

# THE CORNING OPTICAL OBSERVER

Enterprise Newsletter for the Regions Europe, Middle East, and Africa



CORNING



Dear Reader,

This year has been an exciting time for telecommunications. But while new regulations and global digitalisation have some businesses scrambling, they have undoubtedly put security and sustainability on the top of everyone's minds. Read on to learn how we can protect and plan scalable networks for tomorrow.

We wish you a wonderful holiday season and a successful start in 2018!

Warm regards,

## Juan Manuel Pérez Cortijo

EMEA Marketing Director

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## Industry Headlines

We've pulled together the biggest industry headlines for you:

- More than a third of global orgs unsure if GDPR compliant
- EC proposes pan-European Cyber-Agency

[FIND ALL ARTICLES »](#)



## What We've Been Up To

Our team has celebrated a lot this quarter:

- Corning delivers its 1 billionth km of optical fibre
- Corning opens a new customer showroom

[SEE ALL STORIES »](#)



## Success Stories

### The Corning Technology Center Berlin celebrates its 5th anniversary

Researchers and engineers in Adlershof enjoy half a decade of exciting projects.

[READ ALL STORIES »](#)



## Opinion

### GDPR: Now is the time for data centres to shine

Just a few short months before the EU introduces its landmark data protection regulation, security analytics, and capability is in the spotlight.

[READ FULL REVIEW »](#)



## Solutions For Every Situation

### Securing critical infrastructure with fibre sensing

Fibre sensing technology is playing an integral role in the real-time detection of faults and security breaches at critical facilities.

[READ ALL ABOUT IT »](#)



## Catch Corning on Events & Trainings

### Hope to see you at CISCO Live in Barcelona!

Want to know where you can meet with us at upcoming events or find out what new trainings we're offering?

[GO TO EVENTS & WEBINARS »](#)

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## Industry Headlines

### Study finds more than one-third of global orgs unsure if GDPR compliant

A recent study by WatchGuard Technologies has found that 37 percent of global organizations are unsure if they need to comply with the European Union's General Data Protection Regulation (GDPR) standards.

The research examines the views of more than 1,600 organisations, with 51 percent of respondents believing that, in order to comply, their organisation will need to make significant changes to their IT infrastructure.

Only 10 percent of respondents believe their company is currently 100 percent ready for the regulations go into effect.

[See more findings](#) from the report.

### EC proposes pan-European Cyber-Agency

The security community has welcomed a new set of cybersecurity policy proposals issued by the European Commission, which include the designation of a pan-European agency with a mandate to address cyberthreats and attacks.

Under the proposal, the European Union Agency for Network and Information Security (ENISA) will be reinforced, so that it can assist EU countries under threat from cyber attacks, preparing them through annual cyber exercises.

ENISA's role would also be expanded to include oversight of security certification for ICT and internet of things (IoT) products and services.

[Find out more](#) about the proposal.

### Report proposes step-change in sustainability business metrics to safeguard global security

The Earth Security Report 2017, which provides a roadmap for businesses globally to grow sustainably, was launched in September by Earth Security Group.

The report identifies the environmental, social, and governance pressures that are undermining global security and prosperity, visualised with data on 39 converging country pressures.

It reveals that the exposure and impact of global industries to issues, such as unemployment and pollution, are now happening on a global scale. It also proposes practical changes that companies can make to link their production and consumption footprint to the sustainable growth of countries.

[Find more information](#) on the report and download your own copy.

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## What We've Been Up To

### Corning delivers its 1 billionth kilometre of optical fibre

In September, Corning [announced](#) a significant milestone: delivering our 1 billionth kilometre of optical fibre. We celebrated with an event at our optical fibre manufacturing facility in Wilmington, North Carolina.

In 1970, Corning invented the first low-loss optical fibre, which helped launch the age of optical communications and transformed the way the world creates, shares, and consumes information. Our optical fibre has now been deployed in hundreds of thousands of networks across the globe. We reached this 1 billion kilometre milestone thanks to continued innovation and deep customer relationships.

