



CAPABILITIES STATEMENT

COMPANY OVERVIEW

Walker and Associates is a women-owned nationwide Value-Added Distributor of ICT networking technologies and rapid deployment services. Walker is a one-stop shop for your mission critical projects such as cyber security, switching, routing, storage, optical networking, virtualization, software deployments, and communications infrastructure.

Walker's integration and distribution center assists with quality services, including rapid deployment kits, SDN/NFV interoperability testing and deployment, systems integration, product provisioning, testing, warehousing services, and installation.

- 150,000 Sq Ft Distribution Center
- 26,000 Sq Ft Integration Facility
- Virtual Networking Lab
- Cage Code: 5U440
- SAM REGISTERED

SPECIALTIES

Products

- Network Connectivity and Hardware
- Optical Technologies
- Outside Plant Products
- Power Conversion and Protection
- SDN/NFV
- Security Tools and Cyber Technologies
- Software
- Storage Devices and Servers
- Switching and Routing
- Tactical Networking Devices
- Test Equipment
- Virtualization

Services

- Distribution and Logistics
- Rapid Deployment Kits
- Integration and Fabrication
- Product Installation
- Network Architecture and Design
- Customer Asset Management
- Customer/Virtual Warehousing
- UID Labels and Asset Tags
- Network Implementation
- Project Management
- Product Testing and Provisioning
- SDN/NFV Interoperability Testing

NAICS Codes

541519 334210 511210 334290 423690 334515 334220 334111

CONTRACT INFORMATION

Federal Contracts

- SEWP V Group D: NNG15SC54B
- NIWC C2 MAC Contract: N65236-16-D-4820
- GSA MAS Schedule: GS-35F-0419W
- USAF BPA / DOE BPA
- Commercially Available Off-the-Shelf

Certifications

- California Public Utilities Clearinghouse Women Business Entity VON: 1KN00027
- State of North Carolina Historically Underutilized Women-Owned Business
- ISO 9001:2015 Certified; Locations Certified: HQ – Welcome, NC Distribution Center – Winston-Salem, NC

GOVERNMENT SUPPORT TEAM LEADS

Corporate Headquarters

Walker and Associates, Inc.
7129 Old Hwy 52
Welcome, NC 27374
1-844-WALK-FED
walkergov.com

John Lackey

Senior Federal Sales Executive
800-840-2259
john.lackey@walkerfirst.com

Specialties:

Focus Accounts: INTEL, AT&T/VZW/RBOC
Focus Agencies: Congress, DIA, DOC, DOI, DOT, FBI, FCC, FDIC, FEC, FHFA, FRITB, FTC, GSA, HHS, NARA, NATO, NCUA, NIST, NOAA, NTIA, OPIC, Peace Corps, SBA, SEC, SSA, Treasury, USDA, USPS
Federal Value-Added Resellers

Patricia Buelin

Senior Federal Sales Executive
800-222-5460
patricia.buelin@walkerfirst.com

Specialties:

DOD West, Central, and Southwest: FAA, DOE, International

Hayden Hoebeke

Federal Strategic Account Executive
336-731-5357
hayden.hoebeke@walkerfirst.com

Specialties:

DoD East
Focus Agencies: AOC, Courts, CSOSA, DHS, DOJ, DOS, EPA, GAO, HUD, NASA, NSF, NTSB, OPM, Senate, Smithsonian, USITC, VA System Integrators

Wendy Dunn

Federal Sales Assistant
336-731-5254
wendy.dunn@walkerfirst.com



Contract Holder
Contract GS-35F-0419W

STRATEGIC PARTNERSHIPS



TOP MANUFACTURERS



SECURITY PRACTICE



#

128 Technology
3M

A

Accurate Electronics
Actelis Networks
Adobe *
ADTRAN *
ADVA Optical Networking
AlliedTelesis Labs
Alpha Technologies
American Power (APC)
Amphenol Telect
Andrew
Apple
Avocent

B

B&B Electronics
(IMC Networks)
Belden
Blackbox
Burndy

C

C&D Technologies
Ceragon Networks
Champion One
Charles Industries
Chatsworth Products
Ciena
Cisco
CIS Secure Computing
CommScope
Cornet Technology
Corning
Cortelco
CyberPower
CyberSecure

D

Dell/EMC *

E

Eaton
Eltek Energy
EnerSys
ENET Solutions
EXFO
Extreme *

F

F5
FEI-Zyfer
FireEye
Fluke Networks
Fortinet
Forum
Fujitsu

G

GE Energy
General Cable
GNB Industrial Power
Great Lakes Case & Cabinet

H

Harris
HellermannTyton
Hewlett Packard Enterprise *
Hubbell Premise Wiring

I

Imagine Communications *
Infinera
Ixia/Keysight Technologies

J

Juniper Networks

L

Lanner
Lenovo
Leviton
Liebert
Lynn Electronics

M

McAfee
Microsemi/a part of Microchip
Mitel
MNM

N

Network Integrity Systems
Newmar
Newton Instruments
Nokia
NovAtel
Nutanix *

O

Omnitron
Ortronics

P

Panasonic
Panduit
Plantronics
Polycom
Positron
Preformed Line Products
Proofpoint
Pulse Secure

R

RAD
Red Hat *
Rittal
RUCKUS

S

Samsung
Siemon
Southwire
Splunk
Sumitomo
Superior Essex
Supernano
Suttle
Symantec

T

Telco Systems
Tellabs
Thales (SafeNet AT)
Thomas & Betts
Tii Technologies
Transition Networks
Trimm
Tripp Lite
Trompeter

V

Veritas
Vertiv
Viasat
VIAVI
Vidyo *
VMware *

W

Westell
Wilmore Electronics

Z

Zyxel

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