

#### Happy New Year!

elcome to 2014. As we launch into 2014 and reflect on 2013, it's an exciting time for Methode Electronics' Data Solutions Group, comprised of MDSG, CTI, dataMate and Active Energy Solutions (AES).

Last year was a banner year for Methode. In September, we introduced our new Data Center Infrastructure Management (DCIM) solution coupled with the Norlinx software suite. This turn-key product provides real-time metrics that can be used to make informed decisions, helping data center managers anticipate and prevent issues, save money and minimize downtime. You can read more about our DCIM solution on page three of this newsletter.

We've experienced significant growth with existing customers and welcomed several new customers domestically, as well as globally, as we continue to expand in size and offerings. Based on increased demand, we added to our European sales staff with Chris Austin, regional sales manager in the United Kingdom, who joined our team in November.

Along with new customers and staff, we joined with new partners and built upon relationships with our existing partners. By collaborating with these partners, Methode can continue to offer the best solutions possible for our data center customers in a timely manner and on a global scale.

We service customers across the world—providing data center products and services to several countries beyond the U.S., including Germany, Austria, Netherlands, United Kingdom, Ireland, Scotland, Japan, Australia and Switzerland. Our manufacturing, design and testing capabilities span China, Egypt, Germany, India, Italy, Lebanon, Malta, Mexico, the Philippines, Singapore, Switzerland, the United Kingdom and the United States. Moving forward, these facilities will allow us to better service our global customer base with customengineered and application-specific products and solutions.

As we look ahead to 2014, Methode's Data Solutions Group is working on new offerings and product developments. One design update, the Compact Pro-Slide LC Connector, is featured on page three of this newsletter. Its sleek design allows for higher-density applications without the headaches of traditional connectors. This is just one of the data center products that we're developing based on feedback from you, our customers. With the added bench strength of a larger global sales team, more products and expanded manufacturing, we anticipate another great year for both our company and our customers.

On behalf of our entire Data Solutions Group team, I wish you a prosperous New Year, and we look forward to additional growth and collaboration in 2014.

Michael R. Carter General Manager

### Service the Present, Connect to the Future

ethode's Data Solutions Group focuses on staying ahead of our customers' needs. Our reputation for expert knowledge and quality services supports the challenges you and your company face regarding information transport. Methode manages its projects with a team of highly motivated project managers who average more than 14 years in the cabling and data center industries, surpassing nine years at Methode and a combined experience of over 175 years. Our team members know the data center world and focus on you getting the most from your infrastructure. Our team of experienced and professional specialists understands that the success of your project is determined by preparation and planning.

Methode's project management staff and technicians are well trained and equipped to meet the most demanding industry and client requirements. The Professional Services team maintains certifications from several pro-

fessional organizations, Optic Association and cians Association. Our signed around certificacontinuing education to tions.

Specialized fiber optic from Corning Cable Brigade. As technolopace, you can feel contechnicians are trained latest standards and

We provide services to ally through our corpo-

"As technologies change at a rapid pace, you can feel confident that Methode's technicians are trained and familiar with the latest standards and practices."

such as BICSI, the Fiber the Electronics Technitraining program is detions, which require maintain the certifica-

training is received Systems and The Light gies change at a rapid fident that Methode's and familiar with the practices.

our customers nationrate office located in

Richardson, Texas, and regionally-staffed project managers. We are partnered with three national staffing and consulting firms to supply local technician support for those requiring additional coverage. All contracted staff are screened and certified by Methode.

Methode also has the ability to provide products and services in Europe. Today, Methode supports customers in Ireland, England, The Netherlands and Germany. Many of our U.S. customers now are being serviced in Europe by us, as well—with the same quality and consistency.

Our Professional Services team is focused on providing the highest quality service in the industry to our customers. We pride ourselves on building long-term relationships and becoming not only a services provider, but also a valued "partner" in your organization.

Robert Neumann

**Director of Professional Services** 

#### Methode, Norlinx Team for DCIM Solution

ast September, Methode announced the integration of its DCIM suite of monitoring tools with the analytics and management software of Norlinx, which provides simple, logical and complete DCIM software, products, data center floor planning, integration services and data center security.

