Buying for Ultra-Broadband Builds and Services

Where to buy equipment, software and services for delivering voice, video, data and more

If you are looking for help coordinating a complex network project, differentiating a multifamily property, delivering broadband to unserved or underserved communities, upgrading existing networks with state-of-the-art equipment, meeting customers’ insatiable demand for bandwidth or attracting new businesses to your community, this is the place to start.

The products and services described here make deploying networks and services faster, easier and less expensive than ever before. These vendors can help you plan and execute your project.

The 2015 Buyers Guide is for

- Property owners and developers
- Telecommunications service providers of all kinds
- Municipal officials and advisors
- Contractors, consultants, integrators and installers
- Banks and other capital sources.

In the index table, featured suppliers are in boldface.

Staff members participating in the production of this section included Irene Prescott and Dennise Argil.

3-GIS
350 Market St.
Decatur, AL 35601
W: www.3-gis.com
Contact: Dustin Sutton
E: dsutton@3-gis.com

Customers: Telcos, Municipalities
Products/Services: Software

ADTRAN
901 Explorer Blvd.
Huntsville, AL 35806
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W: www.adtran.com
E: info@adtran.com

Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-ops

ADTRAN Inc. is a leading global provider of networking and communications equipment. ADTRAN’s products enable voice, data, video and Internet communications across a variety of network infrastructures. ADTRAN solutions are currently in use by service providers, private enterprises, government organizations and millions of individual users worldwide. For more information, please visit www.adtran.com.
## CUSTOMERS

- MDU/PCO
- Telcos
- Cable TV
- Hospitality
- Municipalities
- Electric Co-ops

## PRODUCTS AND SERVICES

- Voice/Video/Internet Services
- Outside Plant
- Inside Plant
- Wireless Broadband Equipment
- In-Home Cabling and Networking
- Test Equipment
- Wireline Broadband Equipment
- Software
- Optical Fiber and Cable
- Design/Engineering/Construction
- Video Headends
- Training
- Customer-Premises Equipment

### COMPANY

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### Advanced Media Technologies

3150 SW 15th Street  
Deerfield Beach, FL 33442  
P: 954-427-5711  
W: www.amt.com  
Contact: Rob Narzisi  
E: rnarzisi@amt.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities

**Products/Services:** Outside Plant, Inside Plant, Test Equipment, Wireline Broadband Equipment, Video Headends, Design/Engineering/Construction, Customer-Premises Equipment

Advanced Media Technologies (AMT) is a value-added reseller of high-performance broadband products specializing in data over DOCSIS solutions. AMT offers end-to-end data services, including expert design and engineering of data systems; equipment purchase, installation and configuration of CMTS;
RF network testing and validation for distribution systems; purchase and provisioning of cable modems and routers; and ongoing technical support for installation and subscribers.

AMT also offers a complete line of FTTH, IPTV and CATV products from leading manufacturers such as Adtec, Amino, ARRIS, ATX Networks, Blonder Tongue, Casa, Drake, EG7, Emcore, Olson Technology, Pacific Broadband Networks, Imagine Communications and ZeeVee. AMT has unmatched inventory of stocked items, including CMTS, digital and analog headend products, digital encoders, line gear, cable modems and gateways, and digital QAM and IP set-top boxes. Located in Deerfeld Beach, Fla., AMT is a subsidiary of ITOCHU International, the North American subsidiary of ITOCHU Corporation of Japan.

**AFL**
170 Ridgeview Center Dr.
Duncan, SC 29334
P: 864-433-0333
W: aflglobal.com
Contact: Dennis Parks
E: sales@aflglobal.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-ops


AFL provides industry-leading products and services to the communications, broadband, enterprise and many other markets. Our diverse product portfolio includes fiber optic cable, outside-plant equipment, connectors, fusion splicers, test equipment and training. AFL also provides PON and point-to-point electronics through a systems integration approach for FTTx applications, offering a “last mile” strategy. AFL’s service portfolio includes leading positions with telecommunications companies supporting both the inside- and outside-plant areas. We provide engineering/program management services, material acquisition/manufacturing integration, installation services, test, turn-up and maintenance.

