

**21st ANNUAL VENDOR SHOWCASE  
FEBRUARY 20-21, 2018  
MACON, GEORGIA**

***Sponsored by GTA's Associate Members***

**AGENDA**

**Tuesday, February 20, 2018**

8:00 a.m.	Begin Setup for Vendors
11:00 a.m. - 12:00 p.m.	Whole Home Wireless ( <b>Patrick Moreno, Zyxel</b> )
2:30 p.m.	Registration
3:00 pm.	Welcome
3:10-5:00 p.m.	Table Top & Show Vehicle Displays
5:00-6:00 pm.	Reception

**Wednesday Morning, February 21, 2018**

8:00 a.m.	Continental Breakfast
8:30 a.m.	Welcome Back
8:35 a.m. - Noon	Table Top & Show Vehicle Displays

**TABLE-TOP DISPLAYS**

**3M COMPANY**

3M Communication Markets uses science to create a higher form of communication. With network solutions that connect people, build businesses and improve lives. We're helping companies thrive in today's data-driven economy. And pioneering new innovations for the future of mobility. Find out more at [3M.com/Telecom](http://3M.com/Telecom) or follow @3MNetworks on Twitter.

**ADTRAN**

Gigabit broadband is transforming the way we live, work and play. ADTRAN is accelerating the delivery of premium broadband with rapidly deployable solutions that leverage existing network infrastructure, speed time to market and reduce deployment costs.

**ADVANCED MEDIA TECHNOLOGIES**

AMT is the leading equipment distributor for ARRIS broadband products, Amino Communications and related IP equipment including: IP Set-Top Boxes, Satellite, Headend and Fiber Optics.

## **AFL**

Service providers are rapidly migrating to next-generation networks to meet customers' insatiable demand for reliable voice, video and data services over any device anytime, anywhere. At AFL, we offer a true end-to-end solution. From network design, engineering, construction and maintenance to hardware, connectivity products, fiber optic cable, fusion splicers, test and inspection equipment, and education, AFL has it all. No two network deployments are the same, with differences in cost, schedule and layout, but Service Providers can rely on AFL as their single source in the design and deployment of a custom, cost-effective fiber network.

With a reputation for safety, quality, competitive pricing and on-time delivery, AFL is recognized as a valued partner who can handle mission-critical tasks. By staying in tune with customer needs and creating relationships with other companies, AFL is able to bring the latest and most innovative products and services to the market.

## **AMINO TECHNOLOGIES, LLC**

Amino provides transformational solutions for the IP video business including IPTV, CATV, AndroidTV and OTT solutions.

## **BEC TECHNOLOGIES, INC.**

We will be bringing our wireline products offering the supporting technologies such: 802.11AC, Active Ethernet, Gigabit Services, IPTV/MMR, Remote Device Management and Home Networking: HomePlug AV2, G.Hn.

1. **8920 Ultimium Series of Routers. All-in-one routers** for all major broadband technologies such ADSL2+, VDSL2, xDSL bonding and FTTH. Product Models: 8920NE, 8920NX (High Power 802.11n) and 8920AC (latest generation wireless 802.11AC)
2. **Our Active Ethernet Products: Product Models:** BEC 9800VN, point-to-point (P2P) Fiber Gateway – featuring a combo WAN, 4-port Gigabit Ethernet Switch, PoE, VoIP, USB, Wi-Fi 802.11n access point, and Firewall. BEC FGS-2024-4S, 24-slot Gigabit SFP Aggregation Switch with Four Combo Ports – featuring all Gigabit interfaces, Redundant Power Option, RS-232 Console, QoS, Security and Gigabit uplink interfaces
3. **Gigabit Services Products: BEC VG-2600**, featuring Dual-WAN Broadband Connectivity: Gigabit Ethernet WAN or uplink interface for BEC 4G/LTE ODU, all Gigabit Ethernet interfaces, Wi-Fi 802.11n access point, VoIP and Stateful Inspection Firewall.
4. **BEC Cloud-Based Management Platform:** A centralized management platform designed to offer Service Providers remote access and managed devices.

## **BYERS ENGINEERING COMPANY**

From outside plant engineering services to creating geospatial software solutions, Byers Engineering Company has been serving the communications, utility, and electric industries for over three decades. Some of our specialties include network planning and design, staking and construction inspection, project management, RUS contract preparation and administration. Our innovative solutions and services help you gain a competitive advantage by enhancing productivity and improving customer service.

