


DATA CENTER SOLUTIONS

MORE THAN DISTRIBUTION

Simplifying network
deployments with expert
installation, systems
integration, and unsurpassed
sourcing services

DATA CENTER SOLUTIONS



Address critical
business objectives
in today's data
centric world

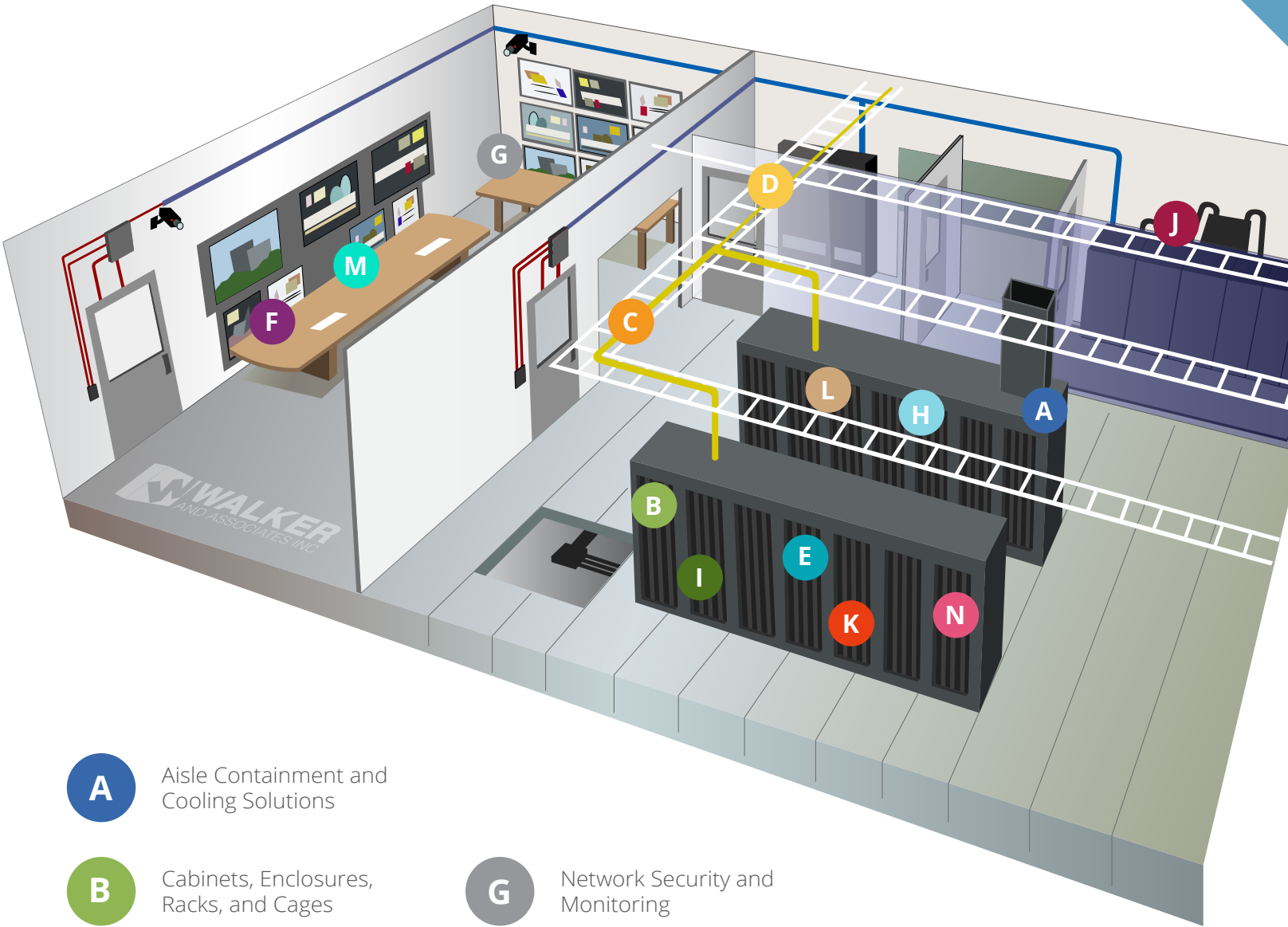
The data center industry is a dynamic landscape in continual evolution. The digital economy is forcing network changes unforeseen only 10 years ago. As exciting innovations such as software-defined networking (SDN) and virtualization move the industry forward, it becomes increasingly difficult to stay ahead of the game and build your business with an eye on the future. Walker and Associates is here to help.

Founded in 1970, Walker is a value-added-distributor (VAD) of network products for data centers and broadband providers. With a broad range of products and services, Walker is the ultimate one-stop shopping point for your network needs. We maintain a thorough and efficient distribution system, which is TL9000 certified, making it simple for you to purchase and install the products you need.

Data center operators know that product and just-in-time delivery are not the sole tests of value. Being more than a distributor matters. Nationwide, Walker's customers rely on our first-in-class engineering and sales teams to get them the help they need, when they need it. As the demands on your infrastructure increase, the Walker team can help you navigate the latest technologies and connect you with industry-leading experts.

