.
Burning Platform	The compelling business reason for making a change, or "the bad things that will happen to us if we don't change now"
BYOD	"Bring Your Own Device" is a growing trend where employees use their own tablets, smartphones, etc to perform company work
C&I	Contractors & Systems Integrators
C4ISR	Government term meaning: Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance
Call to Action	A new way of stating or defining "to-do" or action item(s).
CAP	Cooperative Advertising and Promotion
Cap Ex	Capital expense
Capture	To write down or note, such as "let me capture that information and get back to you."
Cascade	To forward a message or communication to others.

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Cat5e	Category 5 Enhanced 4-pair UTP networking cable. Swept to 100 MHz. Minimally compliant networking cables. Varying grades available.
Cat6	Category 6 4-pair UTP networking cable. Swept to 250 MHz, this is today's standard network cable. Varying grades available.
Cat6a	Category 6 Augmented 4-pair UTP networking cable. Swept to 500 MHz, "10 Gig" cable is for cutting edge networks.
CATV	Carrier Access Television
CAV	Commercial Audio/Video, used in the new product/market rollout in 2Q2012.
CCC	Customer Collaboration Center in Indianapolis. This new, functional applications lab is ideal to show customers Belden solutions at work.
CCR	Government term: Central Contractor Registry. All businesses selling to the US Gov't are required to be registered.
CCS	Coaxial Connectivity Solutions group within ESD, it is comprised of ICM and the Thomas & Betts Communications Products.
CCTV	Closed Circuit Television
CE	Customer Engagement
Centers of Gravity	Office location, factory or other company facility.
Circle the number	When the sales commitment number for a given month is achieved or exceeded in Salesforce
CIS	Clinical Information Systems. A healthcare term used as hospitals become digital.
Clawback	To rescind or take back funds, such as co-op dollars. "We need to try to clawback \$90K in co-op to stay within our budget."
CLIN	Government term: Contract Line Item Number
CM	Specified for General Building Wiring use, Type CM cables are used in areas other than plenums and risers.
CMP	Communications Plenum cable. Can be run in horizontal airshafts (called plenums) between floors in a building.
CMR	Communications Riser cable. Used in risers or shafts from floor to floor in a building.
COGS	Cost of Goods Sold. To our distributors, this is the invoiced cost of Belden products as opposed to POS (their selling price to users).
COL	Freight collect (freight charges are not included in the invoice and are payable by the distributor or customer)
Commercial Agents	(term used in Africa, Asia, Australia and Europe; also see Manufacturers' Representatives) Independent professional providers of field sales and marketing services to manufacturers of suppliers. They typically handle a portfolio of related but non-competitive product lines, working
CONUS	Government term meaning: CONTinental US

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Convergence	Moving many separate networks onto one or two single network infrastructures, such as moving IP video onto a security network.
COO	Country of Origin
Countermeasure	Specific measureable action item used in SDP/Dpoly to overcome a shortfall in a KPI or TTI bowler. Updated monthly.
CRAC	Computer Room Air Conditioning
CRAH	Computer Room Air Handler
CRD	Customer Request Date
CRM	Customer Relationship Management
CRS	Customer Requirement Specification
CS	Case Study document
CSR	Customer Service Representative
D&I	Develop & Implement. Used in Sales Action Plans.
Daily cadence	Daily activites, such as "I'll build that into my daily cadence."
DAS	Distributed Antenna System. Becoming more and more common in stadiums and venues.
DC	Data Center
DC	Distribution Center (finished goods warehouse)
DCAM	Demand Creation Account Mgr
DCIM	Data Center Infrastructure Management
DDW	Double Design Win
Dead cat bounce	Refers to how a sales territory without a salesperson can continue to produce or even increase sales. "Even a dead cat will bounce."
DFAR	Government term meaning: DOD FAR (Department of Defense Federal Acquisition Regulations)
Digital Cliff	The point where a digital signal cannot be resolved or used by a receiving chip/integrated circuit.
DLA	Government term meaning: Defense Logistics Agency
DNO	A term used in VMI, it stands for Do Not Order (or stock) for non-stock items (special or one-off sales) bought and sold by the distributor.
Dock Date	The date the customer expects or wants their order to arrive at their facility. Must include transit time after ship date from the factory.
DOD	Government term meaning: Department of Defense
Dpoly	Name of an online management Strategic Deployment system/tool
DPPM	Defective Parts Per Million

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DS	Data Sheet
DTAM	Distribution Total Available Market. This is usually a smaller figure than TAM, which includes factory direct business.
DVR	Digital Video Recorder
E&O	Excess & Obsolete
E2E	End to end (such as End to End networking project)
eCatalog	Online product catalog
Eco-System	All of the people and resources available to you to help you be successful in your job.
ECS	Enterprise Cable and Security Solutions sales group of Anixter
EDI	Electronic Data Interchange. Orders are entered and acknowledged "computer to computer" with no human involvement.
EDS	Electronic Distribution Show
EF	Emergency Facility. Refers to an area in a hospital that must be connected via cabling to an ER (Equipment Room).
EMEA	Europe Middle East and Asia
EMR	Electronic Medical Records. A healthcare term especially pertinent as hospitals become digital.
EO	Equipment Outlet
EOL	End Of Life
EOM	End of Month
EoR	End of Row termination strategy used in data centers
EOW	End of Week
EOY	End Of Year
ER	Equipment Room
EUA	End User Agreement. Document to provide a specific price for a specific customer for a specific time period.
EUM	Unit of measure
Exit Rate	Exit rate is the income expected in the following period as a result of sales closed in the existing period (assuming no other sales are made).
F/UTP	Screened Twisted Pair (foil screen around the entire 4 pair core). This particular designation refers to 10Gig cables.
FAR	Government term meaning: Federal Acquisition Regulations
FAS	Government term for: Federal Acquisition Service, which combines the former Federal Supply Service and Federal Technology Service

