

# Secondary Market

**Secondary market equipment** remains a viable alternative for today's budget-conscious companies. We recognize how critical it is for you to conserve resources for the equipment most likely to drive customer growth and new revenue streams. We know how networks work, and we know how to save you money.

**Secondary market equipment** may also save you time and money when it comes to equipment with lead time or delivery issues, or with hard to locate discontinued items. Let us fulfill your urgent product requirements.

*All of our Secondary Market Equipment is backed by Walker's One Year Warranty. OEM recertification available from selected manufacturers.*





# Asset Recovery Solutions and Benefits:

## Walker On-site Consignment

- » One time shipment and handling to Walker
- » Ease of inventory management and logistics
- » Equipment questions handled by experienced Walker sales and engineering contacts
- » Centralized inventory management of stranded assets/capital
- » State of the art distribution processes and technology available

## Inspection / Testing

- » Increased ROI with testing and refurbishment
- » Equipment re-packaging & labeling
- » Serial number record management
- » Equipment reconfiguration

## Trade Up for New Equipment

- » Allows asset recovery sale to be used to purchase new equipment
- » Asset re-allocation/cash maximization
- » Facilitation with OEM for best upgrade value

## De-Installation

- » Trained personnel perform de-install
- » Removal coordination & warehousing

## Customer Site Consignment

- » Shipment to Walker based only upon sale of your equipment
- » Equipment questions referred to your personnel

## Cash Purchase

- » Cash now
- » Focused purchases or lot buys
- » Quickest turn of capital

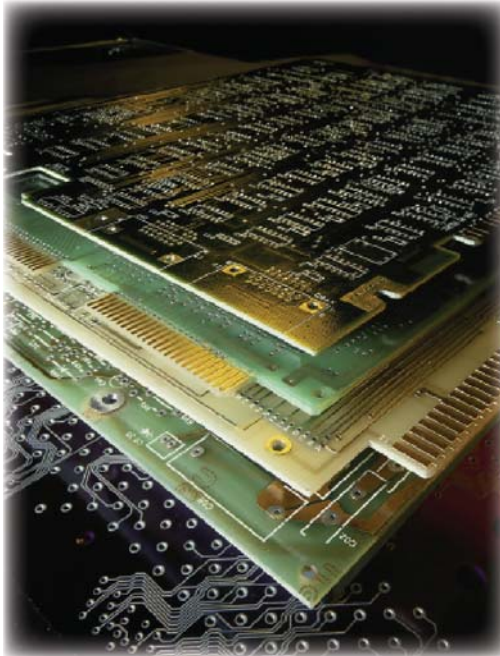
## Factory Recertification

- » Upon request from leading manufacturers

**Walker and Associates** - Your source for surplus new, pre-owned and reconditioned telecommunications equipment from the most recognized names in the industry. With a dedicated team of professionals shopping daily for the best product solutions, you'll find a steady stream of available equipment to maintain and upgrade your network.

You can check our specials online at [www.walkerfirst.com](http://www.walkerfirst.com), email us at [secondarymarket@walkerfirst.com](mailto:secondarymarket@walkerfirst.com), or call us at 1.800.WALKER1. We'll put you in touch with a sales representative for your area who will connect you with the best options for your budget.

Walker and Associates is also a distributor of new equipment from over 200 manufacturers. Check out our website for a full listing of technologies, services and vendors.