For multi-tenant data centers and cloud service providers alike, Walker brings to market the right mix of people, products, partnerships and processes in order to consistently deliver on its commitments to excellent service and unsurpassed value.

SOLUTIONS DIAGRAM



- A** Aisle Containment and Cooling Solutions
- B** Cabinets, Enclosures, Racks, and Cages
- C** Cabling and Cable Management
- D** Fiber and Copper Raceway
- E** Fibre Channel
- F** Network Management DCIM
- G** Network Security and Monitoring
- H** Optical Transport DCI
- I** Patch Panels and Connectivity Solutions
- J** Power Products
- K** Servers and Storage
- L** Switching and Routing
- M** Test Equipment and Tools
- N** Virtualization

PRODUCTS AND APPLICATIONS

Aisle Containment and Cooling Solutions

Keep your cooling costs in check with Walker's array of environmental control products. Suitable for greenfield applications or existing facilities, our flexible hot and cold aisle containment systems will control the airflow around your critical infrastructure. Products include cabinet exhaust systems, filler panels, fan assisted doors, and more.

Cabinets, Enclosures, Racks, and Cages

Walker brings to market a robust portfolio of cabinet and racking solutions. Whether it be single-tenant or colocation equipment you need, Walker and our precision manufacturers provide feature-rich and customizable products that give you the functionality, accessibility and environmental controls you require.

Cabling and Cable Management

Lower your network costs, maximize flexibility, and enhance system performance with cabling and connectivity solutions designed to meet the demands of today's dynamic network. Walker's myriad selection includes fiber and copper cabling, patch panels, cable management for dense applications, fiber jumpers, and much more.

Fiber and Copper Raceway

Walker provides a comprehensive set of products that are engineered to protect cable integrity, by ensuring a minimum bend radius, and to increase airflow, by organizing and consolidating your cabling assets. Moreover, our products are designed for interoperability with existing infrastructure and ease of installation, with tool-less, cut-less connections.

Fibre Channel

Walker's portfolio of Fibre Channel switches and Fibre Channel over Ethernet (FCoE) products provide optimal solutions for Storage Area Networks (SAN) utilizing Fibre Channel connections.

Network Management/DCIM

Our management software solutions allow you to proactively monitor network performance, reduce costs and simplify your operations reducing OPEX. Through the cloud or from an on-site appliance, our products perform network automation, provisioning, network health checks, troubleshooting, DNS service, and port-by-port physical layer supervision.

Network Security and Monitoring

Fortify your network with next-generation firewalls that scan 100% of your traffic and scale along with your business. Our products neutralize threats while eliminating the protection-or-performance compromise. Solutions include email security, centralized management and reporting, intrusion prevention, and more.

Optical Transport/DCI

Extend LAN connectivity between geographically dispersed data centers is a critical requirement. Walker has a variety of technologies, from the leading optical transport manufacturers, that allow operators with multiple facilities to create a single, elastic pool of resources over a low-latency DWDM network. Our products are certified with top storage vendor's Fibre Channel, mainframe FICON and Ethernet storage solutions for data replication and storage virtualization.

Patch Panels and Connectivity Solutions

Walker's connectivity expertise, coupled with our manufacturing partners, makes us a "solutions" provider instead of merely a distributor. We offer a complete line of connectivity solutions including splitters and WDM modules, transceivers, fiber jumpers, pre-connectorized cable, modular adapters, connectors, and more that will seamlessly migrate 10, 40 and 100G Ethernet.

Power Products

Protect your network with power protection and power management solutions for any networking and data center application. These product solutions include integrated UPS systems, power distribution units (PDU's), power management tools, surge suppressors, AC/DC power, and more.

Servers and Storage

Walker's server and storage solutions reduce complexity, lower power consumption and offer state-of-the-art flexibility, especially in virtualized environments. The dense workloads existing in the modern data center require storage networks and the products that serve them to be ever more efficient, scalable and manageable.

Switching and Routing

Walker provides a vast array of the most advanced switches and routers in the industry. From the core to the edge supporting both Top of Rack (ToR) and End of Row (EoR) architectures, Walker's products offer the scalability, efficiency and security the data center requires in today's increasingly virtualized world.

Test Equipment and Tools

Producing a high bandwidth, low latency network requires consistent maintenance. Our test and monitoring products help your technicians quickly validate connections and verify throughput. Our complete selection of specialized cabling and termination tools allow for precise cable terminations, connections, and more.

Virtualization, Security and Firewalls

Virtualization of switches, routers, servers, and firewalls enables automated service provisioning, reducing OPEX and downtime and allows for server consolidation helping to manage power demands. Our suite of virtual switches, routers, and firewalls along with our server virtualization software offers a complete solution.