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Feed Study	Also called an Engineering Study, this is done by EPCs for end users at beginning of Industrial projects for feasibility, budegetary costs, etc.
FG	Finished Goods
FLS	Fire Life Safety
FSM	Field Solutions Manager
FTP	File Transfer Protocol. A fast and free method of transferring data on the Internet, commonly used to efficiently move large data files.
FUBAR	A WWII term meaning "F-ed Up Beyond All Repair (or Recognition)"
Funnel	Potential or prospective business a salesperson, region or division are working on and bring to a close.
G-C&I	Government term meaning: Government - Contractors & Systems Integrators
G-CSV	Government term meaning: Government - CSV (a networking contractor qualified for and seeking government business & projects)
GAM	Global Account Manager
GBDT	Government term meaning: Government Business Development Team
GbE	Gigabit Ethernet
GLT	Group Leadership Team
GMROI	Gross Margin Return on Inventory (GMROI) is calculated by dividing gross margin dollars by inventory.
Golden Selling Hours	The hours between 8:30 AM and 5:00 PM that should be used by salespeople for face-to-face meetings with customers & prospects.
Green Belt	An earned, demonstrated medium level of subject mastery. It is a prerequisite for a Black Belt.
Green Field	An opportunity where the business is new, such as the building of a new hospital, plant or arena.
Grid Transformation	A term used by Ericsson as an alternative to "Smart Grid"
GSA	General Services Administration. Establishes long term gov't widediscounted contracts with commercial companies such as Belden.
GTM	Go To Market
GWAC	Government-Wide Acquisition Contract, usually focused on IT products and product-based services for the government.
HAENS	High Altitude Exo-Atmospheric Nuclear Survivability
HD	High Definition
HDBaseT	An interim Ethernet standard in broadcast until the 802.1BA draft standard is finalized. HDBaseT overcomes distance limits of HDMI cables.

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HDCP	High Definition Content Protection. This prevents transmission of protected content.
HDMI	High Definition Multimedia Interface
Headwind	Resistance or obstructions to an objective, project, initiative, etc
HEMP	High-altitude ElectroMagnetic Pulse. HEMP protection is a hot-point with companies doing work for the government and/or military.
HR	Human Resources
HSR	High Available Seamless Ring. A type of redundancy/reliability protocol used in Industrial Networks to insure network uptime.
HT	High Temperature
HVAC	Heating Ventilation and Air Conditioning
I/C	WESCO's acronym for its Industrial/Construction division branches.
ICR	Infection Control Requirements. A term used in the healthcare industry.
IDC	Insulation Displacement Connector
IDIQ	Government term meaning: Indefinite Delivery Indefinite Quantity
IEEE	Pronounced "Eye triple E", this is the Institute of Electrical and Electronic Engineers. IEEE sets all sorts of standards for the industry to follow.
IEI	Industrial Ethernet infrastructure
IMDS	The International Material Data System is the automobile industry's material data system, standardizing product information.
IP	Internet Protocol. Digital protocol used to connect Industrial, commercial, security, consumer, etc devices to the Internet.
IPLMS	Intelligent Physical-Layer Management Solution
IS/OS	Acronym indicating that cable has individually shielded pairs or triples inside and an overall outer shield for the entire cable
ISR	Inside Sales Representative
IT	Information Technology
JGSD	"Just Getting 'Stuff' Done"
JOP	Jumping Off Point. Value of business at the beginning of a new financial planning period, many times the prior year's business.
K'	Used as unit of measure, typically used to signify thousands of feet. Alternatively M' is used.
Keystone	An industry-standard style of mounting networking jacks into faceplates, patch panels, etc.
KFC	Keep/Find/Close
KPI	Key Performance Indicators

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L&L	Lunch & Learn. Method to provide lunch and specific training to distributors or customers. Alternatively LNL is used.
Lag & Tag	Industrial distributor services in which cable is cut, marked/tagged, kitted, etc for shipment to specific job site or project.
LAN	Local Area Network
LBP	Local Business Partner, the Emerson designation for its authorized distributors.
LC	Limited Combustible. Material has a 2550 Smoke Index compared to 5550 Smoke Index for plenum.
LDP	Label Distribution Protocol. A standardized protocol for managing MPLS (See below) paths.
LEAN	Business philosophy that systematically eliminates waste of resources and simplifies business processes.
Linearity	Most commonly used to describe consistent production pattern within a day, week, month, quarter or year.
LMS	Learning Management System
LNG	Liquified Natural Gas
LSZH	Low Smoke Zero Halogen
LT	Lead Time
M'	Used as unit of measure, typically used to signify thousands of feet. Alternatively K' is used.
MAC work	Moves Adds Changes that are typical in network installations. The MAC work is done after the contractor initially installs the project.
Manufacturers' Representatives	(term used in Africa, Asia, North America and South America; also see Commercial Agents) Independent professional providers of field sales and marketing services to manufacturers of suppliers. They typically handle a portfolio of related but non-competitive product lines, working
Marcom	Marketing Communications
Marinate	Taking some period of time to review or consider something before replying.
MATV	Master Antenna Television
MC-HL	Metal Clad Hazard Location - a type of armored, metal clad cable used extensively in the Oil & Gas industry, both offshore and land based.
MCC	Motor Control Center. A device or devices that govern in some predetermined manner the performance of an electric motor.
MCM	Thousand Circular Mils. Method of measuring amount of copper by cross section in a cable that is larger than 0000 AWM.
MDS	Market Delivery System
MDVO	Multimedia Digital Video Outlet. Belden proprietary style of mounting networking jacks into faceplates, patch panels, etc.

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MILCON	Government term meaning: MILitary CONstruction
MIMO	Multi-Input/Multi-Output
MLT	Market Lead Time
MNC	Multi National Customer (or Company)
MOC	Manufacturing Order Change. Used when change is made to a manufacturing order.
MoCA	Pronounced "mocha", it stands for Multi-media over Coaxial Cable. This is the technology Verizon uses for it's FiOS system.
MOQ	Minimum Order Quantity
MoR	Middle of Row termination strategy used in data centers
MPLS	Multiprotocol Label Switching - directs within a network with short path labels rather than long network addresses. MPLS is of interest in PT&D.
MREP	Manufacturers' Representative. Outsourced professional sales organizations.
MRO	Maintenance, Repair & Operations.
MRP	Multiple Ring Protocol. Used in Industrial Ethernet networks, this provides redundancy if the primary fiber/copper ring is broken.
MSO	Multisystem Operator. Examples of MSO's in our broadband business are DirectTV, Comcast, Time Warner, etc.
MTBF	Mean Time Between Failures
MTD	Month To Date
MTDC	Multi-Tenant Data Center
MTTR	Mean Time to Repair
MUTOA	Multi-User Telecommunications Outlet Assembly
NAED	National Association of Electrical Distributors. Trade association/show for electrical wholesalers, many of which buy thru redistribution.
NAM	National Account Manager
NAR	North American Region
NAT	Network Address Transfer
NBD	New Business Development
NC/NR	Non-cancellable, non-turnable. Custom or special products are usually considered to be NC/NR.
NEC	National Electrical Code
NET	No Earlier Than
NEXT	Near End Cross Talk

