

Buying for Ultra-Broadband Builds and Services

The best sources of equipment, software and services for delivering voice, video, data and more

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

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

The 2020 Buyers Guide is for

- Property owners and developers
- Telecommunications service providers of all kinds
- Companies in related industries, such as electric utilities, looking to build broadband networks
- Municipal officials and advisors
- Contractors, consultants, integrators and installers
- Banks and other capital sources

Prospector, the 3-GIS web extension, brings the speed of an architectural engine to network planning. The tool looks across specific, user-defined variables such as existing infrastructure, regulations, geographic barriers and construction costs – then prescribes a least-cost route and places network features. Prospector’s machine-prescribed routes provide accurate cost estimates in minutes, find new revenue opportunities, and increase the scale of production. The prescriptive design automation Prospector provides allows for expedited planning workflow to get more fiber in the ground faster.

Staff members participating in the production of this section included Irene Prescott and Dennise Argil.
experience in the design and construction management of telecommunications and broadband networks, including FTTx and wireless technologies. ACRS offers its customers complete turnkey solutions, starting with our comprehensive business plans and financing acquisition. ACRS is also recognized as a national leader in the acquisition of low-interest loans and grants for broadband networks.

Some of our services include feasibility studies, business plans, initial planning and cost estimating, GIS and AutoCAD-based mapping, site acquisition, public and private right-of-way permitting, environmental clearances, inventory management, wireless and FTTx design, construction management and as-built records.

From the most rural parts of our country to the largest metropolitan areas, ACRS provides the highest-quality designs at competitive rates.

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ADTRAN
901 Explorer Blvd. NW
Huntsville, AL 35806
P: 800-923-8726
W: www.adtran.com

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

Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; Wireline Broadband Equipment

Broadband transforms communities, rebuilds urban centers, revitalizes schools, stimulates economic growth, and delivers innovative residential and business services. ADTRAN offers a broad portfolio of solutions designed to meet the needs of any service provider looking to deliver next-generation broadband services. Our 10G PON solutions offer the scale, reliability and flexibility to realize the future of converged residential and business networks, tactile internet, critical cloud services, IoT, and AR/VR applications. These solutions are complemented by a full array of turnkey services and support enabling broadband providers to deploy new services faster and more efficiently than ever before.

Advanced Media Technologies
3150 SW 15th Street
Deerfield Beach, FL 33442
P: 954-427-5711
Contact: Pam Princiotta
E: pprinciotta@amt.com
W: www.amt.com

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

Products/Services: Wireless Broadband Equipment; Test Equipment; Wireline Broadband Equipment; Video Headends

AMT is the performance leader among high-end broadband electronic equipment providers. As a value-added reseller of the most recognized manufacturers, AMT targets emerging technology applications including the Plume managed Wi-Fi service, a complete line of coax and fiber optic distribution equipment, CPE devices for video, data, OTT, IP and HDTV. AMT distributes CommScope/ARRIS, Harmonic, Cisco, Ruckus, Nokia, Amino, ATX, Blonder Tongue and more.

CenturyLink
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Denver, CO 80202
P: 318-340-5261
Contact: Dan O’Connell
E: connected.communities@centurylink.com
W: www.centurylink.com/connectedcommunities

Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services

CenturyLink is a global technology company headquartered in Monroe, Louisiana that provides communications, network services, security, cloud solutions, voice and managed services to customers worldwide.

CenturyLink Connected Community solutions provide advanced fiber technology and end-to-end service to property owners and their residents in ways that cable and satellite are hard-pressed to match. Our fiber internet allows people to stream, monitor, watch, game – whatever they want to do in their smart-connected homes.

The future is brighter with fiber. Set properties and communities apart from competitors with tailored solutions from CenturyLink, the Connected Community experts.

Charles Industries, LLC
1450 American Lane, 20th Floor
Schaumburg, IL 60173
P: 847-806-6300
Contact: Brad Wackerlin
E: mktserv@charlesindustries.com
W: www.charlesindustries.com

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

Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; Wireline Broadband Equipment

Charles Industries designs and manufactures buried distribution pedestals; indoor and outdoor power, battery and equipment cabinets; building terminals for both fiber and copper distribution; concealment shrouds; and below-grade handholes. The company serves telecommunications, wireless, broadband cable, municipal, utility and government service providers with end-to-end solutions tailored for both rural and metro deployments.