AFL’s newest products include FlexScan, a pocket-sized, handheld OTDR that provides fast, accurate fiber optic network characterization and fault location. Combining SmartAuto data acquisition with event analysis and intuitive LinkMap display, FlexScan enables technicians to quickly and easily troubleshoot faulty optical networks or completely characterize newly installed networks. Learn more at www.aflglobal.com.

**ATX Networks**
1-501 Clements Rd. W
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Contact: Tim Buck

BEC Technologies Inc.
1500 Precision Dr., Suite 100
Plano, TX 75074
P: 972-422-0877
F: 972-422-0886
W: www.bectechnologies.net
Contact: D’Andre Ladson
E: dladson@bectechnologies.net

**Customers:** MDU/PCO, Telcos, Hospitality, Municipalities, Electric Co-ops

**Products/Services:** Wireless Broadband Equipment, Wireline Broadband Equipment, Customer-Premises Equipment

BEC Technologies is a leading developer and manufacturer of next-generation wired and wireless IP networking solutions for mobile operators, residential, enterprise and Industrial markets. BEC’s comprehensive product portfolio of solutions incorporates xDSL, 3G, 4G/LTE, fixed data routers, VoIP/VoLTE gateways, rugged outdoor, industrial/M2M connectivity, public safety, fleet/telematics and cloud-based remote device management. Our solutions are designed for high availability, reliability and secure connectivity, all backed up with class-leading technical service and support. Managing millions of connected devices worldwide, BEC is driving the global transformation to a connected world!

For more information, please visit www.bectechnologies.net or follow us on Twitter @BECTechnologies.

**Calix**
1035 N. Mcdowell Blvd.
Petaluma, CA 94954
P: 707-766-3000
W: www.calix.com
Calix is a global leader in access innovation and North America’s leading provider of fiber access solutions, systems, software and services. Municipalities and utilities worldwide leverage Calix fiber access expertise to become the broadband service provider of choice to their subscribers. Visit www.calix.com for more information.

Charles Industries
5600 Apollo Drive
Rolling Meadows, IL 60008
P: 847-806-6300
F: 847-806-6231
W: www.charlesindustries.com
Contact: Kevin Clayton
E: mktserv@charlesindustries.com

Customers: MDU/PCO, Telcos, Cable TV, Municipalities, Electric Co-ops
Products/Services: Outside Plant, Inside Plant, Wireline Broadband Equipment, Customer-Premises Equipment

CFIT – FLEX UNIVERSAL ENCLOSURES
Fiber, copper or coaxial … new CFIT-Flex Universal Enclosures from Charles Industries handle it all. Universal backplanes and interchangeable feed and drop cable ports allow these versatile indoor/outdoor enclosures to meet multiuser FTTx deployment challenges regardless of splicing technique, fiber type or the use of preconnectorized cable. Optional swing-out or fixed fiber bulkheads provide technician-friendly access to feed and drop cables without disturbing existing subscriber connections. CFIT-Flex are wall, pole, or post mountable and constructed of lightweight, rugged polycarbonate. Compact size distributes up to 24 fibers, and standard size distributes up to 72 fibers. CFIT-Flex Universal Enclosures are ideal for MDU deployments and are available in many optional configurations, including cable storage and fiber reel models.

Clearfield
7050 Winnetka Ave. N.
Minneapolis, MN 55428
P: 763-476-6866
W: www.seeclarfield.com
Contact: Jennifer Childs
E: jchilds@clf.net

Customers: MDU/PCO, Telcos, Cable TV, Municipalities, Military, Data Centers

Looking for a better way to consolidate, protect and distribute fiber? Clearfield’s approach to fiber management promises scalable deployment, craft-friendly operation and unsurpassed performance.