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NLT	No Later Than
NPB	New Product Bulletin
NPD	New Product Development
NPNE	"No polish, no epoxy" connector technology for fiber optic cables
NSEA	North & South East Asia
OCAO	Government term for: Office of Chief Acquisition Officer
OCONUS	Government term meaning: Outside CONUS (or CONTinental US)
OCSC	Government term for: Office of Citizen Services and Communications
ODM	Original Design Manufacturer
OEM	Original Equipment Manufacturer. OEMs build end-products and either buy distributors or factory-direct.
OFM	Order Fulfillment Manager. Special liasions to the plants that deal specifically with quality or delivery issues impacting purchase orders.
OGP	Government term for: Office of Government Wide Policy
OM	Outbound Marketing
ONVIF	Open Network Video Interface Forum
OP	Operating Profit
Op Ex	Operating Expense
Organic	Growth from existing product lines and customers. Inorganic growth comes from products/customers gained via acquisition.
OTD	On Time Delivery
PA Data	A term used in VMI, it stands for Product Activity Data. This is POS and inventory data sent by the distributor daily to the VMI system.
PAM	Product Available Market. This is the portion of a Total Available Market a manufacturer can serve with its product line.
PBS	Government term for: Public Buildings Service
PD	Powered Devices
PDBL	Past Due Back Log
Peanut butter	To spread something around evenly. "We've peanut buttered the PVC cost increases across our entire cable product line."
Ping	To follow-up with someone with a phone call or e-mail.
Platform	A global business structure based upon markets, rather than geography.
PLM	Product Line Manager. Responsible for particular product line(s).

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PM&D	Performance Management and Development form. A document used in annual performance reviews.
POD	Print on Demand literature is not kept in stock but can be ordered through the fulfillment center at a guaranteed cost.
PoE	Power over Ethernet. Total power consumption of devices connected to a PoE switch port cannot exceed 13 Watts.
PoE+	Power over Ethernet Plus. Higher power capability than PoE, the total power consumption of connected devices cannot exceed 25.5 Watts.
PON	Passive Optical Network
POP	Point of Purchase. This is the selling price from Belden to our distributors. We also refer to this as "Recap".
Portal	Secure areas of websites designated for authorized users. Manufacturers, distributors and customers may all offer portals for their customers.
POS	Point of Sale. This is the selling price from our distributors to their customers and includes the distributor's margin.
POV	Point of View. A bottom-up estimation of orders expect to book within a given time frame.
PPA	Freight Prepaid and Added (to invoice). Commonly seen when distributor requests special freight service, such as overnight delivery.
PPD	Freight Prepaid
PPM	Parts Per Million
Pre-term	Pre-terminated network cable runs
PRP	Parallel Redundancy Protocol. A type of redundancy/reliability protocol used in Industrial Networks to insure network uptime.
PSIA	Physical Security Interoperability Alliance
PT&D	Power Tranmission & Distribution. This refers to the electrical utility industry and is an ISD vertical market.
PTP	Precision Time Protocol. An Ethernet function/capability that allows extremely precise timing synchronization on a network.
PTZ	Pan Tilt & Zoom (control of cameras in surveillance or security system)
PUE	Power Utility Effectiveness
QBR	Quarterly Business Review
QoS	Quality of Service
R&I	Refine & Implement. Used in Sales Action Plans.
Radio Silence	What you have when someone doesn't return or respond to repeated phone calls or e-mails.
RAM	Regional Automation (or Account) Manager

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RAOTM	Rockwell Automation On The Move. These are local Rockwell trade shows.
RCDD	Registered Communications Distribution Designer, this is a BICSI designation for networking design professionals.
RCM	Regional Channel Manager
Reach Out	To contact someone.
Recalibrate	To correct a situation, make something right. Also to change or to rectify.
RFID	Radio Frequency Identification
RGS	Round Gray "Stuff". This usually refers to round, gray jacketed electronic cables.
RIB	Reel-In-A-Box cable packaging method that facilitates cable payout, making installations quicker and easier.
RJ	Registered Jack (RJ11 is used for telephone handsets and RJ45 is used for networking)
RMA	Returned Material Authorization
RoHS	Restriction of Hazardous Substances directive that limits use of lead/other toxic materials in electronic components
ROIC	Return on Invested Capital
ROM	Rough Order of Magnitude (used in quoting)
ROTI	Return On Time Invested
RSD	Regional Sales Director
RSM	Regional Sales Manager
RSN	Real Soon Now
RSVP-TE	An extension of Resource Reservation Protocol (RSVP), one of two standardized protocols for managing MPLS paths.
Runway	The length of time a company has until it runs out of cash or money to spend. "We're trying to get more runway with XXX for connectivity."
S/FTP	Overall shield over foil twisted pair (foil screen around each pair and overall shield over core). This designation refers to 10Gig cables.
SA	Strategic Account
SAM	Strategic Account Manager
SAM	Served Available Market. The portion of the Total Available Market for which a company offers a product or services solution.
SATA	Serial Advanced Technology Attachment
SCJ	Share Capture Journal
SDN	Server Defined Networks. Removes hardware control of network design and instead uses software for management & control.

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SDP	Strategic Deployment Process. Includes such things as X-Matrix, KPIs, TTIs, Dploy, etc.
SE	Systems Engineer
SEO	Search Engine Optimization
SEWP	Pronounced "Soup", this is a government term for Solutions for Enterprise-Wide Procurement
SFDC	Salesforce dot com
SFP+	Small Form-factor Pluggable (SFP) Plus. High-density/high-bandwidth interconnect system used between servers and switches in data centers
Ship & Debit	Distributor buys inventory at normal price, debits Belden for reduced cost for meet comps or other special resale price quotes.
Shorts	Short put-up lengths. Example: 875 feet left over from a production run is a short below it's 1000 feet.
SI	Systems Integrator in Industrial market. Install automation & control systems in factories, refineries, etc.
SIA	Security Industry Association
SIOP	Sales Inventory Operating Plan
SIP	Sales Incentive Plan. This has to do with variable compensation and personal objectives.
SIR	Sample Inspection Report
SLA	Service Level Agreement
SLAP	Strategic Launch Accelerator Program
SLED	Government term meaning: State, Local and Education agencies
SLT	Senior Leadership Team (Usually a self-appointed term since many of today's business "leaders" can lead a group in silent prayer)
SMPTE	Society of Motion Picture and Television Engineers
SNAFU	A WWII term meaning "Situation Normal, All F-ed Up"
SNAP	Surveillance, Notification, Access Control, Protection
SOP	Standard Operating Procedure
SOW	Government term: Statement of Work
SPA	Special Price Agreement
SPIF	Sales Performance (or Person) Incentive Fund. These are used frequently to motivate or reward distributor salespeople.
SSS	Sound Signal and Security
Stakeholder	A person or group with an interest in a project or that can be affected by an organization's actions

