

Buying for Ultra-Broadband Builds and Services

The best places to buy equipment, software and services for delivering voice, video, data and more

Here's what you need to differentiate a multifamily property, deliver the benefits of broadband to unserved or underserved communities, upgrade obsolete networks with state-of-the-art equipment, increase revenues with advanced services, meet customers' insatiable demand for bandwidth or attract new businesses to your community. The new products and services described in these pages continue to make deploying networks and services faster, easier and less expensive than ever before. These vendors can help you plan and execute your project.

The 2014 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.

Advanced Media Technologies

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

Products/Services: Outside Plant, Inside Plant, Test Equipment, Active Electronics, Headends, Customer-Premises Equipment

Advanced Media Technologies Inc. (AMT) is the performance leader among CATV and broadband electronic equipment providers. As a value-added reseller of high-performance



products from the world's most recognized manufacturers, AMT targets emerging technology applications in broadband with a complete line of products for

CATV, IPTV and FTTH.

AMT's product offerings also include many of the industry's leading manufacturers, such as Arris, Amino, Blonder Tongue, Pacific Broadband Networks, EGT, RGB Networks, Adtec, Drake, Olson Technology and Emcore.

AMT specializes in prebuilt headends, CMTS turnkey deployments and fiber optic distribution systems. In addition, AMT's engineering and professional services deliver your complete broadband end-to-end solution.

BUYERS GUIDE

COMPANY

COMPANY	CUSTOMERS					PRODUCTS AND SERVICES											
	MDU/PCO	Telcos	Cable TV	Hospitality	Municipalities	Voice/Video/Internet Services	Outside Plant	Inside Plant	Wireless	Structured Wiring	Test Equipment	Active Electronics	Software	Design/Construction	Headends	Training	Customer-Premises Equipment
Advanced Media Technologies	✓	✓	✓	✓	✓		✓	✓			✓	✓			✓		✓
AFL	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Anritsu Company	✓	✓	✓	✓	✓						✓		✓				
AT&T Connected Communities	✓					✓			✓								
ATX Networks	✓	✓	✓	✓	✓		✓	✓				✓			✓		✓
Cablesys	✓	✓		✓	✓			✓		✓							
Calix		✓	✓		✓							✓	✓				✓
Charles Industries Ltd.	✓	✓	✓		✓		✓	✓	✓								✓
Clearfield	✓	✓	✓		✓		✓	✓	✓								✓
Comcast	✓																
Com Net Inc. (CNI) / Independents Fiber Network		✓			✓	✓											
COS Systems	✓	✓	✓	✓	✓								✓	✓		✓	
DrayTek Corp.		✓	✓	✓					✓								✓
Finley Engineering		✓			✓									✓			
Fujitsu Network Communications Inc.		✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓
GLDS	✓	✓	✓		✓								✓				
Graybar		✓	✓		✓		✓	✓	✓	✓	✓						✓
ICC	✓	✓		✓	✓			✓		✓						✓	
Millennium	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓					✓	
Multicom		✓	✓	✓	✓		✓	✓	✓	✓	✓			✓	✓	✓	✓
OFS	✓	✓	✓		✓		✓	✓	✓								✓
Pace International	✓	✓	✓	✓			✓	✓			✓	✓		✓	✓	✓	
Power & Tel	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓		✓
Preformed Line Products		✓	✓		✓		✓	✓									✓
Primex Manufacturing Ltd.	✓	✓	✓				✓	✓		✓							
Spot On Networks	✓			✓	✓	✓			✓								
Sumitomo Electric Lightwave	✓	✓	✓	✓	✓		✓	✓	✓	✓					✓	✓	✓
Time Warner Cable	✓					✓											
TVC Communications, A Division of WESCO Distribution, Inc.		✓	✓	✓	✓		✓	✓	✓	✓	✓			✓	✓	✓	✓
ValuePoint Networks	✓			✓	✓				✓		✓						✓
Verizon Enhanced Communities	✓					✓		✓									✓
ViewTEQ	✓	✓	✓	✓							✓	✓			✓		✓

AFL

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

Products/Services: Outside Plant, Inside Plant, Wireless, Structured Wiring, Test Equipment, Active Electronics, Software, Design/Construction, Headends, Training, Customer-Premises Equipment

AFL provides industry-leading products and services to the communications, broadband, electric utility, enterprise,

mining, nuclear, wireless, renewable and intelligent grid industries, among others. AFL's diverse product portfolio includes fiber optic cable, such as aerial, loose tube and premises; outside-plant equipment, including closures, NIDs and cabinets; connectors and assemblies; fusion splicers and test equipment; education and training. AFL's service portfolio includes market-leading positions with the foremost telecommunications companies supporting both the inside- and outside-plant areas. AFL provides engineering/program management services, materials acquisition and manufacturing integration, installation services, test, turn-up and maintenance.