## **CALIX**

Calix is a global leader in access innovation. Its Unified Access portfolio of broadband access solutions, systems, software, and services enables network and business transformation for communications service providers worldwide – allowing them to become the broadband service provider of choice to their subscribers. Visit [www.calix.com](http://www.calix.com) for more information.

## **CCI SYSTEMS**

CCI delivers communication solutions and services across-the-network, aiding operators throughout the country. We combine forward-thinking engineering and the latest technology with practical field experience to grow our customer's business. At every stage—advising, creation, installation, optimization, assistance, and solution development—we work as a team to achieve a customer's goals. CCI delivers cutting-edge technologies in partnership with progressive engineers and industry leaders related to converged networks, access and media, mobility, data center, and cybersecurity. We build our services and solutions around these core technology focus areas to keep customers on the forefront of communications advancements. For more information visit [www.ccisystems.com](http://www.ccisystems.com).

## **CHARLES INDUSTRIES**

Charles Industries manufactures “Innovative Enclosed Solutions” including cabinets and shrouds, building terminals, pedestals, below grade enclosures and fiber accessories for wireless, fiber, copper, broadband & utility applications.

## **CHANNEL**

Channell Commercial is a manufacturer of outside plant fiber optic connectivity enclosures based out of Temecula California. We manufacturer splice enclosures, pedestals, fiber optic splitters and splitter cabinets, as well as the industry's strongest pound for pound hand hole in the industry.

## **CIENA**

Ciena Corporation, the network specialist, provides practical modernization of the electric grid by increasing the versatility and intelligence of the communications network. Ciena helps utilities change the way they compete by enabling new Smart Grid applications and service capabilities while delivering savings through operational convergence and software automation.

## **CONKLIN-INTRACOM**

Conklin-Intracom is an established IPTV middleware vendor - based in Duluth, GA - with over 10 years of IPTV experience, a record of continuous development and support for new end-user devices.

Conklin-Intracom's end-to-end fs|cdn® Anywhere platform enables service providers to deliver high-quality video to Roku, iOS and Android devices, web browsers and set top boxes. It combines middleware, conditional access, live TV, video on demand, restart TV, network DVR and TV anywhere.

Build an engaging, local, branded TV service and makes access to services ubiquitous across platforms. Allow subscribers to move between home TV service, apps on mobile devices and on-demand/DVR services with ease.

Our world-class engineering and support team is committed to providing fast response to every customer – regardless of size. Conklin-Intracom's single, integrated solution means service operators can accomplish the same with less complexity. The long-term benefits of this approach include better customer service, smoother introduction of new products and streamlined operational management.

Visit [www.conklin-intracom.com](http://www.conklin-intracom.com) for learn more.

## **CORE TELECOM SYSTEMS**

Core Telecom Systems is a supplier of brand new and surplus telecom equipment. Such as switching/routing technologies, broadband access and transport products, remote outdoor cabinets and a full line of fiber optic materials complete power systems. *Core is an authorized distributor for carrier class technology leaders, including:* Tellabs, Coriant, Eltek, PPC (formerly m2fx), Cambium Networks, Positron, Ruckus, Brocade, Smart RG, PSI, Primex, RG Nets, Allied Telesis, Clearfield, American Products, Purcell Cabinets, North Star Battery, Enersys Battery and Majorpower.

## **DIGITAL AGENT**

Digital Agent Telecom Professional Services offers 24/7 - 365 support for rural telecom providers. Our team of Network Engineers offer full coverage for: Routers, Switches, Engineering, DSL/CMTS/FTTx Management, VoIP, Virtualization, Servers, Workstations, Firewalls, Backup, Monitors, Performance Metric, and more.

Digital Agent provides a full suite of custom telecom services allowing customers to save up to tens of thousands of dollars annually on operational expenses. Rural telecom providers face unique challenges. Digital Agent has the staff and experience in place to manage those challenges.

## **ELECTRICOM, LLC**

ElectriCom provides all aspects of outside plant (including FTTx) construction; right-of-way services; structured data wiring (including residential as well as business); engineering, consulting and gas distribution.

## **ENFOPOINT SOLUTIONS**

enfoPoint Solutions specializes in designing, implementing and supporting high-performance networks for independent and rural telephone companies. We combine our engineering expertise in advanced routing and switching with best-available technologies to provide innovative and affordable solutions that help you maximize the business value of your network. Visit us at [www.enfopoint.com](http://www.enfopoint.com) to learn more.

