

Creative Lianjie Network Technology Co., Ltd



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- Introduction
- Production
- Products
- Development



## **Company Introduction**

- 1.1 Introduction
- 1.2 Address
- 1.3 Solutions
- 1.4 Calendar
- 1.5 Structure/Staffing

#### 1.1 Introduction



We, Creative Lianjie Network Technology Co., Ltd, established in Zhongguancun science park in September 2000.

We focus on R&D PoE product since 2003. Now we are developed as the professional PoE and lightning protection solution provider.

Our company passed ISO9001 in 2010. Our produce dept., R&D dept., and purchase dept. moved to Dongguan in 2011.

Now we have extensive product line for the products. Single-port PoE, multi-port PoE, lightning-PoE, indoor PoE, outdoor PoE, DC PoE, Wide-temperature PoE, etc.

All the PoE designed base on CE/FCC/CCC requirements, part type past cUL/UL, SAA, PSE, BIS, KCC.











## 1.2 Address info.



#### **Beijing Office**

Add: No.2228, XianFeng Building, Shangdi Kaituo Rd No. 7, Haidian District, 100083, Beijing, China

Phone: +86 010-82873031

Fax: +86 010-62693031

Email: sales@procet.cn

Web: www.poesystem.com

www.procet.cn

#### Manufactory

Add: G2 Jin Xiongda Techno-pack, Daling Mountain Town, Dongguan, 523820 Guangdong, China

Phone: 86 0769-83858985

Fax: 86 0769-83858986



## 1.3 Solutions







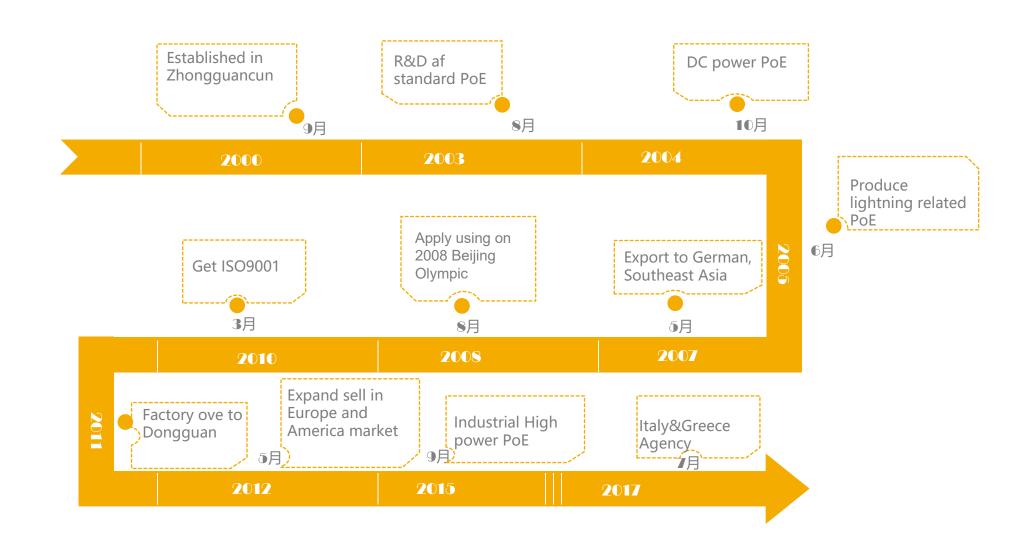




- Communication Base Station
- Factory Communication
- Shopping Malls
- Video Surveillance