PRODUCT MATRIX

	Aisle Containment and Cooling Solutions	Cabinets, Enclosures, Racks, and Cages	Cabling and Cable Management	Fiber and Copper Raceway	Fibre Channel	Network Management DCIM	Network Security and Monitoring	Optical Transport/DCI	Patch Panels and Connectivity Systems	Power Products	Servers and Storage	Switching and Routing	Test Equipment and Tools	Virtualization
6connect						✓	✓							
ADTRAN								✓				✓		✓
ADVA Optical Networking						✓		✓						✓
Alpha Technologies										✓				
APC		✓								✓				
Brocade					✓	✓	✓					✓		✓
Chatsworth	✓	✓	✓	✓						✓				
Ciena								✓						
CommScope			✓	✓		✓			✓	✓			✓	
Coriant								✓				✓		
Corning			✓	✓					✓					
Dell							✓				✓	✓		
Dyn						✓	✓							
Eaton	✓	✓								✓				
Eltek										✓				
Emerson Network Power										✓				
EXFO													✓	
Fujitsu						✓		✓			✓			✓
Great Lakes Case & Cabinet	✓	✓												
Hewlett Packard Enterprise					✓	✓	✓				✓	✓		✓
Infoblox						✓	✓							
Ixia						✓	✓							
Juniper Networks					✓	✓	✓	✓				✓		✓
Newton Instruments	✓	✓	✓	✓										
Supermicro											✓			
Splunk						✓	✓							
Telect		✓	✓	✓					✓	✓				
Telco Systems												✓		
VMware														✓

MORE THAN DISTRIBUTION

Manufacturer Partnerships

Walker works hand-in-hand with each of our strategic manufacturer partners to forecast, plan, replenish, and effectively manage the product life cycle. We strive to hold stocking positions on the most commonly required equipment to allow you just in time delivery.

Industry-Leading Technology Solutions

Count on Walker to proactively work with you on best of breed products from over 300 of today's leading manufacturers. Walker supports communications technologies such as Carrier Ethernet, switching and routing, optical transport, FTTX, SDN, NFV, cloud technologies, mobile backhaul, copper and fiber connectivity, VoIP, wireless, and more.

Sales and Customer Support

Help is just a phone call away. Your dedicated sales team is trained and knowledgeable about the telecommunications industry. Our sales team knows your business and can assist in introduction of new products and technology trends, as well as take care of the day-to-day business of product delivery, price, and order placement.

Engineering and Technical Support

Collectively with over 100 years of telecommunications engineering and implementation experience, and today's industry leading manufacturer certifications, Walker's engineering and technical support team is available to assist with designing communications solutions for customer premises, central office, data center, outside plant, and various network applications.

eBusiness Online Account Services

Walkerfirst.com allows you direct access to business critical information including quote building, online ordering, dynamic availability, order status, invoice records, shipment tracking, proof of delivery details, RMA creation, and more. Let us help you grow your business efficiently as you capitalize on your Walker eBusiness online account. Account set up is free and easy! Register today at walkerfirst.com/register.

Network Design

Our highly experienced network, wireless and security architects routinely address complex and difficult infrastructure problems, with an emphasis on network design, deployment and training for regional and national service providers, government agencies, health care, enterprises and higher education institutions. Whether a lone firewall, a set of data centers, a global backbone network, or an outdoor WiFi deployment, Walker will ensure that every detail is attended to, successfully delivering your project on time, and within budget.

Engineering, Furnish, Install & Test (EFI&T) Services

Walker's installation and project management team offers design engineering, project management and installation services to provide you with a complete EFI&T solution. With our engineering expertise, Walker will design and implement network solutions. We'll deliver 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 EFI&T service. Our capabilities include project management, scheduling, material handling and delivery, quality control, weekly updates, and testing of all equipment.

Integration Services

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.

Managed Services

Let our managed services provide you with the network peace of mind you need so that you can move on to other strategic business. Our managed services group and network operations center can tailor the best solution for your needs with a flexible menu of services ranging from full 24/7 services to limited monitoring and call out solutions.

STRATEGIC OEM 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.



ADTRAN: #1 Service Provider Distributor since 2003

ADVA: Top Tier Value Added Reseller since 2010

BROCADE: Elite Partner since 2011

CAMBIUM: Cambium Networks Program ConnectedPartner

CIENA: Diamond BizConnect Partner

COMMSCOPE: Diamond Distribution Partner

CORIAN: 30+ Year Commercial and Federal Partner

CORNING: Carrier Networks Stocking Distribution Partner since 1993

EMERSON: Elite Status Stocking Distribution Partner since 2001

FUJITSU: Premier STAR Partner since 2005

JUNIPER: Elite Partner since 2011 and Telco Partner of the Year 2014, 2015

MICROSEMI: Diamond Distributor since 2011

RAD: Leading Distribution Partner since 2006

SMARTRG: Exclusive US Stocking Distributor

TELCO SYSTEMS: #1 Volume Distributor in North America since 2012

TELECT: #1 Distribution Partner since 2011

ZYXEL: Stocking Distributor since 2010



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