Plug-and-play solutions are being called upon to reduce labor at the time of installation. But traditional plug-and-play solutions put an added burden on network design, requiring extensive site engineering to ensure proper lengths are called out. The new frontier in plug-and-play is Clearfield’s labor-lite technologies, which are more forgiving in the required pre-engineering. Labor-lite products take the reduced need for labor and skill level needed all the way back to the pre-engineering stage.

Laying out the backbone of the network with Clearfield’s FieldShield Pushable Fiber, FieldShield StrongFiber (the industry’s first 900um OSP drop cable) and preterminated, field-assembled (not spliced) connectors simplifies and speeds up fiber installations and maintenance and reduces the need for slack storage, the nemesis of traditional plug-and-play technology.

Corning Optical Communications
800 17th St. NW
Hickory, NC 28601
P: 828-901-5000
W: www.corning.com/opcomm
Contact: Carolyn Carlile
E: opcomm@corning.com
**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities

**Products/Services:** In-Home Cabling and Networking, Design/Engineering/Construction, Outside Plant, Inside Plant, Wireline Broadband Equipment, Training, Wireless Broadband Equipment, Optical Fiber and Cable

Corning invented the world’s first low-loss optical fiber in 1970. Since that milestone, we have continued to pioneer optical fiber, cable and connectivity solutions. As global bandwidth demand driven by video usage grows exponentially, networks continue to migrate from copper to optical-based systems that can deliver the required cost-effective bandwidth-carrying capacity. Our unrivaled experience puts us in a unique position to design and deliver optical solutions that reach every edge of the communications network.

Our Optical Communications segment has recently evolved from being a manufacturer of optical fiber and cable, hardware and equipment to being a comprehensive provider of industry-leading optical solutions across the broader communications industry.

This segment is classified into two main product groupings – carrier network and enterprise network. The carrier network product group consists primarily of products and solutions for optical-based communications infrastructure for services such as video, data and voice communications. The enterprise network product group consists primarily of optical-based communication networks sold to businesses, governments and individuals for their own use.

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**Display Systems International**
2214 Hanselman Ave
Saskatoon, Saskatchewan S7L6A4 Canada
P: 877-934-6884
W: www.displaysystemsintl.com
E: Sales@DisplaySystemsIntl.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-ops

**Products/Services:** Software

Especially popular with gated communities, multiple-dwelling units and private cable operators, DSI offers an inexpensive, professional way to display advertising, real estate, community bulletin boards and tenant information on a local cable channel. Our software can also be used in schools, hotels, hospitals, restaurants and shopping malls.

DSI is now the third-largest provider of on-screen scrolling TV listings guides in North America. With LineUp, you have complete control of the look of your TV listings by changing the logos, fonts, colors and information displayed. Combine with our character generator software to create zones for advertising and information such as weather and community events. We also do Web listings, which gives your customers access to an interactive website where they can view channels for hours ahead.

DSI now provides TV listings data for set-top boxes and passive guides. The data can be customized to the format that is best for you.

---

**Finley Engineering Company Inc.**
P.O. Box 148
Lamar, MO 64759
P: 417-682-5531
W: www.finleyUSA.com
E: b.ostrander@fecinc.com

**Customers:** Telcos, Municipalities, Electric Co-ops, Universities

**Products/Services:** Design/Engineering/Construction

Finley Engineering is acutely aware of the opportunities that fiber networks bring to communities of all sizes. Our goal is to work with organizations passionate about providing their end users with fiber connections to improve their quality of life and economic opportunities. Our experience ensures you have the information you need early in the decision-making process all the way through to lighting up your fiber connections. We specialize in end-to-end engineering consulting, project management, strategic planning, right-of-way and land services. At Finley, we don’t use one set of plans for all clients. We pay attention to the goal of your project, the internal parameters and outside forces to work within.
We create solutions uniquely generated for each project. For over 60 years, Finley Engineering has focused on delivering a high level of service and expertise. Our 95 percent client satisfaction scores are some of the highest in the industry.

