WALKER
AND ASSOCIATES INC

END-TO-END COMMUNICATIONS SOLUTIONS

TDM MIGRATION AND NETWORK MODERNIZATION
SECURITY SOLUTIONS
BUILDING OUT NETWORKS FROM CORE TO EDGE
DATA STORAGE, ACCESS, SECURITY AND MANAGEMENT
WIRED AND WIRELESS ACCCESS

since 1970 **50 YEARS ANNIVERSARY**

CELEBRATING 50 YEARS OF EXCELLENCE

GSA MAS Schedule: GS-35F-0419W | SEWP V Group D: NNG15SC54B
NIWC C2 MAC Contract N65236-16-D-4820 | CAGE Code 5U440 | SAM Registered
ISO 9001:2015 Certified | Locations Certified: HQ – Welcome, NC and Distribution Center – Winston-Salem, NC

SEWP Approved
SEWP V
www.sewp.nasa.gov
Federal Government IT Provider

GSA Contract Holder
Contract GS-35F-0419W

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COMPANY OVERVIEW

ABOUT WALKER AND ASSOCIATES

As a national women-owned small business, Walker and Associates is the premier supplier of telecommunications and networking solutions to government agencies and contractors. Walker's extensive range of products and services facilitates the delivery of high speed Internet, video, data and voice services to users worldwide. Walker performs important promotional, logistics, supply chain management and technical support services for its manufacturer base, and is ISO 9001:2015 certified.

Walker supports communications delivery technologies such as Switching, Routing, Wireless, NFV, Carrier Ethernet, VoIP, WDM, ROADM, Packet Optical Networking, SDN, Access Technologies, Active Ethernet, DSL, and more. Additionally, Walker provides a host of physical plant products including fiber/copper connectivity, power systems, indoor/outdoor enclosures and outside plant products.

Beyond supplying basic material, Walker also provides rapid network deployment services, including product engineering, installation, systems integration and unsurpassed customer service.

In keeping with executive directives for IT Modernization (TDM elimination), Supply Chain Security/ Integrity, and Cloud Readiness and Migration, Walker offers best in class, quality driven solutions that enable you to meet these critical infrastructure orders. Strengthening cybersecurity protects American innovation and values, mitigates risks, and minimizes threats. Walker is a committed, proven partner, ready to assist in the important work of protecting the American way of life.

CELEBRATED STATUS WITH LEADING MANUFACTURERS

Strategic relationships with industry leading manufacturers allow Walker and Associates to provide customers best of breed solutions combined with a variety of value-added services. Inclusion in our OEM partners' 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.

- **ADVA** Top Tier Value Added Partner since 2010
- **Ciena** Partner Network (CPN) Elite Status and Accredited Ciena 6500 Series Install / Implement Partner
- **CommScope** National Distribution Partner
- **Fortinet** Advanced Partner
- **Coriant (Infinera)** Top Level Distributor for Commercial and Federal Customers for 25+ Years

- **Juniper Networks** Elite Federal Partner; Americas Partner of the Year 2018
- **Nokia** Wireless Partner since 2020
- **RAD** Leading Solutions Partner since 2006
- **Telco Systems** #1 Volume Distributor in North America Since 2012
- **Vertiv** Elite Status Stocking Distribution Partner since 2001
- **VIAVI** Authorized Solutions Partner

STRATEGIC PARTNERSHIPS

TOP MANUFACTURERS

Ciena COMMSCOPE CORNING FUJITSU

Infinera JUNIPER NETWORKS VIAVI

SECURITY PRACTICE

FORTINET ixia A Keysight Business NetworkIntegrity SYSTEMS proofpoint

Pulse Secure THALES splunk>

#
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
Supermicro
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

* Enterprise Product Offerings

OUR SOLUTIONS

ACTIVE ETHERNET/GPON

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

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

DATA CENTER

Build and manage the infrastructure necessary for delivering secure, scalable, and resilient access to mission-critical information and applications. As requirements within data centers continue to grow, businesses are challenged to find solutions that are scalable and provide reliable, high-performance networking, while protecting their investment. Walker offers a complete, integrated data center solution incorporating the compute, network, and storage elements with configured cabling, termination, power, and cooling.

- Cable Management
- Copper/Fiber Cabling
- Fibre Channel
- Hypervisor
- Load Balancer
- Network Management
- NFV/SDN
- Patch Panels
- Power Solutions
- Racks and Cabinets
- Servers
- Storage/SAN
- Switches/Routers
- Tools and Test Equipment

INSIDE/OUTSIDE PLANT CONNECTIVITY AND HARDWARE SOLUTIONS

Since 1970, Walker has provided quality economical connectivity and hardware solutions to service providers, utilities, and government agencies, supplying endless shipments of DSX panels, cables, fiber termination panels, fuse panels and other products to build infrastructure carrying the nation's long distance traffic and demanding mobile traffic.

Beginning in the 1990's, we supplied the majority of competitive service providers and government customers with infrastructure equipment for their network connectivity requirements. Today, Walker distributes products for the industry's top connectivity and hardware manufacturers, combining the best products to provide customers with high performance, cost-effective multi-vendor solutions.