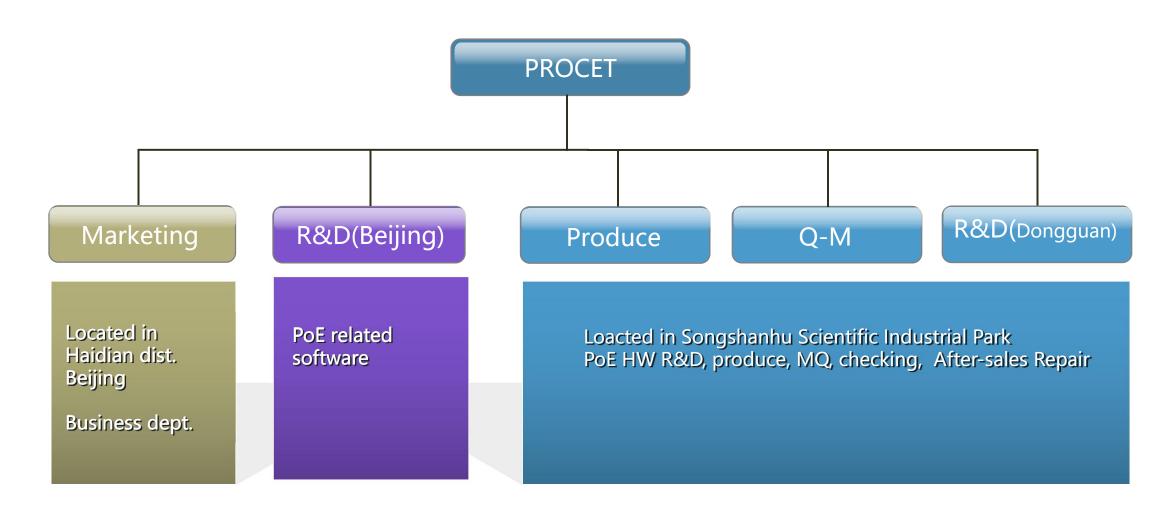
## 1.4 Calendar





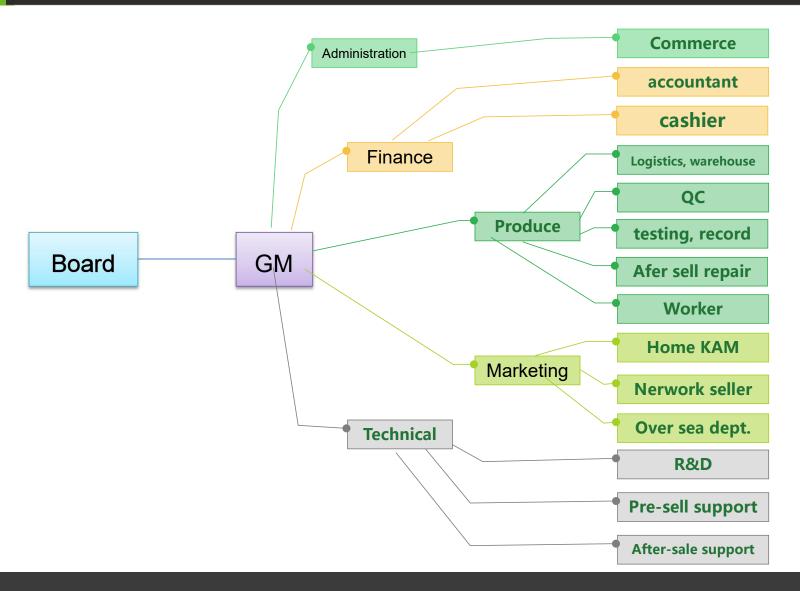
## 1.5.1 Structure





## 1.5.2 Staffing





**Staffing** 

Total: 68

Manager: 23

Labor: 45



# **Production**

- 2.1 Standard factory
- 2.2 Certifications
- 2.3 Quality Management
- 2.4 Key Process
- 2.5 Company Management

## 2.1.1 Standard Factory-- Environment









Loacted in Songshanhu Scientific Industrial Park G2 Jinxiongda Park





## 2.1.2 Standard Factory-- Production Line











- Standard Production Line
- 5S Management

## 2.1.3 Standard Factory-- Testing Device











- Prodcuting device
- Testing device

## 2.1.4 Standard Factory-- Lab Testing Devices



Number	Name of equipment	Number	Name of equipment
PT-YQ001	Lightning surge generator	PT-YQ022	Programmable electronic load device
PT-YQ002	Lightning surge generator	PT-YQ025	LCR bridge tester
PT-YQ003	Electrostatic discharge generator	PT-YQ027	High voltage tester
PT-YQ004	Double drop test machine	PT-YQ029	Variable frequency power supply
PT-YQ005	Horizontal/vertical vibration test Operating instructions	PT-YQ032	Brainpower electric quantity tester
PT-YQ006	Six groups of swing test machine	PT-YQ034	DC regulated power supply
PT-YQ007	Salt spray test machine	PT-YQ036	Digital torque machine
PT-YQ008	Constant temperature and humidity test machine	PT-YQ039	Data acquisition unit
PT-YQ016	Six Channel PoE Test Instrument	PT-YQ040	Digital multimeter
PT-YQ021	Digital storage oscilloscope	PT-YQ041	SMARTBITS 6000B