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STP	Shielded Twisted Pairs.
SURGE	Government term meaning: Special pricing on specific product set(s) for government fiscal year end spending. "Use it or lose it."
SWOT	A competitive position analysis that looks at Strengths, Weaknesses, Opportunities and Threats.
TAA	Government term meaning: Trade Agreements Act
Take or Pay	An agreement to take \$X of product over a specified period of time. You either take the product committed to or pay the agreed upon price.
TAM	Total Available Market
Tap	To call or ask someone for help
TB	Technical Bulletin
TBD	To Be Determined
TC	Tray Cable
TC-ER	Tray Cable Exposed Run (the ER designation means the cable does have to be run in conduit)
TCO	Total Cost of Operation (used in discussions of data centers)
Telepresence	Set of technologies which allow a person to feel as if they were present or to give the appearance of being present at a remote location
TFE	Commonly known as Teflon. Used in plenum cable jackets, it is a relatively dense, chemically inert, thermally stable polymer.
TFOCA	Tactical Fiber Optical Cable Assembly
TIA-1179	Healthcare Building Cabling Standard developed in 2010. It goes above & beyond scope of general cabling standards (TIA-568-C).
TIA-568-C	Commercial Building Cabling Standard specifies cabling and terminating standards for general/commercial structures.
TLA	Three Letter Acronym
TOC	Total Cost of Ownership
ToR	Top of Rack. Term used in data centers for switch to server connections, which are made at the tops of the equipment enclosures/racks.
Touch	To contact someone
Touch point	A contact within a company. "I have 8 touch points in the engineering department at XYZ Company."
TR	Telecom Room
Trade Areas	Defined groups of ZIP code area that are used to designate salesperson territories and sales regions.
TSE	Technical Support Engineer

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TTI	Targets To Improve. This is one of the measurement tools of Dpoly and deals primarily with new business and growth.
U/FTP	Foil Twisted Pair networking cable (foil screen around each of the 4 pairs). This particular designation refers to 10Gig cables.
U/UTP	Unshielded Twisted Pairs. This particular designation refers to 10Gig cables.
UL	Underwriters Labs
UnReel	Cable packaging option designed to save installation time, cut product & labor costs, and eliminate need for dereeling eqt on job site.
Up jacket	A cable with two jackets, usually used in Industrial applications, and many times with a foil shield between the two jackets.
USM	Utility Sales Manager
UST	Utility Sales Team
UTP	Unshielded Twisted Pairs. This is a commonly used term when discussing networking (or "Category") cables.
VA	Government term meaning: Veteran's Affairs
VAN	A term used in VMI, it stands for Value Added Network. This is a seldom used method of sending data back and forth. FTP is the preferred method.
VAR	Value-Added Reseller. These can be contractors, integrators, etc who buy prouducts and add value to them for their customers.
VFD	Variable Frequency Drive
Vitality	The ratio of revenue of products introduced in the past 3 years to total revenue.
VLAN	Virtual Local Area Network
VM	Voice Mail.
VOC	Voice of the Customer
VPN	Virtual Private Network
VSM	Vertical Sales Mgr
VSS	Video Sound & Security.
Waterfall	A type of chart showing the cumulative effect of sequentially introduced positive or negative values.
WHM	Wire Harness Manufacturer. A type of customer that manufactures custom cable assemblies using bulk cable and various connectors.
WIFM	"What's In It For Me?"
WIG	Wildly Important Goal
WLAN	Wireless Local Area Network

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WP	White Paper
WTF	"What the f---?"
X-Matrix	a planning tool within Dploy to set goals and priorities for the company. KPIs and TTIs are part of the X-Matrix.
YTD	Year To Date
Z Model	Sales opportunity classification model used to maintain focus on those that maximize growth and new business.
Z1 opportunity	Involves selling Existing Product to Existing Customers. For the most part, this can be considered to be flow, or repetitive, business.
Z2 opportunity	Involves selling New Products to Existing Customers. Since we already know the customer, we're growing by getting more share of their wallet.
Z3 opportunity	Involves selling Existing Product to a New Customers. Market share growth by taking business away from a competitor.
Z4 opportunity	Involves selling New Product to New Customers. Good deal of risk in chasing Z4 and you're probably better off chasing Z2 or Z3 opportunities.

COAX CABLE TERMINOLOGY

This is a summary of designations that you may see on Coax cable. Keep in mind that there are several major cable manufacturers and each may choose its own naming schemes for consumer-grade cables.

##	2-digit number specifies percentage of braided shield coverage
A	Generally meaningless.
B	Bonded foil
CL2, CL3	Class 2, Class 3
CL2X, CL3X	The lowest fire-rated cables and must comply with UL VW-1 Vertical-Speciman Flame Test remote-control, signaling and power-limited cables.
CM	Communications use: communications network and telecommunications cabling
CMH, FT1	CSA Flame Test FT-1
CMH, FT4	CSA Flame Test FT-4
E	Polyethylene jacket
F, APD	Flooded underground cables, Amorphous polypropylene drop.
FPL	Power-limited fire protective signaling cables
M, 8	Messengered/serial/overhead cables used to hang drop from the house to the street.
MP	Multipurpose cable
P	Plenum cables

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PLTC	Power-limited tray cable
R	Riser cables
SS, Super, QS	Quad shielding
TS	Tri-shielding
U	Utility/general use cables to be used outdoors, indoors where protected but not in an air plenum.
V, PVC	Polyvinylchloride jacket

DATA CENTER

FOR MORE INFORMATION CHECK OUT THESE WEBSITES:

<http://www.42u.com/efficiency/data-center-glossary.htm>

<http://www.datacentermarketplace.com/Default.aspx?alias=www.datacentermarketplace.com/marketplace>

