



CHALLENGE

When it comes to your infrastructure projects, having the right stock, material, and equipment is critical in terms of completing the project on-time and on-budget.

When it came time for an Oklahoma cooperative to deploy resources for their network upgrade project, they struggled to have the correct amount of fiber cable or hardware, and found themselves constantly behind on customer installations. The supply side of their project was not able to keep up with the network build timetable. This happened time after time and so when they reached out to Walker for help, we proposed a new way to solve their most pressing issues.

OVERVIEW

Electric cooperatives have powered local economies by providing vital connections across the country for decades. Today, we're experiencing that same investment in broadband projects, as there has been increased focus in bringing high-speed internet access to homes and businesses across rural America.

Electric cooperatives have several decisions to consider when building out infrastructure. From upgrades and modernization of existing plant to security requirements and decisions on what type of service to offer, having the right partner to ensure stock, equipment, and material of your network is critical.

With more than 50 years of serving the industry, Walker has developed a program that solves these issues for our customers. Specific to an electric cooperative in Oklahoma, Walker helped alleviate these very issues – and we can do the same for you!

SOLUTION

Today, there is a demand on electric cooperatives and construction units who need a process in place to provide the right equipment and material, to the right location, available at the exact moment its employees need it. To do so, distribution channels have evolved from simply a bulk purchasing and logistics relationship with customers to a multidimensional partnership supporting individual needs.

At Walker, we employ a solution-oriented, customer-first focus, and we have delivered on that promise for our customers. For this project, we were able to partner with a Consulting and Engineering firm (CEF), a Contractor, and the Electric Coop, with each company providing guidance in their respective areas of expertise.

For the Oklahoma coop, Walker designed a customer-specific solution that helped provide the surety of supply according to forecast. We set up a local warehouse to serve their needs on the ground, while also equipping it with staff at the ready, while doing material planning to meet the deployment schedule.

In tandem with these efforts, the CEF designed the network and broke it into Fiber Serving Areas (FSA) while working on project plan for timing and deployment of those FSA's. In addition, a communication plan was adopted to ensure that if there were any changes to the materials needed, Walker could quickly provide alternatives, make changes to the schedule, or find a solution from our vast portfolio of products.

Partnering with Walker ensures the right technology at the right time for your projects. Our long-term relationships with 750+ leading manufacturers complement an accomplished engineering team to anchor multi-vendor design services and forward-thinking solutions. With a state-of-the-art supply chain and logistics system, we keep purchasing and installation simple, on time, and cost-effective.

Let Walker be your front-line logistics partner to work alongside you and make your deployments successful. Our sales and support teams are ready to solve your biggest needs and help provide a customized logistics plan to get you there.

Particulars around this project:

- Assigned project manager, individualized to project
- Walker manages over 100 Sku's (ranging from CommScope to Corning to Charles Industries, etc)
- Customized communication plan that includes meetings cadence, progress reviews, and reporting
- Management of customer-owned inventory
- RMA work as needed for anything damaged
- In-house product specialists to provided cross reference parts if there are any supply chain issues
- Dedicated OSP PLMs and Procurement staff to manage to deployment schedules and track

Benefits of this program:



Investment dollars saved with timing of inventory scheduled to deployment plans



Savings through less transactions by aggregating equipment releases



Surety of supply when carrying out deployment plans

Walker, powered by USTC, is the nation's premier value-added distributor of telecommunications materials with 11 logistics and distribution locations and more than 100 years of combined experience and performance in the broadband industry. With access to over 750 leading manufacturers consisting of hundreds-of-thousands of products and services, the team at Walker is here to serve you and your customers.

Your community counts on you. You can count on us.

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