

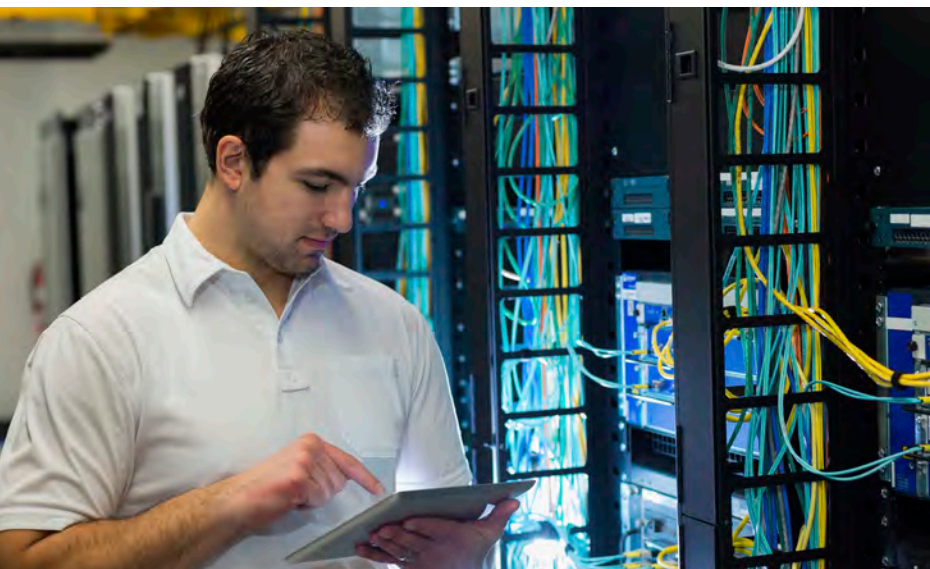


Data Center Solutions

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.

“Walker and Associates is a top notch distributor – from initial request for product specs, pricing, quotes and support to the execution and delivery. We challenge you to find a better distributor in the industry.”

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.

