



Industrial Networking Solutions

The Leader in Industrial Ethernet Products, Services and Training



Hirschmann/Belden
Ethernet Switches, Routers Transceivers,
Ethernet Radios & Security Appliances



MOXA
Ethernet Switches, Device Servers, I/O,
Ethernet Radios, Media Converters & Fan-
less PCs



Cisco
Ethernet Switches & Routers



Digi International
Serial & Cellular Connectivity Solutions



SST/Applicom
Industrial-Protocol Network Interface
Cards



ESTeem
2.4 GHz & 900 MHz 802.11b/g Ethernet
Radios



Westermo
Industrial Dial-up, Lease-line, & Short-haul
Modems & Ethernet Extenders



Robust DataComm
Serial Line Conditioners & Converters



Matrox
Fiber KVM Extension and Quad-Display



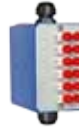
Cable & Connectors
Copper and Fiber Cabling & Connectors



Sierra Wireless/AirLink
Cellular Connectivity Solutions



MOBOTIX
Indoor & Outdoor Ethernet/IP Cameras



DINSpace
Industrial Mounting Solutions



Endian
Security Appliances



Weed Instrument
ControlNet, Modbus, Profibus, Genius Bus
& DH+ Industrial Fiber Optics



AvaLAN Wireless
900MHz Ethernet Radios



Innominate Security Technologies
Security Appliances



Dynics/Ann Arbor Technologies
Industrial Computers & Monitors



Adder Technologies
KVM Switches & Extenders



Lantronix
Serial to Ethernet Network Solutions



Optical Cable Corporation
Rugged receptacles for commercial, indus-
trial & military application needs

About INS Services

INS Services provides our customers with the confidence that their network (wired or wireless) is manageable, expandable, reliable and secure. We accomplish this with well-trained resources, world-class products and years of application experience. INS Services are provided by highly trained network professionals with control system backgrounds. INS Services designs, deploys and supports open-architecture solutions for the manufacturing floor, process control systems and municipal control markets. Our approach delivers investment protection, operational efficiency and significantly reduces total cost of ownership.



Industrial Networking Design and Consulting

Whether you need a new network, or want to optimize or expand your current network, INS Services offers experienced advice and professional design services to assist you in reaching your productivity, performance, reliability and security goals. INS Services consultants gather and assimilate the budget, performance, and security needs of network users from the plant floor to the front office. INS Services can assist you in selecting the right hardware, create the best architecture and implement the optimum operational plan to suit the diverse needs of all parties, and implement a corporate IT strategy to your manufacturing and process networks.

Industrial Wireless Networks

INS wireless products and services are deployed in many SCADA/telemetry applications, Distributed Control Systems (DCS), and a wide variety of other proprietary control network applications. INS Services associates are trained on Wireless Ethernet and Cellular technologies, and are product specialists for ESTeem radios, Sierra Wireless Cellular, Moxa and Digi products. INS Services associates can support your wireless applications with radio site surveys, radio system topology recommendations, radio configurations, redundant network configuration and wireless network security.

IP Camera Video System Design and Configuration

The evolution of high resolution IP and Web-based cameras have made IP camera system-based monitoring, surveillance and security a cost effective option for many industrial applications. INS Services can help design and configure IP Camera Video systems and design the managed network required for these applications. INS Services' extensive experience with networks and IP video systems allows the customer to implement the right solution for their network.

Industrial Network Security

Ethernet is becoming the primary standard for industrial communications, and plant floor connectivity to corporate business systems is now a common function. This means that more and more production system networks must be effectively protected against attacks from both inside and outside. INS Services associates are trained in advanced networking technologies, and can help design a secured and reliable controls network. INS Services can design and configure managed networks including VLANs, Routing, Network Address Translation, Firewalls and advanced diagnostics.

Network Audit and Certification Services

Network outages can cause loss of production, upsets in product quality and loss of business system visibility. Without proper diagnostic tools and training, do-it-yourself troubleshooting can cause headaches and consume hours of valuable plant engineer and technician time. INS Services can pinpoint network issues and diagnose network performance problems. The vast majority of network problems are often found to be in the cabling. Improper installation or termination procedures can lead to intermittent or complete network segment failures. INS Services can provide TIA certified reports for copper and fiber media to ensure the customer that the cabling is not the cause of any trouble.

Data Integration Services

Enterprise Information Integration (EII) is a critical function for IT organizations. As the need for industrial data integration becomes more and more important for corporate visibility, guaranteeing the instrumented data from multiple sources is presented in a homogeneous data model is critical. The wide varieties of PLCs, meters, sensors, RTUs, networking protocols and SCADA systems creates a difficult environment for unified database and application standards. INS Services can provide engineering and consulting support for data integration into your applications. INS Services can assist in multi-vendor protocol conversions, and validate the proper data is delivered from the control system or SCADA database to your enterprise as quickly and efficiently as possible.

Industrial Ethernet Network Training

The use of Ethernet in industrial and plant floor environments continues to grow dramatically. Industrial users face a wide range of options when designing and implementing plant-level Ethernet networks. INS training courses are designed to help IT professionals, control engineers, quality engineers and plant personnel design, implement and maintain their Ethernet networks with an emphasis on the unique needs and challenges of industrial networks.

Ethernet Networking Basics

The INS Ethernet Networking Basics course familiarizes students with the basics of Ethernet networks, including the ability to design and install a simple plant Ethernet network.

Advanced Ethernet & Emerging Technologies

The Advanced Ethernet & Emerging Technologies course is designed to provide students with a clear understanding of the technology required for interconnecting LAN segments within their facility. Students will also gain an understanding of the various advanced features managed-network devices offer, how these features are configured and how they are applied. Finally, participants will have a good overview of emerging Ethernet and networking technologies, which are applicable to industrial network environments.

Main Office
Dallas
800-889-1461
Fax: 972-248-9533

Western Region
California
949-370-4775
Fax: 972-248-9533

Gulf Coast Region
Houston
281-893-5550
Fax: 281-893-5557

Southeast Region
Florida
407-852-1714
Fax: 407-852-1409