<http://www.datacenterknowledge.com/>

<http://www.youtube.com/user/DataCenterVideos>

<http://www.missioncriticalmagazine.com/>

<http://www.pcmag.com/encyclopedia/>

Access Floor	A system consisting of completely removable and interchangeable floor panels that are supported on adjustable pedestals or stringers (or both) to allow access to the area beneath.
Access Line	A telecommunications circuit provided by a service provider at the demarcation point.
Access Provider (AP)	The operator of any facility that is used to convey telecommunications signals to and from a customer premises.
Air Conditioning Airflow Efficiency	The amount of heat removed per standard cubic foot of airflow per minute.
Air Mixing	The unintended mixing of cold and hot air.
Airside Economizer	A device consisting of fans, ducting and a control which utilizes outside air directly to cool the data center when environmental conditions allow. Air is typically filtered, brought into existing distribution system and then exhausted back to the atmosphere. Economizers can save data
Aisle	The open space between rows of racks. Open airflow designs dictates racks should be arranged with consistent orientation of front and back to create 'cold' and 'hot' aisles; but aisle containment designs and alternative cooling methods may dictate alternate configurations.
Alternate Entrance	A supplementary entrance facility into a building using a different routing to provide diversity of service and for assurance of service continuity.
Alternating Current	The designation given to power that is delivered in the form of a sinusoidal wave form. AC won out over DC as the preferred method of delivering and using power in the industrial age due to the ease of voltage transformation using static devices (transformers).

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Amp (A)	A unit of electrical current.
Blade Server	A server architecture that houses multiple server modules ("blades") in a single chassis. It is widely used in datacenters to save space and improve system management. Either self-standing or rack mounted, the chassis provides the power supply, and each blade has its own CPU,
Blanking Panel	A metal or plastic strip mounted in unused U spaces in a rack that restricts recirculation airflow, also called blanking or filler plates.
Branch Circuit Monitoring (BCM)	A monitoring system used to record and monitor an individual electrical circuit. Typical parameters which are monitored include amperage, voltage, power factor, apparent power (volt amps), real power (watts) and energy usage (watt-hours). The branch circuit is typically
British Thermal Unit (BTU)	A unit of energy. 1kWh = 3412btu. Cooling equipment capacity is commonly specified in btu/hr.
Building Management	Synonymous with BAS, AMS and other computer-based tools used to manage data center facilities assets such as UPS, Generators, Chiller Plant, HVAC, etc.
Bypass Airflow	Conditioned air that does not reach computer equipment. Some bypass air is inevitable and without containment, some bypass air is prudent. Unintended bypass air can occur by escaping through cable cut-outs, holes under cabinets, misplaced perforated tiles or holes in the
CapEx	Capital Expense, the cost of purchasing capital equipment.
Carbon Footprint	A measurement of the volume of Carbon Dioxide generated by business operations, units are commonly metric tons.
Carbon Usage Effectiveness (CUE)	A metric defined by the Green Grid, which is a measure of data center sustainability in terms of data center specific carbon emissions. CUE is calculated by dividing the total CO2 emissions caused by total data center energy by the energy consumption of the IT computing equipment.
Chiller	A unit consisting of a compressor, a condensing section and an expansion section. The condensing and expansion sections nearly always have water or glycol as the heat transfer agent to the rest of the system; primary water/glycol on the condensing side and secondary
Close-Coupled Cooling	Cooling technology that is installed adjacent to server racks, minimizing the path that air must flow from the cooling unit through the IT equipment and back to the cooling unit.
CMDB	Configuration Management DB. It is the database that contains all relevant about the sytems, applications, and configuration
Coefficient of Effectiveness (CoE)	Uptime Institute metric based on the Nash-Sutcliffe model efficiency coefficient.
Coefficient of Performance (CoP)	Used to rate the effectiveness of heat pumps or cooling units. It is the ratio of the load on a cooling unit and the energy that it uses.
Cold Aisle	An aisle where rack fronts face into the aisle. Chilled airflow is directed into this aisle so that it can then enter the fronts of the racks in a highly efficient manner.
Cold Aisle Containment (CAC)	Cold Aisle Containment system that directs cooled air from air conditioning equipment to the inlet side of racks in a highly efficient manner.
Cold Spot	An area where ambient air temperature is below desired levels. Typically caused by ineffective airflow management necessitating a temperature set point lower than that which would be required with proper airflow management.

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Cold Supply Infiltration Index	Cold Supply Infiltration index (CSI) - quantifies the amount of hot air mixing with cold inlet air prior to entering the rack.
Computational Fluid Dynamics (CFD)	A numerical analysis technique commonly used in the analysis of airflow in data centers.
Computer Room Air Conditioner (CRAC)	Pronounced crack, which uses refrigerant and a compressor. Cooling of the air in the data center is accomplished by airflow over the evaporation coils where the refrigerant is being "directly expanded"+A19
Computer Room Air Handler (CRAH)	Pronounced craw or cray, which uses chilled water passing through a heat exchanger to cool air flowing over the heat exchanger.
Container	Data center container is a self contained module often produced inside a custom built shipping container, that includes a series of rack-mounted servers along, its own lighting, air conditioning/de-humidification and Uninterruptable Power Supply (UPS).
Containment	Using some type of physical barrier between a hot or cold aisle fo example long plastic curtains or rigid plastic. Keeping warm exhaust air away from the intake of the server racks is a crucial part of making any data center more efficient.
Cooling Tower	A device which cools water via the direct evaporation of some of the water. Water is pumped into the top of the cooling tower and allowed to run down over the fill, typically pads or strips into a sump at the bottom of the cooling tower. Air is drawn in from the sides over the fill by
Critical Load	Computer equipment whose uptime is critical, typically supported by a UPS.
Cubic Feet per Minute (CFM)	A unit of flow rate, commonly used to specify airflow.
Current Transformer (CT)	A device used to transform electrical current from one level to another with a specific ratio. For example, a 5000:5 current transformer transforms current on the primary side to current on the secondary side with a ratio of 1000:1. CTs are typically used to transform large currents to
Cut Out	An open area in a raised floor that allows airflow or cable feeds.
Data Center infrastructure	A metric developed by the Green Grid, data center infrastructure efficiency is an efficiency measure that is calculated by dividing the IT equipment power consumption by the power consumption of the entire data center. This measure is the inverse of PUE.
DCIM	Data Center Infrastructure Management. as the integration of information technology(IT) and facility management disciplines to centralize monitoring, management and intelligent capacity planning of a data center's critical systems. Achieved through the implementation of specialized
DCRS	Data Center Ready Solution
Delta T	The difference in temperature across a device. Examples include the temperature difference between the inlet and outlet of piece of IT equipment or between the inlet and outlet of a cooling unit (CRAC or CRAH). Delta T, airflow and thermal dissipation are related: thermal
Dewpoint	The temperature at which air reaches water vapor saturation. Dewpoint is constant for a specific amount of water in a specific amount of air while relative humidity varies with temperature. The latest ASHRAE spec for data center environmental conditions includes an
Direct Current (DC)	A non-time varying method of delivering power. While slightly more efficient then AC if utilized between the DC portion of the UPS and the power supplies in IT equipment, it has not won wide acceptance in modern data centers.