## **ENGINEERING ASSOCIATES, LLC**

Engineering Associates, LLC (EA) is a licensed professional engineering firm providing engineering and turnkey project management services for the communication industry since 1954. We combine the extensive and diverse experience of our team of engineers to deliver the most efficient solutions to meet our client's unique goals. Our vast capabilities include the design of all of the latest wireless and wireline technologies, including Fiber-to-the-Home, Fiber-to-the-Cell-Tower, video, and wireless services. We specialize in providing state-of-the-art voice/data/video network designs in both rural environments and major metropolitan land areas. From strategic planning, designing, bidding, implementing, to acceptance testing, our wealth of resources and dynamic presence across the country allow us to successfully support the communications technology and project management needs of our clients today and as they grow.

## **GENUINE CABLE GROUP**

In June of 2014, Genuine Cable Group expanded its portfolio into the Broadband Markets. The Broadband Network Solutions Group focuses on independent telephone companies, RUS plow contractors, utilities, municipalities, electrical co-ops, wireless providers and their contractors, tower owners and CLEC's. Genuine Cable Group has developed a strong supplier line card. GCG's suppliers are considered the best in the industry. Genuine Cable Group has a large national logistics network of warehouses located across the United States to allow "just in time delivery" to our broadband customers. GCG has services and capabilities such as emergency services, staging and kitting, wire and cable management, reporting, product sourcing and other services to benefit our customers. Our toll free number is 844-447-7254. [www.genuinecable.com](http://www.genuinecable.com)

## **GEORGIA 811**

Georgia 811 provides the One Call process in the State of Georgia for "Calling Before You Dig". This includes providing a 3 digit phone number "811" for the entire state to get directly to the Center. We provide educational materials to all utility companies to get the "Call Before You Dig" message out to customers and excavators.

## **GEORGIA TRANSMISSION CORPORATION**

Georgia Transmission Corporation (GTC) is responsible for building and maintaining high voltage power lines and substations for Georgia's electric cooperatives. GTC has over 3,000 miles of transmission lines and rights-of-way in Georgia. GTC is interested in expanding their internal fiber network by working with the GTA members on joint fiber builds, shared use of new/existing fiber, fiber leases and other potential partnering opportunities.

## **GEORGIA UNDERGROUND AND SUPPLY**

Georgia Underground is your one-stop shop for all of your underground construction and utility supply needs. We've been serving the Southeast--and the rest of the world--since 1991. We carry the best and latest products from leading manufacturers. Our 61,000-square-foot warehouse stocks all the products you'll need, and our complete shop facility is designed to keep your equipment up and running.

## **GOLDFIELD TELECOM**

Goldfield Telecom is a national leader of independent distribution for cutting-edge telecommunications equipment, installation, integration, and distribution. We have been committed to assisting customers in reaching their competitive goals by offering proven technology solutions with value added pricing. Goldfield Telecom provides solutions to ILEC's, CLEC's, municipalities, wireless carriers, and universities

## **GRAYBAR ELECTRIC COMPANY, INC.**

Graybar Electric Company, Inc. a Fortune 500 company. We will be displaying: DC power shelves, Logistic Service, Electronics: (Nokia, Zhone) Test equipment: OTDR, Test equipment, Fiber identifiers, OSP products: Fiber, duct, handholes. For more information, visit [www.graybar.com](http://www.graybar.com) or call 1-800-GRAYBAR.

## **INNERDUCT.COM**

Innerduct.com is the largest independent supplier of HDPE Innerduct, Corning Glass Fiber, 20K Hand Holes and all associated underground and fiber optic material in the U.S.

## **INNOVATIVE SYSTEMS**

For many years, Innovative Systems has been a leading provider of solutions for the North American Tier 3 market with nearly 1200 systems deployed. eLation™, our OSS solution, includes integrated billing, financials, automated provisioning, ACS, and Staking and Mapping. The InnoStream™ server is our one-platform approach to IPTV solutions such as Middleware, VOD, Cloud DVR, Restart TV, HLS Packaging, Conditional Access, and the new IS-5112W set-top box. The APMAX™ hardware platform provides enhanced voice and hosted business solutions. The Innovative Systems Print Division specializes in full color printing of variable data statements and invoices for industries including telecom, utilities, and sanitation. For more information, visit [www.innovsys.com](http://www.innovsys.com).

## **INTELECA**

Inteleca represents all major technology brands such as Cisco, Juniper Networks, Extreme Networks, Brocade, HP, Dell, IBM and Lenovo. In addition, the company is an industry leader in all aspects of the secondary IT hardware market, including new and Inteleca-certified, pre-owned networking hardware. Further, Inteleca is the recognized secondary market leader in Optical Networking products, design, and services. Inteleca is an integral part of a global partner network that facilitates equipment delivery worldwide.