[Learn more](#) about this announcement and the exciting history of fibre on our dedicated landing page.



### Corning opens a new customer showroom in Poland

On September 13, we at Corning opened a new customer showroom within our Strykow manufacturing plant, in Poland, which aims to attract new potential customers. Composed of 14 team members from three different countries, the team, led by Tomasz Bednarczyk, supervised the conception of this professional, top-level showroom. This achievement is not only a great example of our great team collaboration, but it also positions us as the best-in-class manufacturer of complete optical communication solutions.

Within this new space, customers can discover Corning's solutions and try out our products. The new showroom is arranged around a display room, where customers can actually touch and feel the products to get a better understanding of the products we offer. Not only that, but guests can enjoy a small social area and comfortable modern conference room.

"Our Strykow plant has always been one of our very best selling tools, and now it is even better with this enhanced functionality," said Vice President EMEA Sales for In-Building Networks & Data Centers, Jochen Lorenz.

To arrange a visit to the new showroom, [email](#) Marcin Kowalski, Quality Team, to get in touch.



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## Success Stories

### The Corning Technology Center Berlin celebrates its 5th anniversary

We're celebrating our fifth year of innovation in Berlin! The Corning Technology Center Berlin was founded in 2012 and is located in the Adlershof Science and Technology Park, which is home to over 1,000 companies and research institutes employing around 17,000 workers and 6,700 students from the renowned Humboldt University.

The Corning Technology Center Berlin is home to multi-disciplinary groups of engineers and scientists working on novel cable designs, cable manufacturing process improvements, test performance of flame retardant materials, and more. Mechanical and optical engineers there develop products as varied as cabinets, hardened connectors, cable assemblies for data centres and FTTH, tools for fibre optic cable deployment, micro-optical assemblies, RF circuits, and active optical cables.



#### **Dr. Martin Schulte**

Technology Director

“In the past five years the Technology Center successfully contributed to Corning’s business success,” Technology Director Dr. Martin Schulte explained. “The close interaction of our engineers and scientists with our customers has enabled breakthrough innovations and differentiated optical solutions. We are proud of the advanced solutions we have delivered to solve the challenges of our customers, and I am even more excited about what is in our innovation pipeline.”

Berlin’s center is a hub to our EMEA customers, our manufacturing locations in Europe, North America, and Asia, and our suppliers all over Europe.

[Read more](#) about our research and development projects and stay tuned for more!



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## Opinion

### GDPR: Now is the time for data centres to shine

There's no question that the time is now for GDPR, writes Anthony Robinson, Marketing Manager, EMEA, at Corning. Almost all businesses, either on the front end, through their products, or in how they operate behind the scenes, are now data businesses.

Many have reams of customer data, which is hugely important for every business area, from marketing to product design and customer care. Digital footprints are left throughout a customer journey, and every gigabit and database cell of that data has to be stored securely.

Security has always been a cornerstone of successful data centre management—clients must be able to trust that their data is being stored in such a way that they are not in fear of cyber attack or security breaches.

Following GDPR, scrutiny and risk is higher (businesses can be fined a maximum of £17.2 million or 4% of their annual turnover) but for many data centres, this should be business as normal – a standard and unwavering effort to deliver the highest security possible.

Solid infrastructure is key, with minimal downtime and robust monitoring services. Take Corning's EDGE™ and EDGE8™ solutions tap modules, as an example, which use an advanced optical coupler to reduce insertion loss and increase distance on Ethernet and Fibre Channel links.

This greater analytical power to understand and eradicate security threats is just one way that data centres are set to prove the saviour of GDPR-savvy businesses.

[Learn more](#) about our products and keeping your data secure with Corning.



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## Solutions for Every Situation & Product Updates

### Securing critical infrastructure with fibre sensing

Fibre sensing has long been used for continuous, accurate, and real-time detection of small acoustic, temperature, and/or strain changes along an optical cable.