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Distribution Frame	A structure with terminations for connecting the cabling of a facility in such a manner that interconnection or cross-connections may be readily made
Dry Cooler	A liquid-to-air heat exchanger that is a radiator over which air is blown via fans. Typically used as the heat rejection device for water or glycol cooled condensers, may also be used as the heat rejection device for liquid cooled coils in an AHU under proper environmental conditions.
Dry-Bulb Temperature	The temperature of the air measured using a dry-bulb thermometer such that evaporative cooling has no effect. Typically taken in conjunction with a wet-bulb reading which does include the evaporative cooling effect in order to determine relative humidity.
Duct bank	An arrangement of conduits, used to transport electrical, telecommunications cabling or data cabling inside or outside of a data center facility arranged in an array.
Economization	A way of utilizing the local environment around the data center to aid in cooling of the IT load by natural means rather than use more energy. There are two common types of economization, Airside Economization and Waterside Economization; sometimes referred to as LINK.
Electrostatic Discharge (ESD)	More commonly 'static discharge'.
Entrance Facility (EF)	An entrance to a building for both public and private network service cables (including wireless) including the entrance point of the building and continuing to the entrance room or space. (569)
Entrance Point	The point of emergence for telecommunications cabling through an exterior wall, a floor, or from a conduit.
Entrance Room	(do not use acronym) - use Entrance Facility to avoid confusion with Equipment Room
Equipment Distribution Area	The computer room space occupied by equipment racks or cabinets [TIA 942]
Equipment Room (ER)	An environmentally controlled centralized space for telecommunications equipment that usually houses Distributor B or Distributor C.
Equivalent Full Cabinets (EFC)	The number of full cabinets that would exist if all the equipment in the data center were concentrated in full cabinets.
External Network Interface	Interface between the computer room cabling and external cabling coming from a telecommunications carrier or campus cabling.
Firewall	The primary method for keeping a computer secure from intruders. A firewall allows or blocks traffic into and out of a private network or the user's computer. Firewalls are widely used to give users secure access to the Internet as well as to separate a company's public Web server
Flywheel UPS	A flywheel is a heavy shaft-mounted rotating disc that absorbs and stores twisting or spinning motion and then releases it as rotational kinetic energy to provide motion to a stationary, or nearly stationary object
Gateway	A network element interconnecting two otherwise incompatible networks, network nodes, subnetworks or devices. A gateway is often associated with both a router, which knows where to direct a given packet of data that arrives at the gateway, and a switch, which furnishes the
GbE	Gigabit Ethernet
Generator	A machine that converts mechanical energy into electrical energy.

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Harmonic distortion	Distortion in the line voltage waveform. Any cyclical waveform can be described as the sum of sine waves of various magnitudes which are integer multiples of the root frequency (60 Hz, 120 Hz, 180 Hz, etc.). Harmonics are often the result of the non-linear loading of the power
Heat Exchanger	A device used to transfer heat energy from one medium to another. Common uses of heat exchangers are water to air heat exchangers in air handling units, plate and frame heat exchangers in economizers, etc.
Horizontal Distribution Area (H.	Horizontal Distribution Area, a space in a computer room where a horizontal cross-connect is located as defined by TIA 942 specifications
Hot Aisle	An aisle where rack backs face into the aisle. Heated exhaust air from the equipment in the racks enters this aisle and is then directed to the CRAC return vents.
Hot Aisle Containment (HAC)	A system that directs heated air from the outlet side of racks to air conditioning equipment return ducts in a highly efficient manner.
Hot Spot	An area, typically related to a rack or set of racks, where ambient air temperature is above acceptable levels. Typically caused by poor airflow management (insufficient cool air supply or an excess of recirculation).
HVAC	Heating, Ventilation and Air Conditioning system, the set of components used to condition interior air including heating and cooling equipment as well as ducting and related airflow devices.
Hybrid Cable	An assembly of two or more cables, of the same or different types or categories, covered by one overall sheath.
In-Row Cooling	Cooling technology installed between racks in a row that draws warm air from the hot aisle and delivers cool air to the cold aisle, minimizing the path of the air (see close coupled cooling).
Inlet Air	The air entering the referenced equipment. For air conditioning equipment this is the heated air returning to be cooled, also called return air. For racks and servers this is the cooled air entering the equipment.
Internet Protocol (IP)	A communications technology using the internet for communications.
ITIL	IT Infrastructure Library. Most widely adopted framework for IT Service Management. It is a practical approach to identification, planning, delivery and support of IT services to business. Version 3 approaches the requirements by functional area.
Kilovolt (kV)	One thousand volts.
Kilovolt Amperes (kVa)	A kVa is simply 1,000 volt amps. A volt is electrical pressure while an amp is electrical current. A term called apparent power (the absolute value of complex power, S) is equal to the product of the volts and amps.
Kilowatt Hour (kWh)	One thousand watt hours (see Wh). kWh is a common unit of electrical energy.
Kilowatts (kW)	One thousand watts (see W).
KVM	Keyboard, Video, Mouse, an interface technology that enables users to access multiple servers remotely from one or more KVM sites. More obscurely, can also mean Kernel-base Virtual Machine: a version of the Java Virtual Machine for small devices with limited memory.