Whether you are building, upgrading or expanding a network, AFL provides the most technologically advanced solutions for your networking needs. At AFL, we connect.

Anritsu Company

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

Products/Services: Test Equipment, Software

Anritsu Company is the American subsidiary of Anritsu Corporation, a global provider of innovative communications test and measurement solutions for more than 110 years. Anritsu provides solutions for existing and next-generation wired and wireless communication systems and operators. Anritsu products include wireless, optical, microwave/RF and digital instruments as well as operations support systems for R&D, manufacturing, installation and maintenance. Anritsu also provides precision microwave/RF components, optical devices and high-speed electrical devices for communications products and systems. With offices throughout the world, Anritsu sells in more than 90 countries and has approximately 4,000 employees.

AT&T Connected Communities

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Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services, Wireless

AT&T Connected Communities is a specialized division of AT&T dedicated to creating alliances with apartment

ownership and management groups, single-family builders, developers and real estate investment trusts within our 22-state service area. As a leading global provider of high-speed Internet, digital TV, home phone service, and wireless communication services, our mission is to develop reliable technology solutions bringing AT&T's complete offering of the latest communications and entertainment services to your community and residents. Aligning with AT&T Connected Communities, which is backed by a single point of contact, ensures a rewarding marketing partnership and seamless technology deployment while increasing the value of your community.

ATX Networks

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

Products/Services: Outside Plant, Inside Plant, Active Electronics, Headends, Customer-Premises Equipment

ATX Networks is a global manufacturer of digital video products, including encoding and transcoding, EPG/stored/live content streaming, bulk content transition, multichannel encoding, RF and optical transmission, RF filters, transmitters/receivers, headend and MDU amplifiers, node segmentation, node/amp upgrades, monitor/control equipment, pads/EQs, drop amps, digital voice switches and connectors.

Cablesys

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Customers: MDU/PCO, Telcos, Hospitality, Municipalities, Data Centers, Enterprises, Military and Government Buildings, Educational Institutions, Medical Facilities

Products/Services: Inside Plant, Structured Wiring

Founded in 1997, Cablesys is a registered ISO 9001:2008 manufacturer for cable and connectivity solutions. We pride ourselves on quality and exceptional customer service. From inception, Cablesys engineers have always worked alongside our customers to explore all possible solutions. This paves the way so that we can always provide the most cutting-edge products in the data communications industry. Since then, we have been able to deliver unsurpassed technical service and products for a great value. Our friendly, diligent professionals

are available to provide you with support and assistance for all your connectivity needs.

Cablesys also offers a broad selection of product categories with a large inventory available at your fingertips. Along with our vast inventory, we are able to provide you with all of your custom cabling and labeling needs. As we grow, we will continue to expand our product portfolio with the latest innovations to stay in front of the technology curve. This way, the most progressive products are always easily and quickly accessible by you.

Calix

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Customers: Telcos, Cable TV, Municipalities
Products/Services: Active Electronics, Software, Customer-Premises Equipment

Calix is a global leader in access innovation. Its Unified Access portfolio of broadband access systems and software enables network and business transformation for communications service providers worldwide, allowing them to become the broadband service providers of choice to their subscribers. Visit www.calix.com for more information.

Charles Industries Ltd.

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Customers: MDU/PCO, Telcos, Cable TV, Municipalities
Products/Services: Outside Plant, Inside Plant, Wireless, Customer-Premises Equipment

Charles Industries has provided the telecommunications, broadband and utilities markets with nonmetallic distribution pedestals since 1968, and began offering fiber optic solutions in 2001 with the introduction of the industry's first nonmetallic fiber distribution pedestal. Today, Charles' outside-plant product lines include passive optical enclosures, including nonmetallic buried distribution pedestals and housings, below-grade and grade-level enclosures and a multitude of cabinet enclosure solutions to accommodate virtually every fiber type (ribbon, loose buffer tube or central core tube), distribution method (mechanical splice, fusion splice or preconnectorized) and FTTx deployment architecture. In addition, Charles offers an expansive line of active electronic enclosures for wireless backhaul, site support, small cell, base transceiver station

and DAS applications. Charles was named to **BROADBAND COMMUNITIES'** "FTTH Top 100 Companies" and "Top 100 MDU Technology Providers" lists in 2013.