Charles’ ongoing enclosure innovation centers on creating solutions that significantly lower the cost of deploying FTTH, shorten installation timeframes, and provide flexibility and reliability to fiber networks. Charles Fiber Pedestals, CUBE Cabinets, CFIT and CFBT Building Terminals, and TRUE Below-Grade Enclosures all are designed to be as compact and lightweight as possible, while providing excellent technician access and user experience.
CHR Solutions
9700 Bissonnet, Suite 2800
Houston, Texas 77036
P: 713-351-5111
Contact: Nikki Johnson
E: Nikki.johnson@chrsolutions.com
W: www.chrsolutions.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Back-Office Software and Services; Design/Engineering/Construction

CHR is the leading provider of BSS/OSS software business solutions, broadband engineering services (including but not limited to outside plant engineering and network design), and managed IT and NOC services to communications service providers (CSPs). This includes telephone, internet, cable TV, utility providers and city municipalities. Our team of industry experts helps companies grow revenue and improve operations. CHR’s local presence, national network and global reach provide the scale and skill to elevate your business.

Clearfield
7050 Winnetka Ave. N.
Minneapolis, MN 55428
P: 763-476-6866
E: sales@clfd.net
W: www.SeeClearfield.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops; Government
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Wireline Broadband Equipment; Back-Office Software and Services; Optical Fiber and Cable; Design/Engineering/Construction; Video Headends

Cable in conduit (CIC) offers reduced labor and time during installation through a one-step approach. In addition, by preinstalling the cable, the chance of cable damage is virtually eliminated. These advantages have been realized for years in outdoor drop deployments.

Clearfield’s FieldShield D-ROP takes the best of CIC cable assemblies and pairs it with a pre-connectorized CIC cable assembly to bring those same cost and labor savings to MDU/MTU installations.

Once FieldShield D-ROP assemblies are placed in a living unit, the outer microduct is cut to length and easily slid off the fiber assembly, leaving the FieldShield pushable connector ready to accept its final housing. This housing installs in seconds to complete and plug into the individual living unit. Offering a one-pass solution that is not only craft-friendly and restorable, FieldShield pushable connectors are factory-polished and factory-tested, ensuring every connection is consistent and eliminating operator error during installation.

CommScope
1100 CommScope Place SE
Hickory, NC 28602
P: 828-324-2200
W: www.commscope.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Wireline Broadband Equipment; Back-Office Software and Services; Optical Fiber and Cable; Design/Engineering/Construction; Video Headends

CommScope FOSC 450 A4 Fiber Optic Splice Closure with one 4-port tap, 10 dB

• Single-ended, O-ring sealed dome closure for splicing feeder and distribution cables
• Gel cable sealing technology allows easy addition or removal of a wide range of cable sizes
• Compatible with most common cable types: e.g., loose tube, central core, ribbon fiber
• FOSC splice trays hinged for access to any splice without disturbing other trays
• Closure can be used in aerial, pedestal and underground (up to 5 meters) environments
• Compatible with CommScope’s CWDM modules and optical splitter trays
Corning Optical Communications
4200 Corning Place
Charlotte, NC 28216
Contact: Jillian Witz
E: witzjl@corning.com

Customers: MDU/PCO; Telcos; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Optical Fiber and Cable; Design/Engineering/Construction

FlexNAP System
Save time and money with our FlexNAP system, a pre-engineered, factory-terminated network access point integrated into fiber optic distribution cables. Designed for FTTH networks, the factory-tested and factory-sealed system deploys up to 50 percent faster than traditional deployment methods. Choose the FlexNAP standard, single-fiber or multiuse system depending on your network architecture.

EnerSys
2366 Bernville Road
Reading, PA 19605
P: 610-208-1991
W: www.enersys.com

Customers: Telcos; Cable TV; Electric Co-ops
Products/Services: Standby Power and Energy Storage: Batteries

Fiberdyne Labs, Inc.
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Frankfort, NY 13340
P: 315-895-8470
Contact: Peter Polis
E: peter@fiberdyne.com
W: www.fiberdyne.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops;
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and
Networking; Test Equipment; Optical Fiber and Cable; Design/Engineering/Construction; WDM Passives

**Fiberdyne Labs**

Fiberdyne Labs, Inc. manufactures cable assemblies, jumpers, pigtails, pre-terminated backbone cable, MPO cables and cassettes, termination boxes, 144 port 1U (available in February), fiber splitters, WDM passives, attenuators, media converters, switches and SFPs. Stock and custom capabilities are available on most products. We offer nationwide fiber characterization services and cabling infrastructure services.