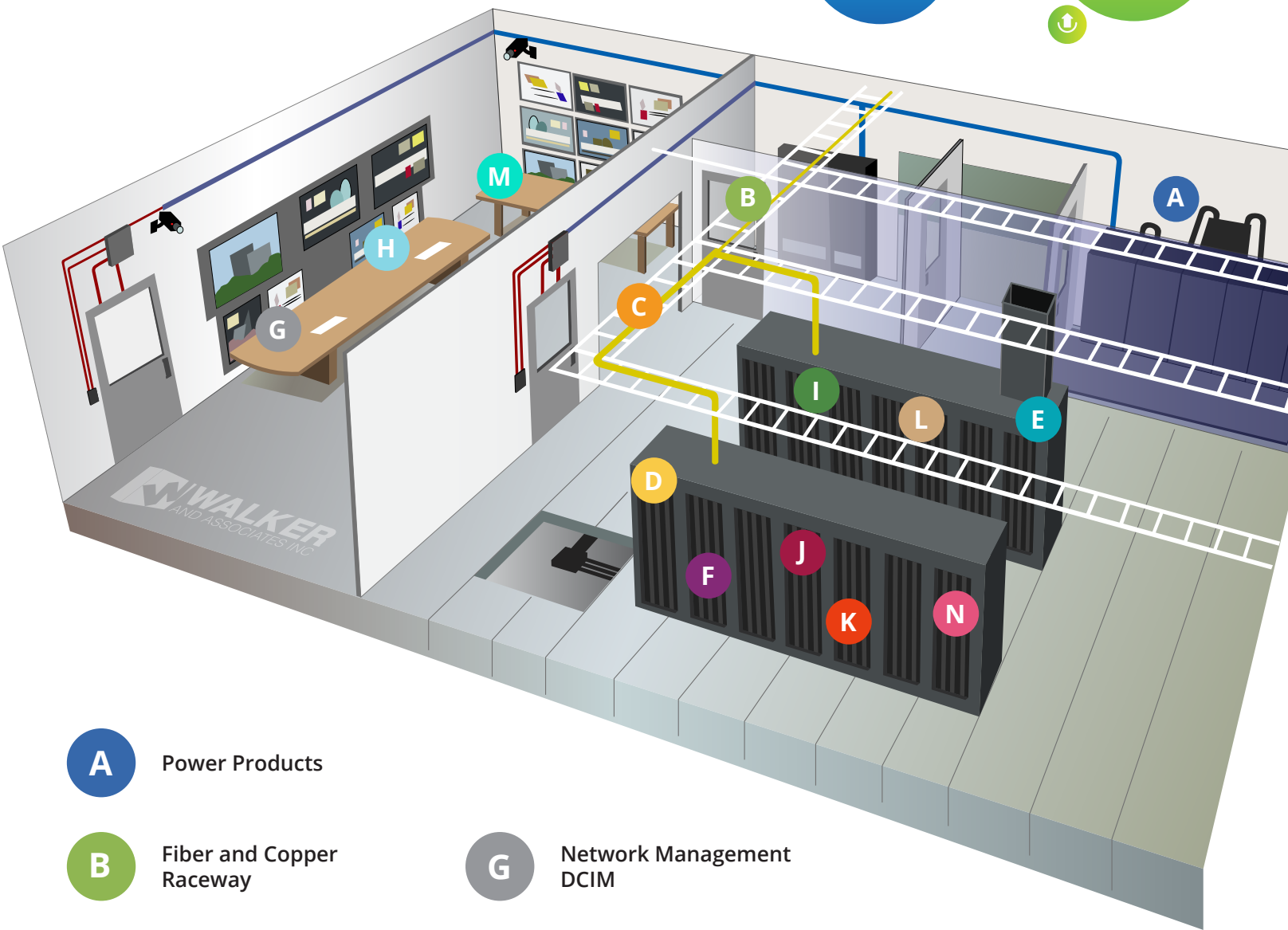


Data center operators know that product and just-in-time delivery are not the sole tests of value. Being more than a distributor matters. Nationwide, Walker's customers rely on our first-in-class engineers and sales representatives to get them the help they need, when they need it. As the demands on 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.

“Their expertise, combined with the overall logistical efficiency, allows us to reach our customers quickly and reliably. Working with Walker and their team gives us a competitive advantage like no other.”

Solutions Diagram



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

Products and Applications

Walker and Associates' data center networking solutions and services enable businesses to address critical business objectives in today's data centric environment. As requirements within data centers continue to grow, businesses are challenged to find solutions that are scalable and provide reliable, high-performance networking, all while protecting their investment. Examples of products and solutions we offer for data center applications include:

Power Products

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

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.

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, our manufacturers provide feature-rich and customizable products that will give you the functionality, accessibility and environmental controls you require.

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.

Patch Panels and Connectivity Solutions

Walker's connectivity expertise, coupled with our manufacturing partners, help make 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.

Network Management/DCIM

Our management software solutions allow you to proactively monitor network performance, reduce costs and simplify your operations. 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.

Test Equipment and Tools

Producing a high bandwidth, low latency network requires consistent maintenance. Our test products will help your technicians validate connections and throughput while making their jobs faster and easier. Our tools will help terminate cables, clean connectors and more.

Switching and Routing

Walker provides a vast array of the most advanced switches and routers in the industry. From the core to the edge, Walker's products offer the scalability, efficiency and security the data center requires in today's increasingly virtualized world.

Fibre Channel

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

Servers and Storage

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

Optical Transport/DCI

Extend LAN connectivity between geographically dispersed data centers. Walker has a variety of technologies, from the leading optical transport manufacturers, that help operators with multiple facilities 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.

Network Security and Monitoring

Fortify your network with next-generation firewalls that scan 100% of your traffic and can 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.

Virtualization

Virtualization of switches, routers and servers is being utilized across the Information and Communications Technology (ICT) industry to reduce downtime, automate service provisioning, manage power demand and lower costs through server consolidation. Our suite of virtual switches and routers along with our server virtualization software offers a complete virtualization solution.

Product Matrix

	Power Products	Fiber and Copper Raceway	Cabling and Cable Management	Cabinets, Enclosures, Racks, and Cages	Aisle Containment and Cooling Solutions	Patch Panels and Connectivity Systems	Network Management/DCIM	Test Equipment and Tools	Switching and Routing	Fibre Channel	Servers and Storage	Optical Transport/DCI	Network Security and Monitoring	Virtualization
6connect							✓						✓	
ADTRAN												✓		✓
ADVA Optical Networking												✓		✓
Alpha Technologies	✓													
APC	✓			✓										
Brocade							✓		✓	✓			✓	✓
Chatsworth	✓	✓	✓	✓	✓									
Ciena												✓		
Cooper B-Line by Eaton	✓			✓	✓									
Coriant									✓			✓		
Corning		✓	✓			✓								
Dell									✓		✓		✓	
Dyn							✓						✓	
Eltek Valere	✓													
Emerson	✓													
EXFO								✓						
Fujitsu												✓		
Great Lakes Case and Cabinet				✓	✓									
Infoblox							✓						✓	
Juniper Networks							✓		✓	✓			✓	✓
Net Optics (an Ixia company)							✓						✓	
Newton		✓	✓	✓	✓									
Overture														✓
Supermicro											✓			
Splunk							✓						✓	
TE Connectivity	✓	✓	✓			✓	✓	✓						
Telect	✓	✓	✓	✓		✓								
VMware														✓

Simplifying Network Deployments with Innovative Technology Solutions

Manufacturer Partnerships

Walker and Associates 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.