**Gigabit Now**
12842 Interurban Ave S.
Tukwila, WA 98168
P: 866-748-8066
W: www.GigabitNow.com
Contact: Dan Sivils
E: info@gigabitnow.com

**Customers:** MDU/PCO, Municipalities, HOAs and Small Communities
**Products/Services:** Design/Engineering/Construction

GigabitNow offers turnkey solutions for the planning, design, construction, operation and support of gigabit fiber networks. We offer custom fiber Internet solutions for communities and municipalities of all sizes nationwide. GigabitNow can consult with you to determine what network solution meets your community’s needs, develop a network design that fits your budget and handle all aspects of the construction of your fiber network. Once the network is constructed, we take care of everything from network management and daily operations to end-user support and billing. Get the benefit of our experience in real world fiber plant construction and operations. We are the solution to delivering gigabit community fiber networks.

**GLDS**
5954 Priestly Drive
Carlsbad, CA 92008
P: 760-602-1900
W: www.glds.com
Contact: Christine Brown
E: christine@glds.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-ops
**Products/Services:** Software

A **BROADBAND COMMUNITIES** Top 100 Company, GLDS sets the standard for best-of-suite broadband billing, customer management and provisioning. Stand-alone or cloud-based solutions, attractive Windows-based interface, and robust SQL database provide Tier-1 features without the Tier-1 price.

FTTH, IPTV, digital and analog set-top boxes, conditional access satellite receivers, cable modems, VoD and VoIP can all be managed directly from the WinCable and BroadHub billing systems. GLDS also offers a mobile app for field-based workforce management as well as telephone and Web-based customer self-care.

• Designed for anyone offering broadband or services over broadband
• Billing and provisioning support for FTTH, digital, IPTV, interdiction, VoIP and more
• Landlord/tenant billing options
• Low-cost stand-alone or cloud-based solutions

Serving small and mid-sized operators, GLDS has implemented its solutions for more than 400 broadband operators in 49 U.S. states and 45 countries worldwide. For more information, contact GLDS Sales at 800.882.7950 or visit www.glds.com

**Graybar**
34 N. Meramec Avenue
Saint Louis, MO 63105
P: 407-835-4521
F: 407-841-1611
W: www.graybar.com
Contact: Heather Delz
E: heather.delz@graybar.com

**Customers:** Telcos, Cable TV, Municipalities, Electric Co-ops
**Products/Services:** Outside Plant, Inside Plant, Wireless Broadband Equipment, In-Home Cabling and Networking, Test Equipment, Wireline Broadband Equipment, Optical Fiber and Cable, Customer-Premises Equipment

Graybar, a Fortune 500 company, specializes in supply chain management services and is a leading North American distributor of high-quality components, equipment and materials for a number of industries.

With $6 billion in revenue for 2014, Graybar employs thousands of men and women at more than 260 North
American distribution centers. As one of North America’s largest employee-owned companies, Graybar has the power and stability of a big company coupled with the integrity and drive of a neighborhood business.

Through its distribution network and value-added services, including kitting and integrated solutions, Graybar is helping its customers to power and network their facilities with speed, intelligence and efficiency. By adding sophisticated logistics and project management to its operations, Graybar has become a vital link in America’s supply chain.

Henkels & McCoy, Inc.
985 Jolly Road
Blue Bell, PA 19422
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W: www.henkels.com
Contact: Pete Freind, Marketing Communications Manager
E: pfreind@henkels.com

Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-ops, Power Utilities, Wireline and Wireless Carriers, Health Care, Education, Government

Products/Services: Design/Engineering/Construction

As a leading utility construction firm, Henkels & McCoy has served the evolving needs of the telecom industry since 1923. We have performed rollouts of both cable and fiber-to-the-home projects across the country, and our experience and ability to scale allow us to undertake FTTx projects of all sizes and complexity. As the demand for this technology continues to grow, Henkels & McCoy continues to deliver.