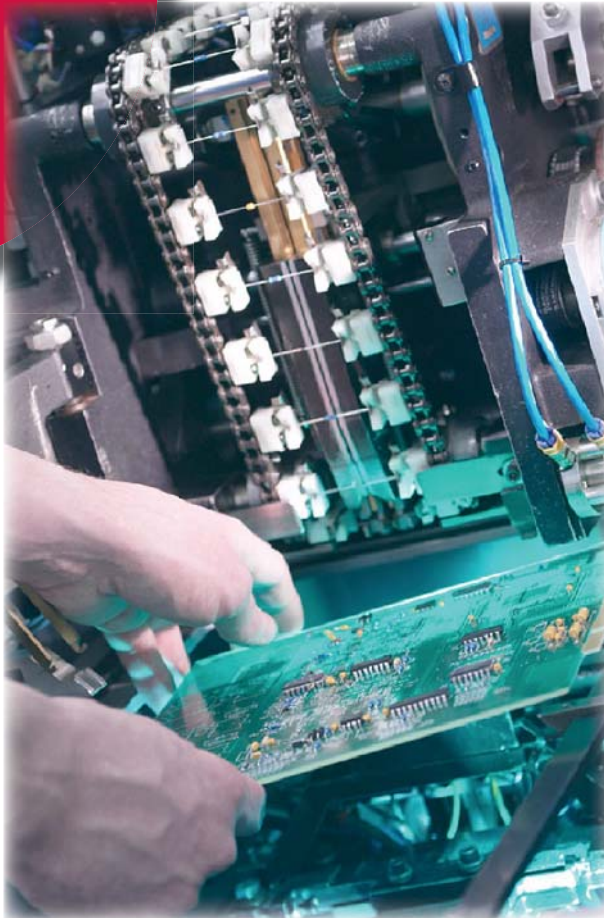


# Secondary Equipment Products

We specialize in providing port cards, line cards and circuit packs for the following systems. Specific manufacturer equipment is also available.

"As a refurbish vendor, Walker & Associates' outstanding customer service, reliable products and delivery combined with their competitive pricing are the reasons we choose Walker first!"

Purchasing  
Large CLEC Customer



"It is nice to know when I am in need of refurbished equipment I can count on someone to deliver on time and at a very fair price. In my position this is critical to our success. To be able to react quickly to our customer demands is one of our primary goals. Walker seems to be able to help me out whenever I need them. Please pass along my thanks to the secondary market team for the excellent service."

Network Engineer  
Major IXC Customer

Sample list of available products:

## Switching

- Lucent
  - ↳ 5-ESS
- Nortel
  - ↳ DMS-100/250
  - ↳ DMS-500
  - ↳ Passport

## Digital Cross Connects

- Alcatel
  - ↳ 1630 / 1631
- Lucent
  - ↳ DACS II, IV

## SONET

- Alcatel
  - ↳ 1603
- Cisco
  - ↳ ONS 15454
  - ↳ ONS 15327
- Lucent
  - ↳ DDM-2000
  - ↳ FT-2000
- Nortel
  - ↳ OPTera Metro

## DLC Products

- AFC
  - ↳ UMC-1000
- Lucent
  - ↳ Anymedia
- Nortel
  - ↳ Access Node

## Data Products

- Cisco
  - ↳ Routers
    - ↳ 1600
    - ↳ 1700
  - ↳ Hubs
  - ↳ Switches
  - ↳ Catalyst
    - ↳ 2900
    - ↳ 3500
    - ↳ 4000
    - ↳ 6500
  - ↳ MGX
  - ↳ IGX
- Riverstone
  - ↳ G3M-A03BM-02
  - ↳ AIC-67
  - ↳ RS1000
  - ↳ RS3000

## Radios

Ericsson

Specific manufacturers available upon request

# Secondary Market Services

www.walkerfirst.com

1.800.WALKER.1

7129 Old Hwy 52 Welcome, NC 27374

secondarymarket@walkerfirst.com

Free up space and capture needed cash for new equipment and projects! Whether you have excess inventory on your shelves or recently de-installed equipment collecting dust in your stock room, let Walker and Associates assist you with transforming your idle assets. We will work with you to develop creative solutions tailored to your needs. To maximize your ROI contact secondarymarket@walkerfirst.com or call 1.800.WALKER1 (1-800-925-5371).

## Walker Offers:

- » Focused secondary market programs
- » Equipment carrying costs reduction
- » Specialized selling by Walker team
- » Increased time to concentrate on your business rather than on refurb sales
- » Wider market penetration to sell your de-installed products

## WALKER SERVICES

Distribution  
Custom Kitting  
Custom Cable Assemblies  
Integration  
EFI&T  
Engineering Support  
Inventory Management  
Electronic Commerce  
Project Management  
Asset Recovery and  
Secondary Market Products

All Secondary Market Equipment is backed by Walker's One Year Warranty.  
OEM recertification available from selected manufacturers.

## Investment Recovery Programs

Do you have excess inventory on your shelves or recently de-installed equipment? Let us help you recover your investment through a variety of Investment Recovery Programs. Contact us today to discuss your options at secondarymarket@walkerfirst.com.



**WALKER**  
AND ASSOCIATES INC

## Corporate Headquarters

7129 Old Highway 52 N  
Welcome, NC 27374

**Distribution Center**  
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**A Certified MWBE Company**