



WALKER AND ASSOCIATES INC

Serving the telecommunications industry for 40 years, Walker and Associates has the experience and the vision required to see your network dream become a reality. Partnerships with industry-leading manufacturers, our knowledgeable associates, a commitment to excellence and innovative services are your tickets to the ultimate network.

1-800-WALKER1
www.walkerfirst.com

PROFESSIONAL AND LOGISTICAL SERVICES

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 and many others.

ELECTRONIC DATA INTERCHANGE ("EDI")

Walker's state-of-the-art electronic commerce capabilities make each of your transactions simple, fast and effective. We offer several options for moving data electronically with Walker's common business suite.

INTEGRATION

Our expert integration makes it easy for you to incorporate new products into your network. With Walker's services, transition can be smooth even if you don't have the staff or the time to test your new products. 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.

INSTALLATION (EFI&T)

With full engineering services, Walker will get your network operational. We'll bring 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.

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 NETWORK DEPLOYMENT KITS

Walker can save you time and money with custom kitting services. As a premier distributor, we represent more than 400 different manufacturers, giving us the ability to combine multiple parts from numerous manufacturers under one single part number, customized for you.

DISTRIBUTION

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.

MATERIAL MANAGEMENT

Our inventory management programs keep your products available when you need them. Under this agreement, Walker reserves customer-specific inventory based on your weekly, monthly, or quarterly usage, so you can keep extra products available even if you don't have the storage space. We have more than 150,000 sq ft available to provide this service to you.

SURPLUS/REFURBISHED PRODUCT ACCESS AND SUPPLY

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.

Learn more at www.walkerfirst.com or contact us at: info@walkerfirst.com.



MANUFACTURER QUICK REFERENCE GUIDE

#

3Com Corporation
3M

A

A Meredith Schneider Co.
Aastra
Accedian Networks
Actelis Networks
ADC
ADTRAN
ADVA Optical Networking
AFL Telecommunications
Alcatel-Lucent
Allied Bolt
Alloptic, Inc.
Allot
Allworx Corporation
Alvarion
American Polywater
Argus Technologies, Ltd.
AudioCodes
Aztek Networks

B

Bashlin Industries
Bayly Communications
Bekaert Corporation
Brocade
Bourns, Inc.

C

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

D

Dees Communications

E

Edgewater Networks, Inc.
Electric Motion
Eltek Valere
Emerson Network Power
Energizer Battery
EnerSys
Erico, Inc.
Ericsson
Exalt Communications
EXFO

F

Force10 Networks
Forum Communications
Fujitsu

G

GarrettCom
General Cable Corporation
General Machine Products
Generonix
Gigaset Communications
Great Lakes Case & Cabinet
Greenlee Textron

H

Harmonic
Hatteras Networks
Hellerman Tyton
Hubbell Power Systems
Hubbell Premise Wiring

I

Ideal Industries
ITW Linx

J

JDSU
Jonard Industries

K

Kentrox
Klein Tools

L

Lamson Pipe Co.
Lineage Power
Lynn Electronics

M

Maclean Power

N

NewBasis
Newmar
Newton Instruments

O

Optelian

P

Panduit Corporation
PECO II
Plantronics
Porta Systems
Preformed Line Products
Pulsecom
Purcell Systems

Q

RAD Data Communications
Radio Frequency Systems
Radio Waves
Rainbow Technology

S

Senior Industries
Siemon Company
Solonics, Inc.
SPC Telequip
Sumitomo Electric
Suttle
Sycamore Networks
Symmetricom

T

Telco Systems
Telect
Tellabs
Thomas & Betts
TII Network Technologies
Tipping Point
Transition Networks
Transtector Systems
Trimm, Inc.
Tripp Lite
Trompeter-Semflex, Inc.
Tunnel Mill Polymer
Tyco Electronics

U

U.G. Products

V

Valcom
Vertical Communications
Viking Electronics
Vodavi Communications

W

Westek Electronics
Westell
Wilcom, Inc.

X

Y

Z

Zhone Technologies
Zyxel Communications

FOR MORE INFORMATION,
PLEASE CONTACT YOUR
WALKER AND ASSOCIATES
SALES REPRESENTATIVE.

1-800-WALKER1
www.walkerfirst.com