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Latent Cooling	The process of condensing water out of air, then evaporating the water later. Energy is given up by the water during condensation. If the water is then later evaporated (such as from a drip tray), the amount of energy used to evaporate the water is the same as the amount of energy
Latent Cooling Capacity	Cooling capacity related to wet bulb temperature and objects that produce condensation.
Liquid Cooling	A general term used to refer to cooling technology that uses a liquid to evacuate heat. In data centers, the two prevalent forms of heat evacuation are liquid (chilled water) and refrigerant (DX).
Load	The demand placed on a system, typically used to describe the electrical demand on the electrical supply system or the cooling demand on the cooling system. Units are power such as kW, BTU/hr, Tons, etc.
Main Distribution Area (MDA)	The space in a data center where the main cross-connect is located as defined by TIA 942 specifcations
Minimum Efficiency Reporting Value	For air filtration measured in particulate size.
Minimum Point of Presence/Entry	Either the closest practicable point to where the carrier facilities cross the property line or the closest practicable point to where the cabling enters a multi unit building or buildings.
MoR	Middle of Row
MTDC	Multi Tenant Data Center
MTTR	Mean Time to Repair
N+1	Need plus one, a redundancy concept where capacity is configured to include used capacity plus one additional device to enable continued operations with the failure of one system in the configuration.
NAS	Network Attached Storage
Network Equipment-Building	Design guidelines applied to telecommunications equipment.
Network Switch	A network switch or switching hub is a computer networking device that connects network segments or network devices. The term commonly refers to a multi-port network bridge that processes and routes data at the data link layer (layer 2) of the OSI model. Switches that
Nominal Cooling Capacity	The total cooling capacity of air conditioning equipment, includes both latent cooling and sensible cooling capacities.
OpEx	Operating Expense, the ongoing expenses related to operating the data center.
Overcooling	A situation where air is cooled below optimum levels. Typically used in reference to rack inlet temperatures.
Oversubscription	In a communications system in which multiple users share a common resource, oversubscription refers to the ratio of the allocated bandwidth per user to the guaranteed bandwidth per user. Underlying the oversubscription model is the fact that statistically few users will attempt to
Packet	A group of binary digits switched as a whole - for instance, a file transfer over a packet switched network would require many steps. These steps are: 1) the data file would be broken down into smaller "packets" of information 2) each packet of information is assigned a code

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Packet Switched Network (PSN)	A digital data transmission network that uses packet switching technology.
Packet Switching	Refers to protocols in which messages are divided into packets before they are sent. Each packet is then transmitted individually and can even follow different routes to its destination. Once all the packets forming a message arrive at the destination, they are recompiled into the
Phase	A term that describes the relationship between multiple time-varying waveforms which have a constant frequency but differ in their position relative to time. It is also used to refer to the number of sinusoidal voltages that make up the power delivery to a device. Most common are
Plate and Frame	A type of heat exchanger commonly used in water-to-water systems. It is a series of plates held in a frame through which exists 2 paths for water which are adjacent but separate.
Plenum	A compartment or chamber to which one or more air ducts are connected and that forms part of the air distribution system.
Pole	A row of power receptacles with power supplied from a PDU.
Pole Position	A power receptacle on a pole.
Potential Transformer (PT)	A device used to transform electrical potential (voltage) from one level to another with a specific ratio. For example, a 480:120 potential transformer transforms voltage on the primary side to voltage on the secondary side with a ratio of 4:1. PTs are typically used to transform
Power Distribution Unit (PDU)	This typically refers to one of two pieces of equipment in the power delivery chain. One is the combination transformer/breaker panel that is often used between a UPS supplying voltage higher than that used by the IT equipment and the cabinets. The other is the smaller "power
Power Factor (PF)	Represents the portion of the apparent power that is real power. The source of power factor is non-resistive components (inductors and capacitors) in the load on an AC power system. These components draw current that is 90 degrees out of phase with the voltage across them
Power Usage Effectiveness (PUE)	A metric defined by the Green Grid, which is a measure of data center efficiency calculated by dividing the total data center energy consumption by the energy consumption of the IT computing equipment. This measure is the inverse of DCiE.
Pressure Differential	The difference in pressure between two locations in the data center. Air flows from higher pressure areas to lower pressure areas. Often times, the pressure differential between the under-floor plenum and the above-floor space is controlled by varying the speed of the fans
Primary Loop	Refers to the water loop which cools the condenser side of a chiller. This loop is cooled by dry coolers or cooling towers.
Rack Unit (RU)	Vertical mounting space of 1.75 in (44.45 mm) for cabinets or racks compliant with IEC 60297 or CEA-310-E.
Raised Floor	Metal flooring on stanchions that creates a plenum for airflow and cabling, synonymous with RMF.
Raised Metal Floor (RMF)	An alternate term for the more commonly used term 'raised floor'.
Recirculation	Air which exits IT equipment and then re-enters either the same IT equipment or another piece of IT equipment without being cooled. Typically caused by poor control of airflow due to missing blanking panels, gaps in rows, insufficient air supply, etc.

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Recirculation Air Handler (RAH)	A device that circulates air but does not cool the air.
Return Air	The heated air returning to air conditioning equipment.
Rh	Relative Humidity. The amount of water vapor present in air expressed as a percentage of the amount needed for saturation at the same temperature.
ROI	Return on Investment, a measure of the money that an entity earns as a percentage of the total value of its assets that are invested.
Rooftop Unit (RTU)	An air handler designed for outdoor use mounted on a rooftop.
Router	A network device that forwards packets from one network to another. Based on internal routing tables, routers read each incoming packet and decide how to forward it. The destination address in the packets determines which line (interface) outgoing packets are directed to. In
RPP	Remote Power Panel. Electrical power distribution panel.
Secondary Loop	Refers to the water which is used to cool the heat exchangers in AHUs and is cooled via the expansion unit in a chiller.
Sensible Cooling	The action of lowering the dry bulb temperature of air without condensation taking place.
Server	A computer or computer program that manages access to a centralized resource or service in a network
Set Point	In a control system, this is the value against which the variable that is being controlled is compared. Temperature and humidity set points are common in the cooling system for a data center.
SFP+	Small Form-factor Pluggable (SFP) Plus. High-density/high-bandwidth interconnect system used between servers and switches in data centers
Short Cycling	Chilled airflow returning to cooling units without passing through IT equipment, also referred to as bypass.
Slab	Refers to either the ceiling or floor that is above a finished ceiling and/or below the raised floor. Often used to measure actual available height of an unfinished data center space and referred to as slab to slab height. Eg. If the raised floor is 3 feet, the finished ceiling is 2 feet and the the
Static Transfer Switch (STS)	A solid state device which transfers the feed of power from one source to another source such as from the incoming utility to a generator.
Storage Area Network (SAN)	A network of storage disks. In large enterprises, a SAN connects multiple servers to a centralized pool of disk storage. Compared to managing hundreds of servers, each with their own disks, SANs improve system administration. By treating all the company's storage as a
Storage Array	◆a disk storage system which contains multiple disk drives. It is differentiated from a disk enclosure, in that an array has cache memory and advanced functionality, like RAID and virtualization. Attached to SAN for multiple devices to access and store data.
Sub-Floor	The open area underneath a raised computer floor, also called a sub-floor plenum.
Supply Air	The cooled airflow emitted from air conditioning equipment.
Suspended Ceiling	A ceiling that creates an area or space between the ceiling material and the structure above.