Distributed sensing, one of the more popular applications of the technology, is accomplished by sending a pulse of light down a fibre and interpreting the backscattered light. This can provide all kinds of useful data.

The value as a security solution is huge. Perimeter security is a key application for fibre sensing in critical facilities such as airports, borders, and data centres. By measuring acoustic and seismic activity it can identify intruders whilst also being completely undetectable itself. This also offers efficiency benefits due to being quicker and easier than building a physical barrier.



As the applications of this technology continue to grow, performance monitoring is one of its most fundamental uses. In industrial and manufacturing applications, such as oil and gas pipelines, the sensors provide critical monitoring and analysis that can help detect potential problems before they occur.

With the market for fibre optic sensing growing at a compound annual growth rate of 10.4 percent a year from 2016-2026, the maturation of the market, applications, and solutions will continue.

Corning is supporting its development as a member of the Fibre Optic Sensing Association (FOSA), an association that communicates the benefits of optical fibre-based sensing technologies to enhance public safety, promote security of critical facilities and infrastructure, and protect the environment.

[Find out more](#) about fibre sensing in industrial environments.

### Building secure infrastructure with Corning

With many commercial organisations spending heavily on cyber security plans, incorporating encryption, anti-virus software, and firewalls, it's integral that physical infrastructure isn't overlooked. Find out more about Corning's suite of security solutions:

#### Fibre sensing

Distributed sensing cables provide optimised monitoring of infrastructure. With the importance of ground-level and underground surveillance growing, distributed sensing cables are an effective and discreet solution for perimeter security that can operate in harsh environments.

[Learn more](#) about the key features and benefits of our distributed sensing cables.



#### Secure solutions

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Secure solutions allow a completely customisable installation of fibre optic connectivity, to easily identify high-risk and low-risk aspects in a network. They help safeguard the network at the physical layer without compromising its flexibility.

Secure pre-terminated and field-terminated products are ready to be deployed in campus environments, building backbones, horizontal environments, and data centres.

[Get in touch](#) to receive a free digital product ordering guide.

## Port tapping

Port tapping is used to proactively identify potential security threats, bottlenecks, and other performance issues before they affect the network and more importantly, the user experience.

A passive optical tap allows inspection of every packet of data, providing 100 percent visibility without putting additional load onto the network. The latest technology, such as our EDGE™ and EDGE8™ solutions tap modules, allows seamless integration into a structured cabling system, with very low losses and a zero increase in rack space.

[Check out](#) this article on tapping for a look at network monitoring using EDGE and EDGE8 solutions.

## Bill of Materials Tool

We've been continuously improving our EMEA Bill of Materials (BOM) Tool, which makes it fast and easy to select the fibre optic or copper products you need for your local area networks and data centres. Our updated tool now includes the following additions:

- Corning derating tables
- Simplex patch cords
- CPR fire ratings for fibre and copper cables
- A link to Declaration of Performance website for CPR compliance
- A new Plug & Play™ section

[Download](#) the latest version of the BOM tool for free to get started. Just select the fibre optic or copper products you need, modify as needed, and save the projects on your own computer. You can even email the final fibre optic bill of material to your preferred distributor for a price quote, or to a colleague for reference.





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## Catch Corning at Events & Trainings

### Hope to see you at CISCO Live in Barcelona!

**Corning events:**

**January 29 – February 2**

**CISCO Live, Barcelona, Spain**

We'll be attending Cisco Live for the sixth time next year and would love to see you there! The event is an essential platform to get a glimpse of the future through new technologies and inspiring training sessions or one-of-a-kind networking opportunities.

Meet up with us in Barcelona! Find out more at:

<https://www.ciscolive.com/emea/>

### **Corning certified trainings & webinars:**

We frequently hold training sessions and webinars specifically for the EMEA region. To learn more, please visit our training page or webinar site online. We'll be updating the page regularly, so you'll have the latest information on new opportunities!

English Training Catalogue:

<http://www.corning.com/emea/en/products/communication-networks/support/training-programs/seminar-course-descriptions.html>

