



# INNOVATIVE TECHNOLOGY SOLUTIONS

## PROFESSIONAL LOGISTICS SERVICES

### Distribution & Logistics

With a vast range of services and products, Walker is the ultimate one-stop shopping point for your network needs. We maintain a thorough and efficient distribution system that makes it simple for you to purchase and install the products you need. We strive to hold stocking positions on the most commonly required equipment of our primary and featured manufacturers to allow you just in time delivery.

### Engineering and Installation (EFI&T)

With our engineering expertise, Walker will design and implement network solutions. We'll deliver your new products right to your site, install them, and make sure they work at an optimum level. Expert installation is an integral part of our complete EF&I service. Our capabilities include project management, MOP meetings, scheduling, material handling and delivery, quality control, weekly updates, and testing of all equipment.

### Integration Services

Our expert integration makes it easy for you to incorporate new products into your network. We'll wire and assemble multiple products in cabinets and racks, test it, and prepare it for use, so when it arrives on your site, you'll know it's ready and meets your quality standards.

### Customer Asset Management Program (CAMP)

Through our extensive logistics expertise, Walker's CAMP solution includes warehousing, logistics, bar-coding and scanning, asset tagging, serial number tracking, web-based asset reporting and tracking, kitting, software and firmware loading, configuration services, and management of customer-owned inventory purchased from Walker.

### Custom Cable Assemblies

Walker has the capability to provide a wide array of custom cable assemblies. Our cable services include: 25 pair, 32 pair, 735 Coax, 734 Coax, fiber and many others.

### Custom Network Deployment Kits

Walker can save you time and money with custom kitting services. As a premier distributor, we represent more than 250 different manufacturers, giving us the ability to combine multiple parts from numerous manufacturers under one single part number, customized for you. Your custom kit serves as one line item on a purchase order, so you'll never have to waste time and resources selecting parts.

### Surplus/Refurbished Products

We insure our clients of the quality and condition of products prior to a sale as well as a one year warranty. We also offer a "trade-up" service, selling your consigned equipment and applying the sales to new product purchases.

### Company Profile

Walker and Associates, Inc. is a national distributor of network product solutions for broadband service providers, including wireline, wireless, cable TV, government and enterprise network operators. Walker's extensive range of products from over 250 suppliers facilitates the delivery of high speed Internet, video, data and voice services to residential, business, and mobile users.

Walker supports communications delivery technologies such as Ethernet, IP, FTTH, MSAP, optical transport, routing/switching, VoIP, wireless and DWDM. Additionally, Walker provides a host of physical plant products including fiber/copper connectivity, power systems, indoor/outdoor enclosures and outside plant products.

As an industry leader for over 40 years, Walker continues to perform important promotional, logistics, supply chain management and technical support services for its manufacturer base. Walker is TL9000/ISO 9001:2008 quality certified, and is a certified women owned corporation.

1-800-WALKER1  
[www.walkerfirst.com](http://www.walkerfirst.com)



**TL9000**  
ISO 9001:2008 CERTIFIED

# MANUFACTURER

## QUICK REFERENCE GUIDE

### #

3M

### A

Aastra  
Actelis Networks  
Actiontec Electronics  
ADTRAN  
ADVA Optical Networking  
AFL Telecommunications  
Alcatel-Lucent  
Allot  
Allworx Corporation  
Alpha Technologies  
AudioCodes

### B

Bashlin Industries  
Bekaert Corporation  
Bourns  
Brocade  
Burndy

### C

C&D Technologies  
Carlson Electrical Products  
Charles Industries  
Chatsworth Products  
Commscope  
Cooper B-Line  
Corning Cable Systems  
Cortelco

### D

D-Link  
Dell Force10  
Digium  
Draka Communications

### E

Edgewater Networks  
Electric Motion  
Eltek Valere  
Emerson Network Power  
EnerSys  
Entone  
Erico  
Ericsson  
Exalt Communications  
EXFO

### F

FibroLAN  
Fujitsu

### G

GarrettCom  
General Cable  
Great Lakes Case & Cabinet

### H

Harger Lightning  
Harmonic  
Hellerman Tyton  
HP  
Hubbell Power Systems  
Hubbell Premise Wiring

### I

ICC  
ITW Linx

### J

JDSU  
Jonard Industries  
Juniper Networks

### K

Kentrox  
Klein Tools

### L

Lineage Power  
Lynn Electronics

### M

Maclean Power

### N

NewBasis  
Newmar  
Newton Instruments  
Noran Tel

### O

OFS  
Old Castle Precast  
Overture Networks

### P

Panduit Corporation  
Plantronics  
Polycom  
Preformed Line Products  
Pulsecom  
Purcell Systems

### Q

Quality Metal Works

### R

RAD Data Comm.  
Radio Frequency Systems  
Radio Waves  
Rainbow Technology

### S

Siemon  
Sumitomo Electric  
Suttle  
Sycamore Networks  
Symmetricom

### T

TE Connectivity  
Telco Systems  
Telect  
Tellabs  
Thomas & Betts  
TII Network Technologies  
Transition Networks  
Trimm, Inc.  
Tripp Lite

### V

Valcom  
Vertical Communications  
Viking Electronics

### W

Westell  
Wilcom  
Wilmore Electronics

### Z

Zhone Technologies  
ZyXEL Communications

To learn more or for more information, please contact a Walker Sales Executive at 1-800-WALKER1.