**Fibnet Inc.**

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Concord, CA 94520
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Contact: Prashant Manandhar
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W: www.finet.net

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

**Products/Services:** Optical Fiber and Cable; Design/Engineering/Construction

The representative of OCC’s FPAC (stainless steel tube and metallic armored with Corning glass) fiber optic cable, which offers robust, reliable and scalable solutions for underground, underwater, air and other applications, mostly for rural broadband.

**GigabitNow**

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Seattle, WA 98168
P: 866-748-8066
Contact: Dan Sivils
E: dan@gigabitnow.com
W: www.gigabitnow.com

**Customers:** MDU/PCO; Municipalities

**Products/Services:** Voice/Video/Internet Services

GigabitNow offers turnkey solutions for the financing, planning, design, construction, operation, and support of gigabit fiber-to-the-home and wireless point-to-point networks. Offering custom internet solutions for small and medium communities nationwide since 2004, GigabitNow has expertise in a variety of fiber network architectures (FTTX), wireless, and outside plant (OSP) deployments. GigabitNow is expert in working with customers to determine the best fiber solution for their communities. We have several community fiber projects across the West Coast with specific experience in master-planned communities. We have completed both overbuild and greenfield fiber network construction projects, as well as point-to-point wireless deployments. Contact us today to discuss how we can bring gigabit fiber optic broadband to your community.

**PRIVATE EQUITY GROUP LOOKING TO INVEST – OR – PURCHASE**

**BROADBAND INFRASTRUCTURE SYSTEMS AND/OR PROVIDE EXPANSION CAPITAL**

- CATV Systems
- Fiber Systems
- Telcos
- Wireless Systems
- Municipal Networks

If you are interested in monetizing your investment or seek expansion capital, please contact:

512-266-1440

Or send a message to both emails:

chris@cbtyson.com • scott@widham.com
Hexatronic North America
4040 Finn Way, Suite 240
Lexington, KY 40517
P: 859-554-8877
Contact: Per-Anders Eriksson
E: nasales@hexatronic.com
W: www.hexatronic.com/us

Customers: MDU/PCO, Telcos; Cable TV; Municipalities
Products/Services: Fiber and Cable Connectivity; Optical Fiber and Cable; Design/Engineering/Construction

Our customers are at the heart of our business.
Hexatronic offers a wide selection of system solutions and products for transport, metro, access and submarine networks. We strive to strengthen our position as the leading player in the work of connecting people to the global digital infrastructure through continuous development of our system solutions and products. Our system solutions and products are designed to meet the needs of upgrading and network extension. The payoff is lifecycle cost control of a network. Based on know-how and experience from the companies within Hexatronic, we are able to offer the fiber optic product portfolio that meets all requirements in a fiber optic infrastructure.

Our system solutions consist of air blown fiber systems and network systems with traditional fiber optic drop cables. Our air-blown fiber systems are especially developed for metro and access networks with the highest requirements when it comes to scalability, short installation time, and performance.

A part of Hexatronic Group
Hexatronic Group specializes in product and system solutions primarily within fiber communications. It offers a broad range of product and system solutions with a focus on infrastructure for passive fiber optics. Hexatronic has the stability and resources of a large Group, combined with the flexibility and speed of a small company. Hexatronic operates in a global market and our customers are companies in the telecommunications industry, such as telecom operators, network owners, distributors and systems integrators. Hexatronic Group’s headquarters are in Sweden with sales offices and subsidiaries in Sweden, Norway, Finland, China, Great Britain, the United States and New Zealand.

MaxCell
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Wadsworth, OH 44281
P: 800-345-8454
Contact: Stephanie Beck
E: sbeck@maxcell.us
W: www.maxcell.us

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; Optical Fiber and Cable

Plan for the network of tomorrow when building today – with MaxCell Edge!
MaxCell, the flexible fabric innerduct, allows increased cable density in a conduit while preserving space for future bandwidth expansion. MaxCell’s unique fabric construction conforms to the cables placed within, greatly reducing wasted space compared with rigid innerduct.

Whether for greenfield or congested conduits, curb to building or ISP, MaxCell flexible fabric innerduct excels in all applications. Available in sizes to fit all conduits, MaxCell adds pathways quickly and is installed easily and cost-effectively.

The bottom line: MaxCell helps expand capacity today, preserves space for future bandwidth requirements, and reduces total project costs.