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Telecommunications Room (TR)	An enclosed architectural space designed to contain telecommunications equipment, cable terminations, or cross-connect cabling. (TIA 942)
Thermistor	A type of resistor with resistance varying according to its temperature.
ToR	Top of Rack
Triton Coefficient of Effectiveness (TCoE)	A data center efficiency metric developed by the Uptime Institute synonymous with UCE. (see also CoE)
Uninterruptible Power Supply (UPS)	A device placed in series with the supply of power from the utility which contains energy storage such that the supply of power from the UPS is continuous even when the utility supply is removed. While battery-based energy storage is the most common, flywheel-based energy
Upsite Coefficient of Effectiveness (UCE)	A data center efficiency metric developed by the Uptime Institute synonymous with UCE. (see also CoE)
Utility Tunnel	An enclosed passageway, usually placed between buildings, for the distribution of utility services.
Very Early Smoke Detection Apparatus	A system that samples the air on a continuing basis and can detect fire at the pre-combustion stage. Pronounced VEZ-DUH
Volt (V)	A unit of electrical potential.
Volt-Amp (VA)	A unit of apparent power. In AC circuits, the magnitude of the voltage across a circuit times the current through the circuit is the apparent power. Including a representation of the angle between the two waveforms in the form of power factor (see PF) yields the real power.
Water Usage Effectiveness (WUE)	A sustainability metric defined by The Green Grid, which is a measure of the water used on-site for data center operations including humidification and on-site evaporation for cooling or energy production. WUE is calculated by dividing 'annual water usage' by the 'energy consumption of
Water-side economizers	Use cold air to cool an exterior water tower. The chilled water from the tower is then used in the air conditioners inside the data center instead of mechanically-chilled water, reducing energy costs. Water-side economizers often operate during nighttime to take advantage of
Watt (W)	A unit of power, commonly used in electrical discussion, watts are the product of potential (volts, see V) and current (amps, see A). If the current and voltage are AC, the relationship between watts, volts and amps includes power factor (see PF), watts = volts x amps x PF.
Watt per Square Foot (WPSF)	A unit of power density. In a data center this is a bulk term that refers to the total load in a particular space divided by the total area of that space. This is a design parameter for total capacity of the cooling and power systems and is used in conjunction with point load (the
Watts per Cabinet	Usually based in Kilo Watts (KW) per cabinet is a unit of power density with in cabinet in the data center. This is a design parameter for total capacity for power load within a cabinet and the ability of the cooling plant to cool this load. At times the capabilities of the power installed
Wet-Bulb Temperature	The temperature of the air measured using a wet-bulb thermometer, that is, the temperature to which a wet surface can be cooled by evaporation. This temperature is affected by both the dry bulb temperature and the dew point of the air. Dryer air has a lower wet bulb temperature. This
Work Cell	The area of a rack and the related area immediately in front of and behind the rack. If a rack is 2 feet wide and 4 feet deep. Standard aisles are 4 feet wide front and back, so half of that space is workspace for a given rack. This results in a standard work cell of 32 square feet 2' W x
Zone Distribution Area (ZDA)	A space in a data center where an equipment outlet or a consolidation point is located. (TIA 942)

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FIBER OPTIC ACRONYMS

	Example: DISTR OM4 144F OFNR-ZH TB IN/OUTDOOR AQU Blue would fit in BPCS "Description", 25 char max Black would go in BPCS "Extra Description"
	Example of custom: DISTR OM3OS2 6/6F OFNR-ZH TB IN/OUTDOOR AQU In this case the TB would be dropped and would appear in the "Extra Description."
144F	Fiber Count
ADSS	All Dielectric, Self Supporting
AQU	COLOR: Aqua
BLK	COLOR: Black
BO2.0	Breakout 2.0mm subunits
BO2.5	Breakout 2.5mm subunits
CPE JCKT	CPE Jacket
CTL	Central Tube
CTL-SCA	Central Tube, Steel Clad Armor.
D-AIA	Distribution - Alum. Interlocking Armor
D-GYA	Distribution - Glass Yarn Armor
D-SCA	Distribution - Steel Corrugated Armor
DISTR	Distribution Cable
DJAIA	Double Jacket, Alum. Interlocking Armor
DJGYA	Double Jacket, Glass Yarn Armor
DJHD	Double Jacket, Heavy Duty
DJSCA	Double Jacket, Steel Corrugated Armor
DUPLX	Duplex, Interconnect
LT	Cable Type: Loose Tube
MD-AIA	Mini Distribution Cable, Aluminium Interllcking Armor
MD-SCA	Mini Distribution Cable, Steel Corrugated Armor
MDIST	Mini Distribution Cable
OFCP	OFC Plenum Rating
OFCR	OFC Riser Rating
OFNP	OFN Plenum Rating

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OFNR	OFN Riser Rating
OFNR-ZH	OFN Riser & LSZH Rating
OM1	62.5/125 um 1GB - Multi-mode
OM2	50/125 um 1GB - Multi-mode
OM3	50/125 um 10GB - Multi-mode - 300 meters
OM4	50/125 um 10GB - Multi-mode - 550 meters
ORG	COLOR: Orange
OS2	Single Mode
OSP	Outside Plant Rating
PVC JCKT	PVC Jacket
RIBBN	Ribbon Cable
SJAD	Single Jacket All Dielectric
SJAIA	Single Jacket, Alum. Interlocking Armor
SJGYA	Single Jacket, Glass Yarn Armor
SJSCA	Single Jacket, Steel Corrugated Armor
SMPLX	Simplex, Interconnect
T-OPT	Tray Optics
TACT	Brilliance Maxi-Bend Tactical Cable
TB	Cable Type: Tight Buffer
YEL	COLOR: Yellow