Innovative Technology Solutions

Count on Walker to proactively work with you on best of breed products from over 250 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.

eBusiness Account Services

WalkerFirst.com allows you direct access to business critical information including pricing and availability, online ordering, order and shipment tracking, online chat, online credit card processing, invoice records and more.

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.

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, MOP meetings, scheduling, material handling and delivery, quality control, weekly updates, and testing of all equipment.



For additional information on Walker's services, visit <http://walkerfirst.com/services>.

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.

Engineering and Technical Support

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

Linking Customers with 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.

ADTRAN

#1 Service Provider Distributor since 2003

ADVA

#1 Value Added Reseller since 2010

BROCADE

Elite Partner since 2011

CIENA

BizConnect Partner

CORIAN (FORMERLY SYCAMORE NETWORKS)

#1 Distribution Partner in North America since 2009

CORNING CABLE SYSTEMS

Carrier Networks Stocking Distribution Partner since 1993

EMERSON NETWORK POWER

Elite Status Stocking Distribution Partner

FUJITSU

Premier Partner

JUNIPER NETWORKS

Elite Partner

OVERTURE

Largest Stocking Distributor in North America

TE CONNECTIVITY

Diamond Distribution Partner,
Telecom, Enterprise and Wireless

TELECT

#1 Distribution Partner since 2011





Scan QR code to download
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Center Solutions Brochure

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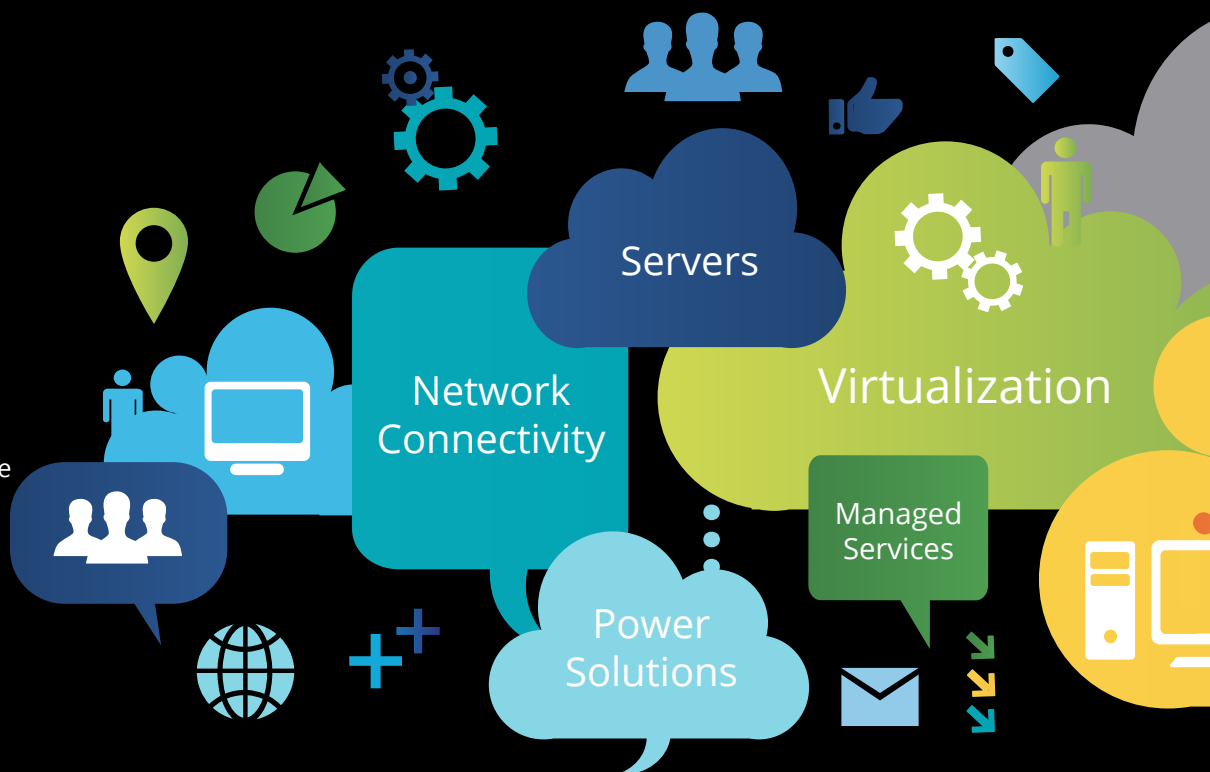
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