



**WALKER**  
AND ASSOCIATES INC



GOVERNMENT LINE CARD

# SOLUTIONS

Connecting government agencies with state-of-the-art  
telecommunications products and services



# PRODUCT SOLUTIONS & LOGISTICS SERVICES

As a national woman-owned small business, Walker and Associates, Inc. is the premier supplier of telecommunications and networking solutions to government agencies and contractors. With 40 years of experience serving the distribution and logistics needs of network operators, Walker's team of government specialists can assist you with products and services to help you reduce the cost and complexity of managing your network infrastructure.



## ACTIVE ETHERNET / GPON

Design and deploy a cost-effective active or passive network for delivering voice, data, and video applications.

- Ethernet Aggregation
- Hardened Outside Plant (OSP)
- GPON / FTTx
- Digital Loop Carrier
- Tools & Test Equipment
- Broadband Service Delivery



## DATA CENTER

Build and manage the infrastructure necessary for delivering secure, scalable, and resilient access to mission-critical information and applications.

- Storage / SAN
- Fibre Channel
- Servers
- Switches / Routers
- Racks & Cabinets
- Fiber / Copper Cabling
- Cable Management
- Patch Panels
- Patch Cords
- Tools & Test Equipment
- Power Solutions



## IP EVOLUTION

Networks are undergoing tremendous change as IP replaces legacy ATM and TDM networks. Protect your current investment while delivering an advanced, next-generation network.

- Ethernet Extension
- SONET / ATM / TDM
- Switches / Routers
- Integrated Access Devices
- Tools & Test Equipment
- Media Gateways



## SECURITY AND SURVEILLANCE

Secure and protect critical interests and assets with high-quality, IP-based CCTV video and intelligent video analysis.

- Analog / IP Cameras
- Encoders
- Video Servers
- Video Recorders
- Content Analysis
- Monitoring & Management
- Ethernet Extensions
- Power Solutions



## TRANSPORT

Deliver advanced voice, data, and video applications over a highly-scalable and reliable high-speed network.

- SONET / ATM / TDM
- WDM / DWDM / CWDM
- IP / MPLS
- GPON
- Ethernet Extension
- Ethernet Aggregation
- Native Ethernet
- Routers / Switches
- Multiplexers
- Digital Cross Connects
- Power Solutions
- Tools & Test Equipment



## UNIFIED COMMUNICATIONS

Increase the productivity and collaboration between co-workers, suppliers and clients by streamlining information delivery across multiple devices and media types.

- IP PBX
- Softswitch
- IP Phones & Headsets
- IP Gateways
- Switches / Routers
- Video Conferencing
- Headsets
- Tools & Test Equipment



## WIRELESS

Provide anytime, anywhere network access with a cost-effective, high performance wireless network for business-critical mobility.

- Wireless Backhaul
- Point-to-Point
- Wi-Max
- Wireless LAN Switches & Controllers
- Wireless LAN Access Points
- Digital Cross Connects
- Power Solutions
- Tools & Test Equipment



## VALUE ADDED SERVICES

Reduce the cost of complexity of managing network infrastructure with a comprehensive portfolio of supply-chain management services.

- Distribution / Logistics
- Integration & Fabrication
- Customized Kits
- Materials Management
- Customer / Virtual Warehousing
- Customer Asset Management Program
- Customer-Owned Materials Processing
- Fully Integrated ERP
- Engineering
- Shelter Integration

*To learn more, please contact your Walker and Associates  
Government Sales Associate at 1-800-870-9138 or visit [www.walkerfirst.com](http://www.walkerfirst.com).*

# MANUFACTURER

## QUICK REFERENCE GUIDE

### #

3Com Corporation  
3M

### A

A Meredith Schneider Co.  
Aastra  
Actelis Networks  
Actiontec Electronics  
ADC  
ADTRAN  
ADVA Optical Networking  
AFL Telecommunications  
Alcatel-Lucent  
Allot  
Allworx Corporation  
Alpha Technologies Ltd.  
Alvarion  
Andrew  
AudioCodes  
Aztek Networks

### B

Bashlin Industries  
Bayly Communications  
Bekaert Corporation  
Belden  
Berk-Tek  
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  
Draka Communications

### E

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

### F

Fluke Electronics  
Fluke Networks  
Force10 Networks  
Forum Communications  
Fujitsu

### G

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

### H

Harger  
Harmonic  
Harris Stratex  
Hatteras Networks  
Hellerman Tyton  
HP  
Hubbell Power Systems  
Hubbell Premise Wiring

### I

ITW Linx

### J

JDSU  
Jonard Industries  
Juniper Networks

### K

Kentrox  
Klein Tools

### L

Lineage Power  
Lynn Electronics

### M

Maclean Power  
Mohawk

### N

NewBasis  
Newmar  
Newton Instruments

### O

Optelian

### P

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

### Q

### R

RAD Data Comm.  
Radio Frequency Systems  
Radio Waves  
Rainbow Technology

### S

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

### T

TDK-Lambda Americas  
Telco Systems  
Telect  
Tellabs  
Thomas & Betts  
TII Network Technologies  
Times Microwave Systems  
Transition Networks  
Transtector Systems  
Trimm, Inc.  
Triplett Corp.  
Tripp Lite  
Trompeter-Semflex, Inc.  
Tunnel Mill Polymer  
Tyco AMP  
Tyco Electronics

### U

U.G. Products

### V

Valcom  
Vertical Communications  
Viking Electronics

### W

Westek Electronics  
Westell  
Wilcom, Inc.

### X

### Y

### Z

Zhone Technologies  
ZyXEL Communications

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

1-800-870-9138

[www.walkerfirst.com](http://www.walkerfirst.com)



# NATIONAL WOMAN-OWNED DISTRIBUTOR OF TELECOMMUNICATIONS AND NETWORKING SOLUTIONS



**ISO 9001:2000 CERTIFIED**

## ABOUT WALKER AND ASSOCIATES

Walker and Associates, Inc. is a national certified woman-owned (MWBE) corporation and leading provider of telecommunications and networking solutions to network operators within the government, enterprise, wireline, wireless, and cable TV industries. In addition to distribution and logistics services, Walker offers a range of solutions for helping organizations reduce the cost and complexity of managing their network infrastructure including: materials management, customized kits, virtual warehousing, integration, fabrication and asset management. Headquartered in NC, near Winston-Salem, Walker is celebrating 40 years of supply-chain management success.

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