Clearfield Inc.

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Customers: MDU/PCO, Telcos, Cable TV, Municipalities, Military-Government
Products/Services: Outside Plant, Inside Plant, Wireless, Customer-Premises Equipment

No matter whether you're delivering fiber to the home, business or cell site, Clearfield will lower your cost of broadband deployment. With its FieldSmart fiber management platform, CraftSmart OSP fiber enclosures and FieldShield microduct and pushable fiber system, Clearfield sets the standard for fiber performance and lowers the cost of broadband deployment. FieldSmart is the industry's only fiber management platform to be designed around a single architecture, the Clearview Cassette and xPAK. It supports a wide range of panel and cabinet configurations and pushable fiber technologies that integrate with Clearfield's Clearview Cassette and xPAK. Passive optical components are integrated within the FieldSmart architecture for user-defined split ratios and optimal resolution of fiber exhaust. CraftSmart is the industry's only field enclosure system optimized for fiber deployment. Clearfield's FiberDeep fiber patch cords guarantee performance at .2dB insertion loss. NASDAQ: CLFD

Comcast

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

XFINITY from Comcast provides residents with TV, Internet and voice services that work together so they can access and enjoy everything they love anytime, anywhere and any way they want. With Comcast's digital platform and continued innovation, properties are ready for advanced services now and in the future – making them more appealing to tech-savvy residents.

An interactive TV experience that gives residents instant access to all of their entertainment is the X1 Platform from XFINITY. It delivers integrated search results across live TV,

XFINITY On Demand and DVR, in addition to personalized recommendations and apps such as Facebook and Pandora.

The X1 Platform, which is currently rolling out across the Comcast footprint, incorporates IP technology using cloud servers on Comcast's network that allow Comcast to integrate interactive, customized apps and social media features with traditional video services.

Com Net Inc. (CNI) / Independents Fiber Network

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Customers: Telcos, Municipalities, B2B Market, Multisite Businesses

Products/Services: Voice/Video/Internet Services, Transport, Network Management



CNI was established in 1993 through a collaboration of 15 independent local exchange companies (ILECs) across Ohio. Currently, CNI has an ownership base of 21 ILECs and one electrical cooperative. CNI was established to help local service providers deliver quality voice, video and data services to their subscriber bases. Independents Fiber Network, a wholly owned subsidiary of CNI, was established in 2003 to provide Ethernet-over-fiber transport solutions to our customers and businesses for powering next-generation voice, video and data services. Both entities are Ohio-based companies and give our customers peace of mind knowing the services they receive are monitored by our 24/7/365 network operation center and supported by our 24/7/365 call center. Today, our services extend well beyond our local partners to serve customers and businesses through our national and international reach.

COS Systems

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Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Real Estate Developers

Products/Services: Software, Design/Construction, Training

From planning to managing, COS captures fiber ROI.

COS enables profitable fiber networks and boosts economic



development, quality of life and access to the global economy for all communities.

Until now, fiber deployments were constricted by best-effort estimates and assumptions. Now COS delivers tools for optimal ROI and real-time customer demand and supports planning, design and service professionals.

Eliminate any doubts. Drive profitable fiber network deployments with real revenue data. COS enables gigabit growth in your community with tools to

- Discover demand for fiber.
- Design networks for optimal ROI.
- Deploy with subscriber backing.

Prepare for 50+ years of economic growth. Give generations of your citizens the cutting-edge fiber infrastructure advantage.

Eradicate assumptions and speculation. See for yourself how COS delivers the key to gigabit growth. Learn more at www.COSsystems.com

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Contact: Julia Su

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Customers: Telcos, Cable TV, Hospitality, Small and Medium Business

Products/Services: Wireless, Customer-Premises Equipment

DrayTek, established in 1997 by a group of talented engineers, is now a world-leading supplier of state-of-the-art networking solutions. We have migrated from the leading provider of remote access solutions to the customized networking solutions for diverse local markets around the world. At present, DrayTek's solutions range from enterprise-level firewalls, mission-critical VPN/VoIP facilities for SOHO businesses, various xDSL/broadband CPE, to prospective telecommunications products and TR-069 central management solutions (e.g. VigorACS SI) that can meet the market trend and go above and beyond customers' expectations.