## 2.1.5 Standard Factory-- Warehouse Mangement







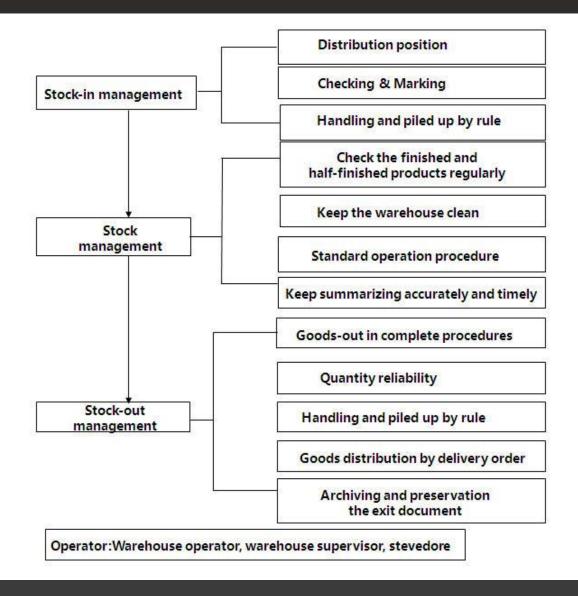
Sophisticated Management





## 2.1.5 Standard Factory-- Warehouse Mangement

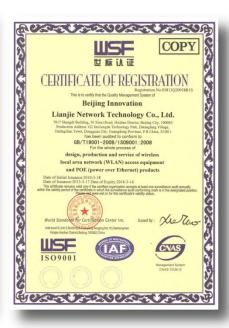




#### 2.2.1 Certification-ISO9001







- 2010 past the ISO9001
- ISO14001 Environment Management System Certification
- OHSAS18001 Occupational Health&Safety
   Management System Certification

#### 2.2.2 Certification--CE/FCC/UL/3C











UL, CE, FCC, PSE, SAA, CCC, KCC

## 2.3.1 Quality Management



2015-2018, PROCET focus on the quality management post setting conditions, such as IQC.

IPQC、FQC、OQC、SQE、CQE etc.

SQE: checked at product regular

IQC: Raw material check appearance/size/spec

IPQC: Process quality control

FQC: Finished product inspection

OQC: Outgoing Quality Control check packing

PQE: Product Quality Engineer

QS: Quality Safety

DCC: Document Management

CQE/CS: Customer Complaint

MS: Measurments



## 2.3.2 Quality Management Control & Improvement



2015-2017 Quality Goal design, decomposition, achievement: products passing rate of 99%, customer satisfaction 98%. Past ISO9001: 2010

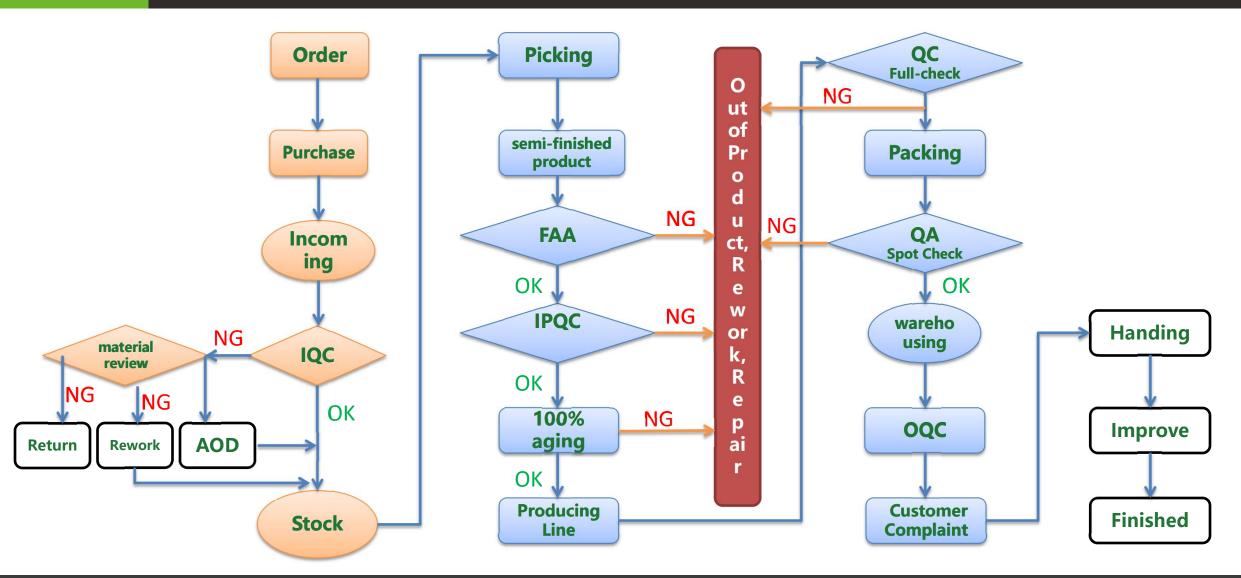
#### Improvement:

- 1. Monitoring and measurement of produce
- 2. Produce equipment management
- 3. Optimize Product processing, enhance Implementation Strength
- 4. Labled product management
- 5. Quality system training and skills training



## 2.3.3 Quality Management -flow diagram





## 2.3.4 Supplier Management



#### First, Original Manufacturer Management

- 1. Regular inspection audit per year
- 2. Visiting per year
- 3. Certification Checking
- 4. At least 2 suppliers per material

#### Secondly, Agency Management

- 1. Check the agent qualification timely
- 2. Check original supplier half an year

#### Third, Key supplier certification

- 1. Supplier file management
- 2. Supplier qualification audit
- 3. Supplier on-site inspection regularly

#### Fourthly, Key supplier performance appraisal

- 1. Class the supplier base on performance appraisal,IQC, quality tracking
- 2. Supplier rating timely

#### 2.3.5 Production Control

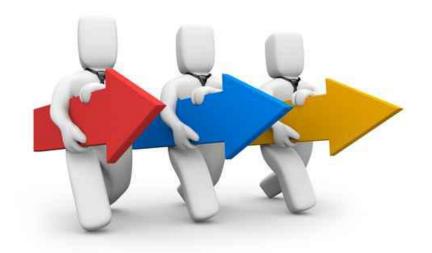


#### 2015-2017 Company produce control

- 1. Make production plan base on sales plan
- 2. Make MRP(Material requirements plan) base on production plan
- 3. Calculate the productive capacity base on production plan and MRP
- 4. Release Production Orders
- 5. Control the order finish condition, timely keep the client informed about the order condition

#### **Key process control:**

Quality department make the key operation instructions, including the process parameter, key control point, the monitoring frequency, the objective criteria



## 2.3.6 Staff Training and Safety Protection



# Staff is the main asset of a company, regular training is to increase the asset

raining is the stepped, planned intervention behavior for improving the staff practical work ability.

We have the orientation training plan for new staff, and the regular training for older staff, also the promotion production

Safety production:

Protection manual & Protective clothing every staff
Regular study and testing
Daily education, Three-level education, Four new education,
job transfer, return job traning



