

# CAPABILITIES STATEMENT

## COMPANY OVERVIEW

Walker and Associates is a women-owned nationwide Value-Added Distributor of ICT networking technologies and rapid deployment services. Walker is a one-stop shop for your mission critical projects such as cyber security, switching, routing, storage, optical networking, virtualization, software deployments, and communications infrastructure.

Walker's integration and distribution center assists with quality services, including rapid deployment kits, SDN/NFV interoperability testing and deployment, systems integration, product provisioning, testing, warehousing services, and installation.

- 150,000 Sq Ft Distribution Center
- 26,000 Sq Ft Integration Facility
- Virtual Networking Lab
- Cage Code: 5U440
- SAM REGISTERED

## SPECIALTIES

### Products

- Network Connectivity and Hardware
- Optical Technologies
- Outside Plant Products
- Power Conversion and Protection
- SDN/NFV
- Security Tools and Cyber Technologies
- Software
- Storage Devices and Servers
- Switching and Routing
- Tactical Networking Devices
- Test Equipment
- Virtualization

### Services

- Distribution and Logistics
- Rapid Deployment Kits
- Integration and Fabrication
- Product Installation
- Network Architecture and Design
- Customer Asset Management
- Customer/Virtual Warehousing
- UID Labels and Asset Tags
- Network Implementation
- Project Management
- Product Testing and Provisioning
- SDN/NFV Interoperability Testing

### NAICS Codes

541519 334210 511210 334290 423690 334515 334220 334111

CONNECT WITH WALKER:



## CONTRACT INFORMATION

### Federal Contracts

- SEWP V Group C: NNG15SC96B
- SEWP V Group D: NNG15SC54B
- NIWC C2 MAC Contract N65236-16-D-4820
- GSA Schedule 70: GS-35F-0419W
- USAF BPA / DOE BPA
- Commercially Available Off-the-Shelf

### Certifications

- California Public Utilities Clearinghouse Women Business Entity VON: 1KN00027
- State of North Carolina Historically Underutilized Women-Owned Business
- ISO 9001:2015 Certified
- Locations Certified: HQ – Welcome, NC  
Distribution Center – Winston-Salem, NC



## GOVERNMENT SUPPORT TEAM LEADS

### Corporate Headquarters

Walker and Associates, Inc.  
7129 Old Hwy 52  
Welcome, NC 27374  
1-844-WALK-FED  
walkergov.com

### DOD-West and Strategic Accounts

Patricia Buelin  
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Fax: 336-731-1705  
patricia.buelin@walkerfirst.com

### Federal Government (Civilian) and Carrier Federal Sales

John Lackey  
Phone: 336-731-5474  
Toll-free: 800-840-2259  
Fax: 336-731-1647  
john.lackey@walkerfirst.com

### Charleston Sales Office

Walker and Associates, Inc.  
1535 Hobby Street  
Suite 203F  
North Charleston, SC 29405

### DOD-East and Civilian Agencies

Joey Manno  
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Fax: 336-731-1578  
joey.manno@walkerfirst.com

### DISA, White House, Pentagon, and Strategic Accounts

Hayden Hoebeke  
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Fax: 336-731-1563  
hayden.hoebeke@walkerfirst.com

# STRATEGIC PARTNERSHIPS



## TOP MANUFACTURERS



## SECURITY PRACTICE



### #

3M

### A

Accurate Electronics  
**Adobe \***  
**ADTRAN \***  
 ADVA Optical Networking  
 AlliedTelesis Labs  
 Allot  
 Alpha Technologies  
 American Power (APC)  
 Amphenol Telect  
 Andrew  
 Avocent

### B

B&B Electronics  
 (IMC Networks)  
 Belden  
 Blackbox  
 Burndy

### C

C&D Technologies  
 Cambium Networks  
 Ceragon Networks  
 Champion One  
 Charles Industries  
 Chatsworth Products  
 Ciena  
 CommScope  
 Cornet Technology  
 Corning  
 Cortelco  
 CyberPower  
 CyberSecure

### D

**Dell/EMC \***

### E

Eaton  
 Eltek  
 EnerSys  
 ENET Solutions  
 EXFO

### Extreme \*

### F

F5  
 FEI-Zyfer  
 FireEye  
 Fluke Networks  
 Fortinet  
 Forum  
 Fujitsu

### G

GarrettCom  
 GE Energy  
 General Cable  
 GNB Industrial Power  
 Grandstream Networks  
 Great Lakes Case & Cabinet

### H

HellermannTyton  
**Hewlett Packard Enterprise \***  
 Hubbell Premise Wiring

### I

**Imagine Communications \***  
 Infinera  
 Ixia/Keysight Technologies

### J

Juniper Networks

### L

Lanner  
 Lenovo  
 Liebert  
 Lynn Electronics

### M

McAfee  
 Microsemi/a part of Microchip  
 Mitel  
 MNM  
 Motorola

### N

Network Integrity Systems  
 Newmar  
 Newton Instruments  
**Nutanix \***

### O

Omnitron  
 Optical Cable Corporation  
 Ortronics

### P

Panasonic  
 Panduit  
 Plantronics  
 Polycom  
 Positron  
 Preformed Line Products  
 Proofpoint  
 Pulse Secure

### R

RAD  
**Red Hat \***

### S

SafeNet AT  
 Siemon  
 Southwire  
 Splunk  
 Sumitomo  
 Superior Essex  
 Supermicro  
 Suttle  
 Symantec

### T

Telco Systems  
 Tellabs  
 Thomas & Betts  
 Tii Technologies  
 Transition Networks  
 Trimm  
 Tripp Lite  
 Trompeter

### V

Veritas  
 Vertiv  
 VIAVI  
**Vidyo \***  
**VMware \***  
 Vumii

### W

Westell  
 Wilmore Electronics

### Z

Zyxel

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