Our success comes from the way we build our brand. For us, DrayTek is not only a brand name but also a commitment to quality and service.

DrayTek

Finley Engineering

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Contact: Barb Ostrander

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Customers: Telcos, Municipalities

Products/Services: Design/Construction

At Finley Engineering, we are acutely aware of the demand for fiber networks and the opportunity these networks bring to communities of all sizes. Our goal is to work with organizations that have the passion for providing their end users with fiber connections to improve their quality of life and economic opportunities. We specialize in end-to-end engineering consulting for telecommunications, broadband, wireless, cable television and electric power transmission and distribution networks, as well as project management, five-year strategic planning, right-of-way and land services. Finley develops specific design criteria for clients' projects and follows through with detailed designs, construction documents, contracts, contract administration and materials lists. Once a project is underway, Finley can provide construction observation and project management. Finley has completed nearly 20,000 miles of FTTH projects and 100,000 homes with fiber. Founded in 1953, Finley Engineering Company is one of the largest telecom network design companies in the United States.

Fujitsu Network Communications Inc.

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Customers: Telcos, Cable TV, Hospitality, Municipalities, Research and Education, Health Care Providers, Transportation, Utilities, State Governments

Products/Services: Outside Plant, Inside Plant, Wireless, Active Electronics, Software, Design/Construction, Headends, Training, Customer-Premises Equipment

Fujitsu Network Communications Inc., headquartered in Richardson, Texas, has built communications networks for more than 30 years. We bring the power of information and communications technology (ICT) to communities, state and federal governments, utilities, large enterprises and major global service providers. Our expertise touches the lives of millions and enhances the technological vitality of communities.

Customers have long relied on Fujitsu as a trusted partner as they expand, modernize or build new fiber networks. We are experts in sourcing best-of-breed equipment, managing complex multivendor deployments and providing a complete suite of network integration services. We take a consultative approach to establish a communications baseline and then to analyze, create and implement a custom solution for your unique requirements. Then we collaborate with you to design, implement and manage your communications network so that you achieve the necessary communications infrastructure to help your community grow economically now and for years to come.

GLDS

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

Products/Services: Software

A **BROADBAND COMMUNITIES** FTTH Top 100 company, GLDS sets a new standard for cable billing and subscriber management software. WinCable's client/server architecture, attractive Windows design and robust SQL database provide optimal features, benefits and value.

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 billing system. GLDS also offers a mobile app for field-based workforce management as well as telephone and Web-based customer self-care.

WinCable

- Is designed for the requirements of private, franchised and municipal broadband.
- Has exclusive address-based features.
- Offers full support for interdigitation, FTTH, digital, IPTV, VoIP and more.
- Provides landlord/tenant billing options.
- Is available as a low-cost stand-alone or cloud-based solution.

Serving small and mid-sized operators, GLDS has implemented its solutions for more than 400 broadband systems in 49 states and 44 countries. For more information, contact GLDS Sales at 800-882-7950 or visit www.glds.com.

Graybar

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Customers: Telcos, Cable TV, Municipalities

Products/Services: Outside Plant, Inside Plant, Wireless, Structured Wiring, Test Equipment, Active Electronics, Customer-Premises Equipment

Graybar, a Fortune 500 company, specializes in supply-chain management services and is a leading North American distributor of components, equipment and materials for the electrical, communications, data networking, industrial and utility industries. With net sales of \$5.4 billion in 2012, Graybar employs approximately 7,400 people at more than

240 distribution centers throughout the U.S., Canada and Puerto Rico. It is one of North America's largest and oldest employee-owned companies.

Graybar distributes a wide array of broadband and utility components, equipment and materials that service independent telephone companies, IOUs and municipalities, RUS plow contractors, wireless backhaul providers, CO contractors, CLECs, MSOs and CATV companies. FTTx solutions and architectures, as well as related solutions and services, represent a significant portion of Graybar's broadband utility business.

Graybar stocks and sells nearly 1 million items from thousands of manufacturers. Through its distribution network and value-added services, including kitting and integrated solutions, Graybar is helping its customers power, network and secure their facilities with speed, intelligence and efficiency. Contact: heather.delz@graybar.com for additional information.