## 2.4.1 Key Progress-R&D Product Progress



We have strict control for new product R&D

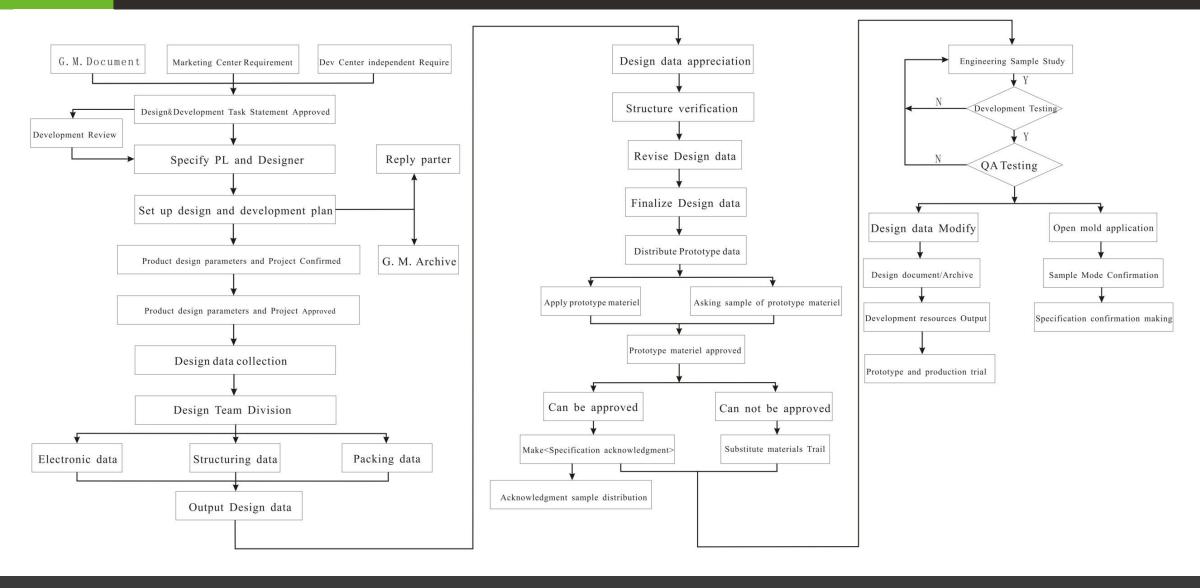
Firstly, the market dept to make new product after market research. And then talk with engineer for the new function. Finally, the all talkings collected to document, the manager will have a meeting to start the project

Technoly department will finish the R&D product document, and after the confirm the data, the spec. by R&D department. It will be archived.



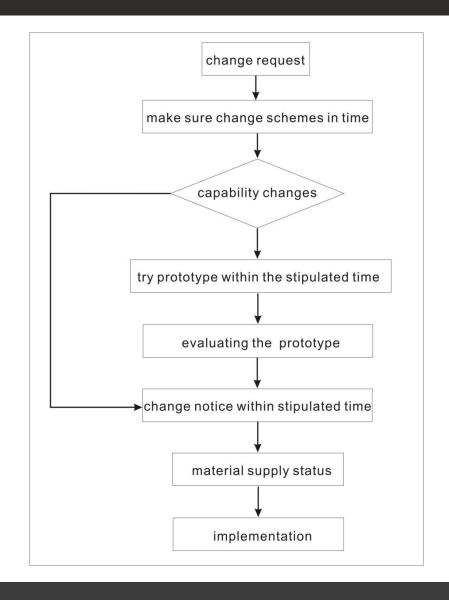
## 2.4.2 Key Progress-R&D Product Progress





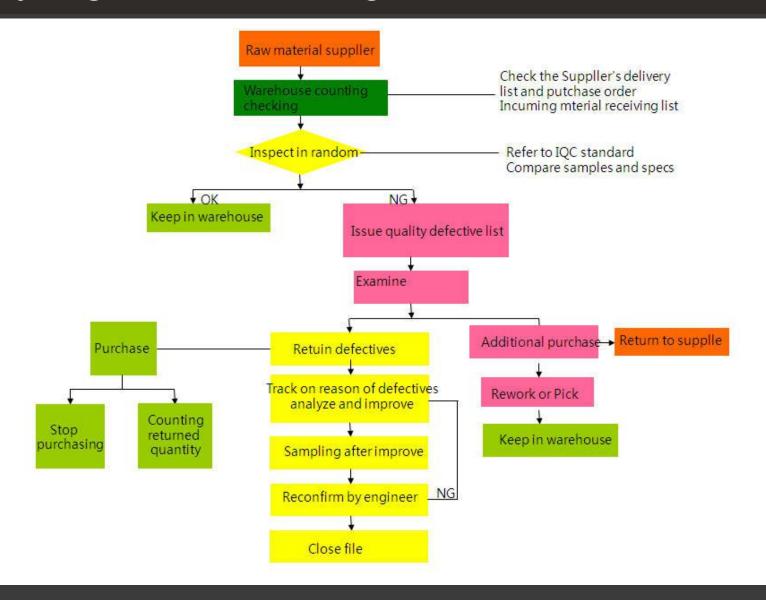
## 2.4.3 Key Progress- ECN





## 2.4.4 Key Progress-Material Management





## 2.5.1 Cost Management



We have worked on measures on the cost control, reduce cost plan and implementation inspection.

- 1. Raw material control
- 2. Labor cost control
- 3. Production cost control
- 4. Defective products control
- 5. Other cost control

To improve and enhance our competitive, we focus more on the efficiency, management, environment protection.



