



## Sean Kelly, RCDD

Head of Application Engineering  
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**Bio:** Sean Kelly, RCDD is cable and connectivity professional with over 20 years of global experience working in technical, engineering, and business roles with TE Connectivity, CommScope, and Rosenberger. He has a deep understanding of fiber connectivity product development, manufacturing, quality, and testing methodologies, as well as product line management, market strategy, and business development. With an expertise in fiber technologies, Sean has been instrumental in bringing various fiber related solutions to market including playing a key role in the development and adoption of Passive Optical LAN in the Enterprise market. He is an accomplished presenter and has co-developed and presented the successful Fundamentals of Passive Optical LAN course that has been offered at nearly every Bicsi conference over the past six years. Most recently Sean has joined the Rosenberger North America's Data Center and Enterprise business unit as Head of Application Engineering to bring Rosenberger's global connectivity solutions to the North American market.

**Topic Abstract:** This presentation will address Passive Optical LAN in the Enterprise market where fiber extends beyond the telecom room and deeper into the environment. Passive Optical LAN provides high reliability, simple network management, and a future proof cabling infrastructure, along with proven CapEx and OpEx savings. This discussion will provide a basic technology overview and comparison to traditional topologies and then highlight the savings and benefits that stretch far beyond the technical advantage. A special focus will be geared toward adoption and deployment in the education vertical, both K-12 and Higher Ed.

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