ICC

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Customers: MDU/PCO, Telcos, Hospitality, Municipalities, Enterprises, Military and Government Buildings, Educational Institutions, Medical Facilities

Products/Services: Inside Plant, Structured Wiring, Training

Since 1984, ICC has been manufacturing end-to-end structured cabling solutions for data, voice, audio, video and fiber optic connectivity. ICC products have been installed in commercial enterprises, educational institutions, residences, hospitals and government facilities across the nation. We offer thousands of product SKUs, including modular connectors, faceplates, patch panels, patch cords, premises cable, cable management racks, fiber optic systems, raceways, residential enclosures and more. Our elite installers prefer ICC products for their ease of use, proven performance and 40 percent savings over the big brands. Elite installers can offer a 15-year system performance warranty without certification; certified elite installers can verify a site and offer a lifetime warranty. Go online to icc.com/Elite and join Elite, or call us at 888-ASK-4ICC.

Millennium

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Customers: MDU/PCO, Telcos, Cable TV, Hospitality, Municipalities, Contractors, ITS DOT

Products/Services: Outside Plant, Inside Plant, Wireless, Structured Wiring, Test Equipment, Training

Founded in 2006, Lake Geneva, Wis.-based Millennium Communication and Electrical Products has already become one of the fastest-growing



companies of its kind across the nation. According to CEO James Kyle, this success can be attributed to a simple strategy adopted by the company: Pay close attention to what the customer needs and deliver unmatched service. Millennium has distribution warehouses in Lake Geneva, Wis.; Green Bay, Wis.; Chicago; Detroit; Indianapolis; Tampa Bay, Fla.; and Salt Lake City, Utah.

Multicom

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

Products/Services: Voice/Video/Internet Services, Outside Plant, Inside Plant, Wireless, Structured Wiring, Test Equipment, Active Electronics, Design/Construction, Headends, Training, Customer-Premises Equipment

Headquartered in Orlando, Fla., since 1982, Multicom is a world-class developer, manufacturer and stocking distributor of products used for video, data and voice solutions over fiber, copper and Wi-Fi for the U.S., Latin America and worldwide. Stocking 13,000 products from more than 270 of the world's major manufacturers, Multicom provides cost-efficient solutions and expertise to implement even the most sophisticated projects.

Multicom is proud to announce its new, affordable, GPON "Everything Included" video-data-voice-Wi-Fi solution and fiber optic product line – making it easy and affordable to deploy future-proof GPON networks in any location. Multicom's value-added services include designing distribution systems and providing a complete-priced bill of materials, then racking, balancing and crating your headend for a complete plug-and-play solution.

Multicom Invents: The Multicom TotalGUARDIAN MTG-EL24 is the most innovative remote headend server available on the market, allowing you to service and control headend equipment that has never had this capability

before, all remotely via a smartphone, tablet, laptop or desktop computer.

Multicom maintains sales offices, rep agencies and subdistributors throughout the Americas. For competitively priced products and services, call us at 800-423-2594, email multicom@multicominc.com or visit our premier Internet resource website at www.multicominc.com.

OFS

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A Furukawa Company

Customers: MDU/PCO, Telcos, Cable TV, Municipalities
Products/Services: Outside Plant, Inside Plant, Wireless, Customer-Premises Equipment

OFS can help to “Fiber-connect your Community” with high-performance, end-to-end solutions that deliver fiber directly to homes, businesses, MDUs and cellular/DAS sites. OFS’s innovative portfolio includes ultra bend-insensitive EZ-Bend Optical Cables and the EZ Bend InvisiLight Solution for MDU and in-home wiring applications, AllWave ZWP single-mode fiber, Fortex and AccuRibbon outside-plant cables, FITEL fusion splicers and DirectConnect optical splitters.

OFS’s corporate lineage dates back to 1876 and includes technology powerhouses such as AT&T and Lucent Technologies. Today, OFS is owned by Furukawa Electric, a multibillion-dollar global leader in optical communications. Headquartered in Norcross (near Atlanta), Ga., OFS is a global provider with facilities in China, Denmark, Germany, Russia, and the United States. For more information, please visit www.ofsoptics.com.