- Cable Management
- Copper Connectivity
- Custom Integrated Cabinets and Shelters
- Equipment Racks
- Hardware
- Optical Connectivity
- Power Distribution, Protection, and Management
- Unified Communications

NETWORK SECURITY

Prevent costly network disruptions and slowdowns with a comprehensive portfolio of network security products designed to protect your business from internal and external threats.

- Advanced Email Security
- Advanced Threat Protection and Remediation
- Application Security
- Cloud Security Solutions
- Data Compliance
- Device to Cloud Cyber Security
- Encryption Solutions
- Endpoint Security and Protecting IoT
- Management and Analytics
- Network Security and Testing
- Next-Generation Firewalls
- Physical Layer Security
- Policy Enforcement
- Secure Access and Sharing of Compute Resources
- Secure Unified Access
- Security Fabric
- Web Application Security

SOFTWARE NETWORKING

Walker and Associates is leading the industry in defining the next generation of telecommunications infrastructure, Software Defined Networking (SDN). As cloud based technologies, services delivery platforms, smart devices, and automation become more prevalent, the very structure of the Internet will continue to shift, from a static platform based architecture to a dynamic SDN able to add resources and applications to meet user demands. The technologies driving this transformation are SDN, the elastic architecture platform services and Network Functions Virtualization (NFV), the dynamic applications to enhance on-premise capacity.

Walker has a fully functioning software networking lab to help you plan your transition to a SDN/NFV network. Walker connects our lab and software engineers with our customers and manufacturers to assist in developing a software networking strategy to modernize networks. We are proud to work with our customers and the OEM community on interoperability and deployment in the following areas.

- Controllers
- Network Function Virtualization (NFV)
- Orchestration
- Servers
- Software Defined Networking (SDN)
- Solution Interoperability Testing
- Virtual Routers
- vCPE (CPE w/ x86)

SWITCHING AND ROUTING

Walker provides a vast range of core and access switches, edge routers, universal access routers, core network routers, and multi-access gateways designed to offer the scalability and performance needed to satisfy the most demanding network requirements.

Switches and routers increase productivity, reduce expenses, and improve security. Walker's certified Field System Engineers can assist you in selecting the right solutions for your mission critical requirements:

- Access Routers
- Aggregation/Core Switching
- Ethernet Access Switches
- SONET/ATM/TDM to IP Network Evolution

TRANSPORT

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

- Converged Packet Optical Solutions
- Digital Cross Connects
- Ethernet Aggregation
- Ethernet Extension
- GPON
- IP/MPLS
- Multiplexers
- Native Ethernet
- Optical Transport
- Packet Networking
- SONET/ATM/TDM
- Switches/Routers
- Tools and Test Equipment
- WDM/DWDM/CWDM

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

WALKER VALUE ADDED SERVICES

For more than 50 years, Walker and Associates has built and maintained a reputation for excellence, resulting in high levels of customer commitment and confidence. Through extensive partnerships with industry-leading manufacturers, a strong commitment to value, and high standards of customer service, Walker delivers MORE THAN DISTRIBUTION.

- Distribution and Logistics
- Engineering Services
- Integration and Fabrication
- Shelter Integration

- Rapid Deployment Kits
- Materials Management
- Customer Asset Management Program

- Customer-Owned Materials Processing
- Customer/Virtual Warehousing
- UID Labels and Asset Tags

CUSTOMER ASSET MANAGEMENT PROGRAM (CAMP)

Maximizing resources through effective allocation, tracking and reporting is within your reach. Since 1970, Walker has assisted customers with more than simply acquiring inventory to build networks. We know how to save you money and make you more efficient. CAMP enables customers to outsource logistics support for customer owned material. We stock and distribute your products as needed, and arrange shipping to you in tandem with other, newly ordered product.

You choose the level of CAMP service you need. Our services can be selected as individual programs or a combination of CAMP services for a multi-faceted program, bringing value to your organization. Through our extensive logistics expertise, Walker will customize a package to meet your specific requirements and provide a tailored CAMP solution which includes the following services:

- Warehousing, logistics, and management of customer-owned inventory
- Asset tagging
- Barcoding and scanning
- Configuration loading
- Customer owned/consignment inventory management
- Customized network deployment kits
- Serial number tracking
- Software and firmware loading
- Web based asset reporting and tracking

RAPID DEPLOYMENT KITS

Walker can save you time and money with rapid network deployment kits for your mission critical needs. We will combine multiple part numbers from a variety of manufacturers as one kit, provisioned, customized, and tested for you. This way, you don't have to search, procure, and integrate multiple items from different sources. The options are limitless!

- Preconfigured and tested routers
- Preconfigured and tested optical systems
- Custom integrated cabinets and shelters
- Prewired racks with integrated power equipment
- Preconfigured kits to include cables, zip ties, connectors, tools, and more!

WALKER
AND ASSOCIATES INC

FOR MORE INFORMATION, CONTACT YOUR WALKER SALES ASSOCIATE:

Name: _____

Phone Number: _____

Email Address: _____

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Telecommunications Supply Leadership Since 1970
1-800-WALKER1 | info@walkerfirst.com | ISO 9001:2015 | Locations Certified: HQ – Welcome, NC and Distribution Center – Winston-Salem, NC
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CELEBRATING 50 YEARS OF EXCELLENCE

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