## 2.5.2 Delivery Management



To make sure the order delivery on time, we have series protection actions:

- 1. Full preparation, checking stock schedule
- 2. Arrange the produce plan
- 3. Certain quanlity stock
- 4. Necessary contingency plan
- 5. Control the new product R&D



## 2.5.3 Environmental Protection





## 2.5.4 Product Reliability Management



#### **Testing before delivery**

- 1 Vibration Test vertical&horizontal vibration, Sine、Random、Sine+Random
- 2 Mechanical Shock Test 5000m/s2 (500g)
- 3 Collision Test 250kg, 50m/s2 ~ 300m/s2
- 4 Packing Drop Drop Gesture: Angle, Corner, Surface
- 5 PoEimulation Transportation Tertiary Hignway: 35km/h(140/h)Max Load: 1500kg
- 6 Compressive Strength Max Pressure: 5吨ton
- 7 IP Range Dustproof IP1Y ~ IP6Y
  - waterproof IPX1 ~ IPX8
- 8 Stack Test Max Load: 5 tons
  - Temperature -40°C--85°C
- 10 Salt-fog Test NSS、AA SS、CA SS
- 11 Gas Corrosion SO2/H2S/CO2
- 12 Constant Temp&Hum. 20°C~95°C, 5 ~ 98%RH

## 2.5.5 Company EC Management



#### Company EC Management Content:

- Ø Design Change Management; Sign PCN protocol with customer, and fill in PCN application form in time if any changes of internal and external.
- Ø Progress Change Management; Sign PCN protocol with customer, fill in PCN application form in time if any changes in the manufacture progress
- Ø Other Changes Management
- 1. Order item change
- 2. Datasheet change
- 3. Appearance, Package change
- 4. Function and performance update, modiy
- 5. Material spec. or manufacturer change
- 6. Stop production or product update
- 7. Manufacturer change should be do notice 3 mothes earlier
- 8. Other business, function changes

#### What can we do?



## **Product**

- 3.1 IEEE802.3af/at PoE Injector
- 3.2 High power PoE Injector
- 3.3 Surge protection PoE Injector
- 3.4 Fiber PoE Converter
- 3.5 Outdoor PoE Injector
- 3.6 Outdoor PoE Switch
- 3.7 Industrial PoE Injector
- 3.8 DIN Rail PoE series
- 3.9 24V PoE Injector
- 3.10 Acessories-PoE Lightning protector & Extender
- 3.11 Acessories- PoE Splitter



#### **Feature**

- Output voltage 48VDC or 55VDC
- Output power 15.4W/30W
- 10/100/1000Mbps
- Power pin: 4/5(+),7/8(-) or 3/6(+),1/2(-)
- -IEEE802.3af compliant
- -IEEE802.3at compliant
- -RoHS Compliant
- -WEEE Compliant
- -CE, FCC certificate
- Passive, active optional









# 3.2 High Power PoE



- Single port PoE injector
- Output Voltage: 55Vdc
- Output Power: 60W/75W/95W/120W/160W
- 10/100/1000Mbps
- Power pin: 4/5(+),7/8(-) and 3/6(+),1/2(-)
- IEEE802.3af compliance
- IEEE802.3at compliance
- RoHS Compliant
- WEEE Compliant
- -- CE, FCC, UL, CUL, PSE, BIS, SAA, KCC certification
- AC, DC input optional
- Passive, active optional









### 3.3 Surge Protection PoE Injector



- Single port PoE injector
- 6KV(10/700µs) on PoE port
- Work Temperature: -40°C to 65°C
- 10/100/1000Mbps
- Protection line: 1, 2, 3, 4, 5, 6, 7, 8
- -IEC61312-3
- -GB/T17626.5-2008
- -IEC61000-4-5:2005
- -YD/T993-2006
- -YD5098-2005
- -CE, FCC, UL, CUL, PSE, BIS,
- SAA, KCC certification
- AC surge protection optional











### **3.4 Fiber PoE Converter**



- 1 SFP port
- Output power: 30W/60W/95W
- 10/100/1000Mbps
- Working temperature: -40 to 65°C
- $6KV(10/700\mu s)$  surge protection on PoE port
- IEEE802.3af compliance
- IEEE802.3at compliance
- RoHS Compliant
- WEEE Compliant
- Data interconnectivity among SFP, LAN, PoE