MaxCell
600 Plum Creek Drive
Wadsworth, OH 44281
P: 800-345-8454
W: www.maxcell.us
Contact: Mike Miller
E: Info@maxcell.us

Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Military

Products/Services: Outside Plant, Inside Plant

MaxCell is the only flexible fabric innerduct system designed specifically for the network construction industry. The unique fabric construction allows MaxCell to conform to the shape of cables placed within, greatly reducing the wasted space associated with rigid innerduct. Network operators who use MaxCell can increase their cable density by as much as 300 percent.

MaxSpace is a new, patent-pending, no-dig technology and construction method that safely removes existing innerduct from around active fiber optic cables with virtually no load on the cables and no interruption of service. As the innerducts are removed, cables migrate to bottom of the outer conduit. Once all innerducts are removed, up to 90 of conduit space is recovered, allowing up to nine more cables to be placed in the reclaimed space of a conduit that was once considered full.

Visit www.maxcell.us for more information.
Mesh Networks
16225 Park Ten Place, Suite 650
Houston, Texas 77084
P: 855-855-MESH
W: www.meshnetworks.com
Contact: Joanne Luger, Vice President Sales
E: Sales@themeshnetworks.com

Customers: MDU/PCO, Telcos, Hospitality, Municipalities, REITs

Who is Mesh Networks?
Mesh Networks (Mesh) was founded in 2006 and is the emerging leader in network and bandwidth management solutions for wired and wireless deployments to commercial and residential facilities. Mesh’s End2End Network and patent pending Bandwidth Management and Optimization Solutions for wired and wireless services are a fully scalable solution for delivering, managing, monitoring and monetizing reliable network connectivity for the property management, MDU, REIT or any management operation of commercial and residential facilities.

Whether you need superb bandwidth management, exceptional wireless coverage or a complete End2End Solution, Mesh’s networking experts can integrate their bandwidth management solutions into an existing system or design for a new development that includes expert design, execution, implementation, 24/7 monitoring and support.

Mesh’s experience and expertise are proven to help ease IT-related headaches by reducing IT and help desk costs, provide additional revenue opportunities and significantly increase site management and end-user satisfaction and quality of experience. Mesh Networks has you covered – everything from expert design, equipment selection, installation, IT management, maintenance, monitoring, ongoing support and future proofing is provided in a Mesh End2End Partnership.

Contact us today for more information about our bandwidth management and End2End network solutions. Call 855.855.MESH or email_sales@themeshnetworks.com.

North American Cable Equipment Inc.
1085 Andrew Drive, Suite A
West Chester, PA 19380
P: 800-688-9282
W: www.nace.tv
Contact: Kirk Davies
E: sales@northamericable.com

Customers: MDU/PCO, Telcos, Cable TV, Hospitality

North American Cable Equipment Inc. was founded in 1992 with headquarters in West Chester, Pa., and distribution centers in St. Peters, Mo., and Las Vegas, Nev. NACE manufactures five brands available through distribution: CableTronix, SecurityTronix, FiberTronix, DataTronix, and Symphonic Designs. NACE is a DIRECTV Master System Operator (MSO) for lodging, institutions and commercial markets and features fully staffed, award-winning technical support teams at both East and West Coast locations, and includes 24/7 support and assistance to clients installing digital headend systems and the DIRECTV Residential Experience (DRE). Please call our highly trained senior sales staff at 800-688-9282, email us at sales@nace.tv or visit us at www.nace.tv.

National Information Solutions Cooperative (NISC)
3201 Nygren Drive NW
Mandan, ND 58554
P: 866-999-6472
W: www.nisc.coop
Contact: Cathy Henn
E: cathy.henn@nisc.coop

Customers: Telcos, Municipalities, Electric Co-Ops
Products/Services: Software

NISC, a leading provider of information technology products and services, offers integrated software and hardware solutions to telecommunication companies, utilities, municipals, and other infrastructure industries and businesses in 49 states, American Samoa, Palau and Canada. NISC provides advanced, integrated IT solutions for subscriber billing, accounting and business solutions, engineering and operations, mapping, carrier access billing system, e-bills, end-user billing, wireless billing, self-service websites, switch and CATV provisioning, customer apps, as well as many other leading-edge IT solutions. NISC has facilities in Mandan, N.D., Lake Saint Louis, Mo., Cedar Rapids, Iowa, and Shawano, Wis., and employs more than 1,000 professionals among the four locations. Additional information can be found at www.nisc.coop.

