

Strategic Manufacturer Partnerships

Strategic relationships with industry leading manufacturers allow Walker and Associates to provide its customers a variety of additional value and services. Inclusion in sales meetings, manufacturer certified training, preferred pricing and stock rotation programs allow Walker to leverage the best opportunities and expertise for loyal customers like you.

- ◀ **Diamond Telecom Sales Distribution Partner for TE Connectivity**
- ◀ **#1 ADTRAN Service Provider Distributor since 2003**
- ◀ **#1 Value Added Reseller for ADVA since 2010**
- ◀ **Leading Distribution Partner for Fujitsu since 2008**
- ◀ **Leading Sycamore Distribution Partner in North American Sales since 2009**
- ◀ **#1 Symmetricom Platinum Distributor and *Largest Stocking Distributor* in 2011**
- ◀ **Leading Distribution Partner for RAD Data Communications since 2006**
- ◀ **#1 Ranked Distribution Partner of Telco Systems in 2011**
- ◀ **Telect's #1 Distribution Partner in 2011**
- ◀ ***Only US Stocking Distributor for Purcell Systems***
- ◀ ***Largest North American Stocking Distributor for Overture Networks***

... WHEN **MORE** THAN DISTRIBUTION **MATTERS**

Communications carriers have relied on Walker and Associates since 1970 to **collaborate** with them through industry changes, opportunities for growth, and technological advances. Today's carrier knows that **experience** matters, that product alone is not the sole test of a **partnership**, and that being **more** than a distributor **matters**. You are looking for a business built on **integrity**, who understands your challenges, and your opportunities, and who focuses on you so you can focus on your customers. You deserve **more**, and with Walker you get **more**. Contact us today to learn how you can leverage **MORE** resources in a way that **MATTERS** to you.



Professional Services

Distribution and Logistics ◀ Extensive Integration Services (Assemble, Wire, Test)

Engineering Services ◀ Nationwide Installation Services ◀ Fiber Deployment Strategies

IP Appliance Configuration Services ◀ RUS Approved Products ◀ Electronic Data Interchange ("EDI")

Personal Attention from Inside and Outside Sales Teams

Small Women Owned Business Qualification ◀ Customer Asset Management Program (CAMP)

Surplus/Refurbished Product Access, and Supply and Disposition

Corporate Office

Walker and Associates, Inc.
7129 Old Hwy 52 North
PO Box 1029
Welcome, NC 27374

Georgia Office

Walker and Associates, Inc.
6240 Shiloh Road
Suite 250
Alpharetta, GA 30005

Distribution Center

Walker and Associates, Inc.
90 Piedmont Industrial Drive
Suite 200
Winston-Salem, NC 27107

Contact Us

1-800-WALKER1
1-800-925-5371
info@walkerfirst.com
www.walkerfirst.com