Pace International

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Customers: MDU/PCO, Telcos, Cable TV, Hospitality
Products/Services: Outside Plant, Inside Plant, Test Equipment, Active Electronics, Design/Construction, Headends, Training

Pace International is a DISH authorized distributor for private cable operator hardware and content and offers solutions to help operators offer voice, video and data services.

Power & Tel

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

Products/Services: Outside Plant, Inside Plant, Wireless, Structured Wiring, Test Equipment, Active Electronics, Headends, Customer-Premises Equipment

Power & Tel specializes in the procurement, sales and materials management of communications products. Our extensive distribution network provides groups such as service providers and contractors a critical link between their network needs and the manufacturers’ solutions for them. Power & Tel’s portfolio includes products and solutions for broadband access, CATV, cellular backhaul, FTTx, home networking, IPTV, MDUs, optical networks, outside plant, testing and much more. Utilizing our supply-chain experience and technologies allows you to focus on serving your customer instead of managing the costs of handling inventory.

Preformed Line Products

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Customers: Telcos, Cable TV, Municipalities
Products/Services: Outside Plant, Inside Plant, Customer-Premises Equipment



Preformed Line Products has offered solutions for the communications and energy industries for almost 70 years. PLP’s COYOTE fiber optic products are designed to offer the greatest flexibility when addressing the multitude of connection options required to support home and office networks.

COYOTE Access Solutions Cabinets (wall and rack mount), designed for indoor use, offer durable, protected, secure fiber splicing and connectivity. They can be ordered with adapter modules or preterminated to exact specs.

COYOTE Fiber Wall Plates and the patented COYOTE ACE (Adaptable Connection Enclosures) are compact fiber organizers used inside homes, offices or apartments. They consolidate multiple connection types within the same assembly and mount to a standard junction box or wall.

Visit PLP's website at www.preformed.com, email us at inquiries@preformed.com or call 440-461-5200 for additional information on these and other industry solutions.

Primex Manufacturing Ltd.

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Canada

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F: 604-881-7835

W: www.primexfits.com

Contact: Mahmud Harji

E: info@primexfits.com

Customers: MDU/PCO, Telcos, Cable TV

Products/Services: Outside Plant, Inside Plant,
Structured Wiring

Primex has been providing premium custom industrial plastic enclosures to leading telcos for years. We're the partner of choice for OSP and install-and-repair teams across North America. Our ability to design and deliver a top-quality, North American-manufactured product in collaboration with our customers, to meet every one of their enclosure needs, is what sets us apart. Primex enclosures perform like no others. Each is built specifically to answer the needs of today's broadband installers. They help telcos manage the transition to broadband with less cost and greater flexibility and adaptability for future technologies.

Spot On Networks

55 Church Street

New Haven, CT

P: 203-523-5210

F: 203-773-1947

W: www.spotonnetworks.com

Contact: Jessica DaSilva

E: jdasilva@spotonnetworks.com

Customers: MDU/PCO, Hospitality, Municipalities, Retail,
Restaurant, Commercial

Products/Services: Voice/Video/Internet Services; Wireless

Spot On Networks ("SON") is a wireless Internet service provider (WISP) providing managed UserSafe Wi-Fi networks to multitenant properties, hotels and commercial spaces. SON is the leading provider of managed Wi-Fi networks to the U.S. multitenant housing market and a trusted leader in hotel Wi-Fi since 2004. SON develops Wi-Fi-backed solutions to solve the most pressing problems today's building owners face.



Indoor cellular problems?
Get CellBoost™ TODAY!



The CellBOOST family of services provides cost-effective cellular signal solutions for properties that are experiencing poor indoor cellular coverage. In addition, CellBOOST enhances indoor radio signals, allowing first responders to have adequate indoor radio coverage.

WiFiPlus+ provides buildings with wireless energy management, building automation and security monitoring solutions to help properties save money on utilities, earn LEED credits, reduce their carbon footprints and build tech-savvy buildings of the future.

Spot On Networks is the only Wi-Fi provider with UserSafe technology. UserSafe guards network users from hacking and identity theft.

Sumitomo Electric Lightwave

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Research Triangle Park, NC 27709

P: 800-358-7378

W: www.sumitomoelectric.com, www.futureflex.com

Contact: Customer Service

E: info@sumitomoelectric.com

Customers: MDU/PCO, Telcos, Cable TV, Hospitality,
Municipalities, Enterprise and Data Center Networks

Products/Services: Outside Plant, Inside Plant, Wireless,
Structured Wiring, Test Equipment, Design/
Construction, Headends, Training, Customer-Premises
Equipment, Fusion Splicers, Field Installation Connectors



Sumitomo Electric Lightwave (SEL) is a major industry leader in the development, innovation and manufacturing of optical fiber and connectivity solutions to tailor fiber optic communication, wireless, residential broadband, FTTx, data center and enterprise networks.