OFS
2000 Northeast Expressway
Norcross, GA 30071
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W: www.ofsoptics.com
Contact: Michael R. Fortin
E: mfortin@ofsoptics.com

Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Electric Co-Ops
Products/Services: Outside Plant, Inside Plant, In-Home Cabling and Networking, Optical Fiber and Cable
OFS is a world-leading designer, manufacturer and provider of optical fiber, fiber optic cable, connectivity, fiber-to-the-subscriber (FTTxs) and specialty photonics products. We provide reliable, cost-effective solutions for a broad range of applications, including telecommunications, medicine, industrial automation, sensing, government, aerospace and defense. These products help our customers meet the needs of consumers and businesses both today and into the future.

Headquartered in Norcross (near Atlanta), Ga., OFS is a global provider with facilities in China, Denmark, Germany, Russia and the United States. OFS is part of Furukawa Electric Company, a multibillion dollar leader in optical communications.

Please visit www.ofsoptics.com.

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Pavlov Media
206 North Randolph
Champaign, IL 61820
W: www.pavlovmedia.com
E: sales@pavlovmedia.com

Customers: MDU/PCO, Student Housing
Products/Services: Voice/Video/Internet Services

Pavlov Media is headquartered in Champaign, Ill., and offers broadband and television services nationally. The company provides fiber services on its national backbone network, delivering speeds up to 10 Gbps. We specialize in private Internet Protocol networks designed, constructed and operated by a team of dedicated professionals from the multifamily real estate industry. We add value to properties and businesses by delivering IP products that enhance customer satisfaction and protect assets.

Pavlov Media staff has a combined century’s experience serving student housing and multiple-dwelling-unit communities. In addition, Pavlov Media owns and operates drilling, boring and excavating equipment with experienced crews building fiber optic networks.

Pavlov Media cloud services help customers maximize the value of their broadband connectivity. In addition, Pavlov Media now provides gigabit Wi-Fi speeds as well as gigabit to 10 gigabit Ethernet speeds through fiber optic networks.

For more information, visit www.pavlovmedia.com.

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Preformed Line Products
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Mayfield Village, OH 44143
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W: www.preformed.com

Contact: Jean Reilly
E:jreilly@preformed.com

Customers: MDU/PCO, Telcos, Cable TV, Electric Co-ops
Products/Services: Outside Plant, Inside Plant, In-Home Cabling and Networking, Training

PLP offers innovative product solutions such as the COYOTE family of fiber optic splice closures, organizers and trays and the ARMADILLO family of copper splice closures and accessories. The reliability of our full line of fiber optic, copper, demarcation, bonding, strand and cable solutions, combined with our knowledgeable sales team and technical support services, make Preformed Line Products the connection you can count on.

Our technical support and customer service people are there when you need them to assist in specifications, to work with you in the field and to help you with problems. And in the event of an emergency, we are there to make certain you immediately have the products, services and support you need to restore service to your customers quickly.

Commitment to quality is not just a goal at PLP, it’s an obsession. In our engineering laboratories, on the manufacturing line and all the way to field installation, it’s the guiding principle of everything we do.

Visit www.preformed.com or call 440-461-5200.

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55 Church Street, Suite 200
New Haven, CT 06510
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W: www.spotonnetworks.com
Contact: Richard J. Sherwin
E: rsherwin@spotonnetworks.com

Customers: MDU/PCO, Hospitality, Municipalities
Products/Services: Voice/Video/Internet Services

Spot On Networks ("SON") is a wireless internet service provider and wireless consulting company representing tens of thousands of residential and commercial tenants nationwide. SON designs, deploys and manages carrier-grade Wi-Fi,
Wi-Fi Calling and CellBoost networks to multifamily, senior living, hospitality, retail and commercial buildings. Spot On’s wireless networks are backed by patent-pending network architecture and UserSafe technology.