One of the biggest obstacles in integration of different monitoranalyzes the data. The Methode bines the monitoring and analytsuite, allowing customers to benefits.

Methode's revolutionary single IP (CCM) serves as the collection ing, asset tracking, electronic lock and Power Distribution Unit, or ered from the CCM to Norlinx's



deploying a DCIM solution is the ing tools with the software that and Norlinx DCIM solution comics into a single, easy-to-install tool achieve rapid ROI and immediate

address Cabinet Control Module point for environmental monitor-controls, cabinet touch console PDU, management. Data is delivanalytics software in one of three

applications: GSM Rack, GSM Power and GSM air and space.

Watch a video demonstration of Methode and Norlinx's DCIM collaboration here.

## **NEW Compact Pro-Slide LC Connector**

ntroducing the smaller, sleeker Compact Pro-Slide LC Connector from Methode Electronics – Data Solutions Group. From the inventors of the original push-pull LC connector, the Compact Pro-Slide allows for simplified high-density applications. The streamlined connector measures 9.2 millimeters shorter and 3.4 millimeters less in overall height than the original Pro-Slide LC, making it comparable in size to Methode's standard single-body LC connector.

The Compact Pro-Slide LC is available in single-mode, multi-mode and APC configurations. Its polarity can be changed in the field to accommodate various configurations. While standard connectors require space for the RJ-45 latch, the Compact Pro-Slide LC is easy to remove, even in high-density applications.

Compact Pro-Slide LC Connector Features:

- Smaller frame that reduces required space between connectors by 50 percent
- 9.2 mm shorter in length than Pro-Slide LC
- 3.4 mm shorter in height than Pro-Slide LC
- Simple push-pull insertion and removal in high-density applications
- Meets IEC 61574-20 and TIA/EIA 604-10A standards and is ROHS compliant

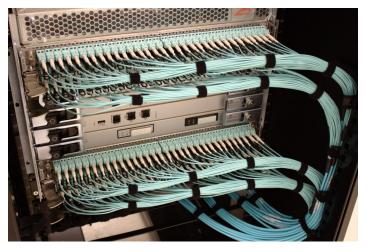
Click here to watch the Compact Pro-Slide LC Connector in action.



#### **Quantum™ Receives Official Trademark**

ethode's Quantum<sup>™</sup> Cabling Solution has received its official trademark from the U.S. Patent and Trademark Office and is approved to begin use of that trademark, effective Jan. 6, 2014. The mark, which has been in commercial use since October 2010, is registered for fiber optic connectors and couplings, fiber optic cables, patch panels, cabling routing systems and mounting rack systems. The Quantum's trademark application was filed on April 1, 2013, and published for opposition on October 29, 2013.

Methode also applied for and received a patent (patent number 8,391,663 B2) for the Quantum Cabling Solution on March 5, 2013.



The Quantum Cabling Solution provides optimal connectivity through a highly efficient and reliable cabling infrastructure. Quantum minimizes part numbers and allows for easy access and trouble shooting, making it highly functional and efficient. Additionally, its simple configuration is aesthetically pleasing and reduces excess cable slack. The solution is adaptable to both vertical- or horizontal-mounted SFP blade systems and can be mounted in any 19-inch rack.

With the official trademark and patent, Methode protects its Quantum Cabling Solution brand and sets it apart as a differentiated product in the market.



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Methode Electronics, Inc. (NYSE: MEI) is a global developer of custom-engineered and application-specific products and solutions. We design, manufacture and market devices employing electrical, electronic, wireless, safety radio remote control, sensing and optical technologies to control and convey signals through sensors, interconnections and controls. Our components are in the primary end markets of the automobile, computer, information processing and networking equipment, voice and data communication systems, consumer electronics, appliances, aerospace vehicles and industrial equipment industries.

#### Come See Us!

Data Centre World London

Feb. 26-27, 2014

AFCOM Spring 2014 Las Vegas, NV April 28-May 2,

Aprii 20 2014

DataSpan
Partner Fair
Location TBA
October 2014

AFCOM Fall 2014 Orlando, FL

Oct. 19-22, 2014

Data Center
Dynamics
London
Nov. 19-20. 2014