National Information Solutions Cooperative (NISC)
One Innovation Circle
Lake St. Louis, MO 63367
P: 866-999-6472
W: www.nisc.coop
Contact: Cathy Henn
E: cathy.henn@nisc.coop

Customers: Telcos; Municipalities, Electric Co-ops
Products/Services: Back-Office Software and Services

With the NISC User Services System, operating broadband service offerings at peak efficiency and providing true customer care and support of the IoT is now a reality. This auto configuration server management solution is a powerful, hardware-independent, cloud-based tool built to truly enhance customers’ internet experience and reduce truck rolls and customer support expense.

With the NISC User Services System, broadband providers can effectively resolve broadband service interruptions, or even correct them before customers become aware of an issue by managing the internet gateway and the devices behind it connecting to the broadband service. The critical component to this solution is customers’ ability to leverage those same tools – view their broadband usage, resolve connectivity issues, manage devices and receive alerts – to help them better understand their broadband providers’ services and satisfy their service needs largely on their own.
The OFS InvisiLight Optical Solution is a progressive system that enables fast, easy-to-install and almost-invisible fiber-drop connections for the indoor living unit (ILU) and multidwelling unit (MDU). OFS EZ-Bend Optical Fiber enables worry-free bending around the many tight corners typically found inside buildings and rooms. These optical fibers surpass the G.657.B3 technical standard, with a 2.5 mm bend radius, ensuring reliable, ultra-high-speed internet and services.

Using the InvisiLight ILU and InvisiLight MDU solutions helps make optical fiber easily available to each building tenant. These solutions can help accelerate the adoption of fiber optic services in residential or business premises by differentiating indoor fiber deployment from traditional methods. InvisiLight solutions can help significantly improve consumer experience while lowering costs and speeding installation. These benefits result in higher subscriber acceptance and take rates, higher profitability, and faster time-to-revenue for service providers.

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

Currently, Pavlov Media serves nearly 200 communities in 44 states and Canada. The company is the only MDU provider offering a 100 gigabit national backbone with 17 data centers and services delivered over its in-house-constructed-and-owned metro fiber optic rings. In addition, Pavlov Media is directly peered with more than 200 communities, which gives its communities direct access to the most popular content and improved performance.

Preformed Line Products (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 PLP the connection you can count on.

Our technical support and customer service representatives are there when you need them to assist with specifications, to work with you in the field, and to help with problems. In the event of an emergency, we are there to make sure you immediately have the products, services and support necessary to restore service to customers quickly.
Spectrum Community Solutions
400 Atlantic Street
Stamford, CT 06901
P: 833-267-6094
Contact: Christina Sedrak-Soliman
E: Christina.Sedrak-Soliman@Charter.com
W: www.spectrum.com

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

Spectrum Community Solutions is dedicated to the multifamily industry. By providing Wi-Fi, TV and voice solutions, we partner with multifamily housing professionals to enable them to exceed their goals and enhance their businesses. We give residents a best-in-class experience by integrating superior entertainment and communications products with dedicated 24/7 customer and technical support. This helps property owners attract and retain more residents and increases property values.

Spectrum Community Solutions delivers fast, reliable Wi-Fi access throughout a property with fiber-wired connection of up to 940 Mbps and a unique package of streaming video services that rewrites the playbook on resident entertainment. We provide the best in connectivity and entertainment for off-campus student housing, traditional housing, RV parks, marinas, mobile home/trailer parks and condos, all under your complete administrative control. Spectrum has launched Gigabit internet to residential customers in most markets, with wired download speeds of up to 940 Mbps and upload speeds of up to 35 Mbps.

Spot On Networks
55 Church Street Ste 100B
New Haven, CT 06510
P: 877-768-6687
Contact: Margot Sherwin
E: msherwin@spotonnetworks.com
W: www.spotonnetworks.com

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

Spot On Networks is a leading provider of managed Wi-Fi for the multifamily and commercial industry. Spot On’s wireless backbone allows for a suite of wireless services designed to mitigate in-building voice issues, increase property valuation, improve operations and delight residents. Wi-Fi calling and data services are seamless throughout a property, allowing residents to access voice and data streaming everywhere. Patented UserSafe technology guards residents from hacking, spoofing, and identity-theft across the entire network. It is centrally managed and remotely monitored from our 24/7 network operations center. We worry about residents’ voice and data services so you don’t have to.

CellBoost 4G/LTE – Solves in-building voice coverage
Today’s multifamily and commercial buildings are experiencing poor in-building voice coverage. CellBoost from Spot On Networks solves that. CellBoost uses a donor antenna system to pull outdoor cellular coverage inside a building. A CellBoost system can bring cellular coverage into an entire building or to the areas that lack coverage. CellBoost is quick to deploy and carrier-agnostic, making it the No. 1 choice for multifamily and commercial building owners.