By offering the industry's highest-quality and most reliable optical fiber, fiber optic cable, fusion splicing equipment and accessories, field-installable connectors, passive components, FTTx solutions, EPON equipment and FutureFLEX Air-Blown Fiber and Air-Blown Cable, SEL is the trusted solutions provider for many of today's major optical fiber network deployments.

Dedicated to continuous innovation, SEL introduces industry-first solutions that advance information and communications networks serving North, South and Central America. Backed by outstanding customer, engineering,



technical and training services, we partner with customers to achieve their network visions.

Established in 1984, Sumitomo Electric Lightwave is a wholly owned company of Sumitomo Electric Industries Ltd., the global leader in information and communications technology with over \$20 billion in revenue and 200,000 employees worldwide.

Time Warner Cable

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Contact: Dave Schwehm

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Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services

When you choose Time Warner Cable, you're partnering with an industry leader who is dedicated to helping property owners and managers exceed their goals. We're all about connecting people and businesses with information, entertainment and each other. That's why we bring you the latest innovations for your home and office – hundreds of

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Contact Joanne Luger at joanne.luger@twcable.com or 703-345-2749 today.

TVC Communications

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Customers: Telcos, Cable TV, Hospitality, Municipalities

Products/Services: Outside Plant, Inside Plant,

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Wireless, Structured Wiring, Test Equipment, Active Electronics, Design/Construction, Headends, Training, Customer-Premises Equipment

TVC Communications, a division of WESCO Distribution Inc., is the leading value-added distribution and supply-chain solutions provider specializing in communication and security solutions. Serving a diverse customer portfolio in the broadband, broadcast and government end market segments while providing the broadest product offering in the industry, TVC is committed to finding new ways to help our customers optimize their network deliverables for subscribers while minimizing their operational expenses.

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Visit www.tvcinc.com for more information.

ValuePoint Networks

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Customers: MDU/PCO, Hospitality, Municipalities, Education, Industrial

Products/Services: Active Electronics, Wireless, Customer-Premises Equipment

ValuePoint (VP) Networks makes products for authenticated Internet access of mobile devices and high-performance, seamless broadband connectivity. Our products are especially designed for guest networks, such as hotels, MTU/MDU, guest access within the enterprise, schools, hospitals, government and hot spots. These networks need affordable and higher bandwidth more than ever before. Our gateway controllers, link aggregators and Wi-Fi access products help you maximize and control your bandwidth so you get the most out of your available ISP connections. We have been helping thousands of solution providers implement efficient network systems since 2003. Choose VP Networks to minimize your capital requirements and improve your return on investment.

Verizon Enhanced Communities

13100 Columbia Pike
Silver Spring, MD 20904
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W: www.verizon.com/communities
Contact: Tom Nugent
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Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services, Wireless, Customer-Premises Equipment

Verizon Enhanced Communities is Verizon's business unit dedicated to serving single- and multifamily residential communities with Verizon FiOS TV, Internet, and phone services as well as cutting-edge applications that add value to your community, including Verizon Concierge, all delivered over the award-winning Verizon FiOS all-fiber-optic network.

Verizon offers a wide variety of programs that benefit property owners and unique services to enhance any community, differentiating it from a property without FiOS services. Verizon makes it easy, providing custom installation with dedicated management and engineering teams as well as ongoing customer service. Contact us and learn how your property can get an upgrade and benefit from the value of having an all-fiber-optic network at www.verizon.com/communities.

ViewTEQ Corp.

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

Products/Services: Test Equipment, Active Electronics, Headends, Customer-Premises Equipment

The new IPTV line available from ViewTEQ offers our customers the opportunity to provide the latest technology in a custom-fit package. The ViewTEQ headend product line offers operators a variety of solutions for their signal management needs. The ViewTEQ test equipment line provides your field personnel with the tools they need to verify optical and RF transmission, signal levels, clarity and targeted subscriber service. The ViewTEQ drop security line and our other drop products provide the required network protection from unwarranted intrusion, theft of service and introduction of signal interference. ❖