### 3.5 Outdoor PoE Injector



- Single port PoE injector
- Output power: 30W/60W/95W
- 6KV(10/700µs) surge protection on LAN, AC, PoE
- Working temperature: -40 to 65 °C
- Protection level: IP67
- 10/100/1000Mbps
- IEEE802.3af compliance
- IEEE802.3at compliance
- RoHS Compliant
- WEEE Compliant
- CE, FCC certificate
- AC, DC is optional









### 3.6 Outdoor PoE Switch



- Output power: 30W/60W
- 3 PoE output ports
- 10/100/1000Mbps
- 6KV(10/700µs) surge protection on LAN, AC, PoE ports
- Working temperature: -40 to 65°C
- Protection level: IP67
- IEEE802.3af compliance
- IEEE802.3at compliance
- RoHS Compliant
- WEEE Compliant
- No need open units when install







# 3.7 Industrial PoE Injector

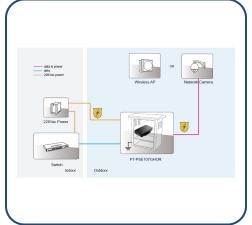


- Input voltage: 12-24Vdc or 44-57Vdc
- -Output voltage: 55Vdc
- Output power: 30W/60W/95W
- 10/100/1000Mbps
- -6KV(10/700μs) surge protection on
- PoE port
- working temperature: -40 to 65°C
- RoHS Compliant
- WEEE Compliant











### 3.8 DIN Rail PoE Series



- Input voltage: 12-24Vdc or 44-57Vdc
- -Output voltage: 55Vdc
- Output power: 30W/60W/95W
- 10/100/1000Mbps
- -6KV(10/700μs) surge protection on
- PoE port
- working temperature: -40 to 65°C
- RoHS Compliant
- WEEE Compliant











# 3.9 24V PoE Injector



- -Single port PoE injector
- Input Voltage: 100-240Vac
- -Output voltage: 24Vdc
- Output Power: 26.4W
- 10/100/1000Mbps
- Power pin: 4/5+, 7/8-











### 3.10 Accessories-PoE Lightning Protector & Extender



- Aluminum alloy shell
- Working temperature: -40 to 65°C
- Operating Voltage :44-57Vdc, (Max 60Vdc)
- -Surge protection
- -IEEE802.3af compliance
- -IEEE802.3at compliance
- 10/100/1000Mbps









### 3.11 Accessories-PoE Splitter

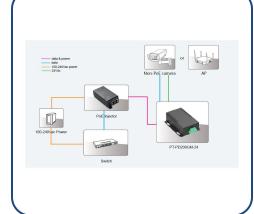


- Plastic shell, Metal shell
- Input Voltage : 36-57Vdc, 40-57Vdc
- Output Voltage : 5/9/12/24V
- -IEEE802.3af compliance
- -IEEE802.3at compliance
- 10/100/1000Mbps











# Customer

- 4.1 Sales performance
- 4.2 Product Using
- 4.3 Cooperator

### 4.1 2017 Sales



### 2017sales

- 2017 : USD6,800,000
- Selling Qty: 250,000PCS



# **Application**

- Supply power for wireless network devices
- Supply power for network cameras , IP Phones and network PoE PDs









# **4.2 Product Using**



### **Working environment**

• Indoor: 85%

• Outdoor: 15%

• Lightning Area: 22%

• Cold Area: 20%

#### **FIELD FAILURE RATE**

• Average: 1‰

• Outdoor: 1.8‰

• Lightning: 1.5‰

• Cold: 1.4%



# 4.3 Cooperator





International well known security industry company www.hanwha.com



Leading provider of innovative security products and solutions http://www.hikvision.com



Leader in Digital Solutions http://www.h3c.com

### 4.3 Cooperator





Digital center/Security system/Surveillance http://www.assmann.com/



International giant telecom device supplier http://www.zte.com.cn



Integrated communication device supplier http://www.potevio.com

### 4.3 Cooperator





Service system/Industrial application/Satellite system https://www.viasat.com/



Microwave system/Network application/Network management http://www.siaemic.com



International telecom system solution supplier http://www.intracom-telecom.com



# Thank You

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Ver4.0

01/Feb/2018