RadioBoost – For emergency responders
RadioBoost creates safer buildings in the event of an emergency. RadioBoost is a public safety radio frequency booster system. It uses a rooftop donor antenna and antenna distribution to bring outdoor radio frequency inside a building. This system provides first responders with emergency communications radio coverage in the areas where they need it most.

Synergy Fiber
3131 S State St., Suite 307
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Contact: Jessica Jones
E: sales@synergyfiber.com

Customers: MDU/PCO, Hospitality
Products/Services: Voice/Video/Internet Services, Design/Engineering/Construction

Synergy Fiber is a leader in managed communications and delivering single-source MDU IT solutions. Our comprehensive portfolio and in-house support and project management allows us to streamline IT for property managers, owners and developers. Our industry-leading designs include gigabit fiber infrastructure, Ruckus Wi-Fi and DISH television.

Synergy supports more than 290 large-venue properties worldwide, including offices, student living, hospitality, senior living and health care facilities. We continue to manage and support network infrastructure upon project completion with our 24/7/365 global desk, providing building owners and managers peace of mind throughout the life of a property.

As market demands for IoT continue to increase, traditional amenity Wi-Fi is often too open or too closed to effectively support it. Synergy recognized this need and...
created a seamless integration system, allowing IoT devices to connect easily without compromising security.

Whether your project is new construction or retrofitting a property’s technology, Synergy can help achieve your goals.

TVC Communications
800 Airport Road
Annville, PA 17003
P: 888-644-6075
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E: sbeck@tcinc.com
W: www.tvcinc.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Test Equipment; Wireline Broadband Equipment; Back-Office Software and Services; Optical Fiber and Cable; Video Headends

TVC understands that successful supply-chain networks are about more than location. They’re about how suppliers, customers and products come together to create an efficient logistic- and supply-chain network. From sourcing, distribution, transportation and lean materials management to supply chain management, TVC can help unlock your supply-chain potential with reliable and economical solutions including:

- Materials Management/VMI
- Transportation/Logistical Support
- eCommerce/eProcurement Platform
- Product Training
- Network Design and Deployment
- Custom Packaging and Kitting

With decades of industry experience, we have the expertise to manage both simple and complex FTTx and 5G projects. Ask us how we can help optimize your supply chain, speed products to market, drive growth, and give you time to focus on your customers and your business.

Walker and Associates, Inc.
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Welcome, NC 27374
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W: https://walkerfirst.com

Customers: MDU/PCO; Telcos; Cable TV; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Test Equipment; Wireline Broadband Equipment; Optical Fiber and Cable

Walker and Associates is the premier source of telecommunications products for network operators, simplifying network deployments with expert installation, systems integration, and managed services.

Celebrating 50 years of business in 2020, Walker has remained a recognized industry leader, offering products that support leading-edge technologies such as switching, routing, Wi-Fi, microwave, NFV, Carrier Ethernet, VoIP, WDM, ROADM, packet optical networking, SDN, access technologies such as GPON, active Ethernet, fixed wireless, DSL and more.

Walker’s certified specialists help reduce costs associated with installing and maintaining equipment at the customer location. The company assists customers in solving today’s business challenges and increasing their ability to meet end-user expectations.

Since 1970, Walker has successfully serviced a dedicated customer base of more than 1,200 domestic service providers. Walker and Associates is headquartered near Winston-Salem, North Carolina, and is an ISO 9001:2015 quality-certified, women-owned corporation.

Zyxel Communications, Inc.
1130 N. Miller St.
Anaheim, CA 92806
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Contact: Bob McMillon
E: bobm@zyxel.com
W: www.zyxel.com/us

Customers: MDU/PCO; Telcos; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Test Equipment; Wireline Broadband Equipment; Optical Fiber and Cable

Zyxel, a pioneer in IP technology for more than 30 years, provides a complete portfolio of multiservice LTE, fiber and DSL broadband gateways, home connectivity solutions, smart-home devices, enterprise-class Ethernet switches, security and Wi-Fi equipment for small to mid-size businesses. Zyxel offers integrated, interoperable networking solutions based on open standards. Headquartered in Anaheim, California, Zyxel offers its partners service-rich solutions backed by a domestic team of logistical, sales and technical support professionals and broadband solution engineers.