



Delivering innovative communications solutions to design, build, and maintain your network infrastructure

State, Local and Education (SLED) have relied on the experience and industry relationships offered by Walker and Associates to build and maintain critical network technologies. With nearly 50 years of industry experience, proven processes, time-tested partnerships, and solid quality initiatives achieved through ISO 9001 certification, Walker provides solutions you can depend on as you source and secure your network infrastructure. With a robust e-business suite, you have access to 24/7/365 service, providing you the greatest flexibility to manage procurement of essential devices. We understand your challenges and know how to overcome them. Consider all the options we offer, and contact us for additional details.

Distribution and Logistics

With a broad range of products and services, Walker is the ultimate one-stop shopping point for all of your network needs. With an expansive 150,000 sq. ft. warehouse and a dedicated warehouse staff that achieves 99.9% shipping accuracy, Walker makes it simple for you to purchase and install the products you need.

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.

Innovative Technology Solutions

Count on Walker to proactively work with you on best of breed products from over 400 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.

Integration Services

Our certified specialists and expert integration team makes it easy for you to incorporate new products into your network. We'll wire and assemble multiple products in cabinets and racks, configure, test, and verify your system for use, so when it arrives on your site, you'll know it's ready and meets your quality standards.

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.

Network Architecture and Design

An integral part of Walker's professional services include network architecture, design, and implementation of networking products. Our engineering team has years of experience in all aspects of the network and we offer a variety of systems integration services including provisioning, systems verification and integration, traffic migration, and training.

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. Account set up is free and easy! Register today at walkerfirst.com/register.

CONTRACTS

Midwestern Higher Education Commission's (MHEC) Contract: MHEC-02262015

Walker and Associates is an authorized telecommunications distributor for Ciena's wavelength division multiplexing equipment and software. Ciena's Packet-Optical Platform converges three comprehensive networking layers into a single platform to provide customizable services from the access edge, along the backbone core, and across regional networks. The contract also features value added services such as custom cable assemblies, kitting, material management, integration, and installation.

Who can order through MHEC?

Public or not-for-profit higher education institutions (In some cases K-12, state government, or city, local, and political Subdivisions) in the following member states:

- Illinois
- Indiana
- Iowa
- Kansas
- Michigan
- Minnesota
- Missouri
- Nebraska
- North Dakota
- Ohio
- South Dakota
- Wisconsin

What's available from Walker on MHEC?

- **SDN, NFV, Cloud and On-Demand**
 - Blueplanet
- **Packet Networking**
 - Packetwave
 - 3000 Series
 - 5000 Series
- **Converged Packet Optical**
 - 6500 Series
 - Waveserver
 - 5400 Series
 - Z-series
 - 6200 Packet-Optical Platform
- **Optical Transport**
 - 4200 Series
 - 5000 Series
 - 6100 Series

Pennsylvania Education Purchasing Program for Microcomputers (PEPPM)

PEPPM is called the "Pennsylvania Education Purchasing Program for Microcomputers". PEPPM initially started as a state contract for Pennsylvania and California however it has quickly spread into a nationwide contract.

PEPPM bids on behalf of thousands of schools and agencies - public schools, vocational/technical schools, approved private schools, intermediate units, nonpublic schools, approved private schools, charter schools, community colleges as well as public libraries. And, with vendor approval and permissible by statute, four year colleges and universities, local and state governments and other non-profit agencies are eligible.

Who can order through PEPPM?

- E-Rate orders
- Public school districts
- Charter schools
- County offices of education
- Joint powers authorities
- Community colleges
- Special districts
- Government agencies
- Local municipalities
- Related county, municipal authorities, special districts and other non-profit organizations
- California water districts

What's available from Walker on PEPPM?

- ADTRAN
- ADVA Optical Networking
- Ciena
- CommScope
- Grandstream
- Zyxel
- 6Connect

NASPO ValuePoint (formerly WSCA-NASPO)

The Western States Contracting Alliance (WSCA) was the group of 15 western states in NASPO that conducted cooperative purchasing. Despite having a separate name, the WSCA cooperative was a NASPO program. It was the oldest of NASPO's cooperative alliances, having been started in 1993. NASPO also created the NASPO Cooperative in 2006. In 2013, as WSCA became more successful and cooperative efforts grew, NASPO consolidated its two cooperatives and created the single member, non-profit, limited liability company, the NASPO ValuePoint Cooperative Purchasing Organization, to meet the increasing needs for resource assistance in cooperative procurement among the states nationally.

Who can order through NASPO?

- State agencies
- Local entities

Ciena Approved Reseller in the following States

- California
- Florida
- Washington

Extreme Networks Approved Reseller in the following States

- Alaska
- Arkansas
- California
- Colorado
- Florida
- Hawaii
- Kentucky
- Louisiana
- Montana
- Nevada
- New Jersey
- Oklahoma
- South Carolina
- South Dakota
- Washington

Juniper Approved Reseller in the following States

- Alaska
- Utah
- Washington



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