SON is the leading provider of managed Wi-Fi networks and in-building voice solutions to the U.S. multitenant housing market and is a trusted leader in wireless since 2004. SON develops Wi-Fi–backed solutions to solve the most pressing problems today’s building owners face.

To schedule a private webinar on in-building Wi-Fi and/ or voice solutions for your company, please contact marketing@spotonnetworks.com.

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**TVC Communications, a Division of WESCO Distribution Inc.**

800 Airport Road
Annville, PA 17003
P: 888-644-6075
W: www.tvccinc.com
E: sales@tvccinc.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities


TVC Communications, a division of WESCO Distribution Inc., provides the products and services operators need to build, upgrade and service their FTTx networks.

With the increased bandwidth demands from subscribers placed on operators, you need a trusted partner to ensure your network runs smoothly, is easily scalable and provides operators with return on their investment. TVC’s unique position with the premier fiber optic suppliers, coupled with our strategically located distribution centers, provides our customers with the largest and most diverse product offering in the fiber network construction market today.

No matter the application – from traditional aerial and underground construction, headend/central office/data centers and HFC projects, to the latest Metro and Gigabit Ethernet applications for your business customers – TVC will provide you with end-to-end FTTx solutions.

TVC, Fiber Optics and You – the Perfect Network Connection.

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**Varasset**

7710 NE Greenwood Drive, Suite 210
Vancouver, WA 98662
P: 360-882-4002
W: www.varasset.com
Contact: Dane Chaney
E: info@varasset.com

**Customers:** Telcos, Municipalities, Electric Co-ops

**Products/Services:** Software

Varasset is enterprise software for managing construction projects and long-term preventive maintenance of your capital assets. Highly configurable, Varasset easily adapts to your evolving business.

Implemented in power, cable and telco companies across the country, Varasset’s integrated mapping, dashboards and analysis tools help you visualize patterns, manage and prioritize projects, and automate work orders and notifications.

Crews and contractors use Varasset for field inspections and preventive maintenance.

Varasset can be implemented quickly and is designed to easily interface with your GIS and other enterprise software.

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**ViewTEQ**

1020 NW 6th Street, Suite A
Deerfield Beach, FL 33442
P: 954-351-1121
W: www.viewteq.com
Contact: Charlie Mildenberger
E: charliem@viewteq.com

**Customers:** MDU/PCO, Telcos, Cable TV, Hospitality

**Products/Services:** Inside Plant, Test Equipment, Optical Fiber and Cable, Video Headends, Customer-Premises Equipment

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The ViewTEQ headend product line offers operators a variety of solutions for their signal management needs, including IPTV options. The test equipment line provides field personnel with tools needed for verification of optical and RF signals. The drop security product line and other drop products provide networks with protection from unwarranted intrusion, theft of service and introduction of signal interference.

XFINITY Communities
One Comcast Center
Philadelphia, PA 19103
Contact: Mike Slovin,
VP Xfinity Communities
E: michael_slovin@cable.comcast.com
W: xfinity.com/xfinitycommunities

Customers: MDU/PCO
Products/Services: Voice/Video/Internet Services

XFINITY Communities brings better to life – providing your property and residents with a better network, better entertainment and better service. With fiber-based custom network solutions, a one-of-a-kind interactive TV experience with the X1 Entertainment Operating System, and our new dedicated property support, we provide an end-to-end service that simply translates to better living. Every building houses a community. Becoming an XFINITY Community lets you give residents access to an entertainment experience like no other with the best in TV, Internet, voice, home security – and X1, the most complete way to access entertainment on any screen. Plus, as a leader in innovation and advanced technologies, we are proud to offer our new Advanced Communities Network – a fiber network solution that can help attract new residents while giving existing residents what they are looking for.

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