With in-depth product knowledge and the expertise to implement network design for the most demanding IT environments, Inteleca's certified technicians pass each piece of equipment through a rigorous inspection and testing process in its in-house laboratory. Inteleca has such a high level of confidence in its testing procedures, and in the quality and durability of its IT hardware, that it not only offers a 90-day warranty for resellers, but also a Lifetime Warranty for end users.

Through compliance with ISO 9001:2015, Inteleca ensures that it delivers consistent, high-quality products and services to its clients. The benefits of its solutions include mitigating the risk of downtime, reducing IT support and maintenance budgets, equipment retirement plans, asset refreshes, inventory management programs and end-of-lease terms. For decommissioned assets, Inteleca offers a variety of resale solutions: outright purchase, consignment, trade-in for future credit, or a combination of these approaches. For assets that have no recoverable value, Inteleca offers responsible recycling solutions according to EPA guidelines.

Inteleca was founded in 2009 and is headquartered in Smyrna, Georgia, USA.

## **INTELIQUENT**

Inteliquent offers voice origination, voice termination, toll free services, messaging, access tandem, local connect and local transit services. Inteliquent also offers a private label hosted product through our sister company Voyant.

## **KGP CO**

KGP Co is one of the country's largest single-source; value-added suppliers of supply chain services, communications equipment and integrated solutions to the telecommunications industry.

With a diverse and valued customer base, a national logistics network, and a portfolio of manufacturer partnerships that is second to none, KGP Co is well positioned to provide unique products and services to solve critical deployment needs.

## **KVA COMMUNICATIONS**

KVA Communications Inc has been providing exceptional service to the underground industry for the past 10 years. We specialize in placing fiber optic cable underground safely, efficiently and on time.

## **LITRA MANUFACTURING**

Litra MFG builds custom length fiber optic assemblies, including MPO style, electronic cable assemblies and wiring harnesses. Single mode and multi-mode fibers are available in single to high fiber counts in indoor, in/out and OSP configurations with or without armor. Applications include high speed voice, data, video, antenna and cell tower. We provide terminated copper cables, rack and wall mount fiber boxes, cassettes, pre-terminated FTTX tethers and closures, adapters, attenuators, test equipment and fiber cleaning accessories.

## **MAPCOM SYSTEMS**

Mapcom Systems is the developer of M4 Solutions – a visual operations platform that allows service providers to manage their workforce, as well as fiber, coax, wireless and copper networks, including both outside and inside plant at the physical and logical levels. M4 Solutions enables users to integrate and correlate data from existing billing, accounting, GPS tracking, element management, network monitoring and vehicle-tracking applications in a powerful visual interface to all network elements.

## **McCALL-THOMAS ENGINEERING COMPANY, INC.**

McCall-Thomas Engineering Company, Inc. has provided communications and electrical engineering services for over 70+ years to clients throughout the Southeast. With 6 professionally licensed engineers on staff we continue to stay on the cutting edge of technology within the communications industry meeting the needs of our clients. Please visit us at <https://www.mccallthomas.com>. We offer an extensive range of both central office and outside plant engineering services including:

- Project Management
- Certified RCDD
- Fiber Optic (FTTx) Design, Staking, Implementation & Testing
- Permits, Easements and Utilities Coordination
- RUS Loan and Grant Applications
- WiFi, WiMax and Microwave System Design
- Unmanned Aircraft Systems (UAS) Division
- Softswitch Planning and Implementation
- AC/DC Power, Bonding & Grounding Audits
- GPS Mapping & Inventory Services
- Arc Flash and Energy Audits and Infrared Thermography Inspections
- McT Learning and Technical Training Center

## **METASWITCH**

Metaswitch is the world's leading cloud native communications software company, constructively disrupting the way service providers build, scale, innovate, and account for communication services. Our award-winning solutions power more than 1,000 service provider networks.

## **NATIONAL INFORMATION SOLUTIONS COOPERATIVE (NISC)**

NISC is an information technology company that develops and supports advanced iVUE software, open-systems computer hardware and processing services for independent telecoms across the nation. NISC provides systems integration and software products such as Customer Care & Billing, Accounting, CABs, SmartHub, Mapping, Engineering and Switch and CATV provisioning.

## **NEONOVA**

NeoNova enables rural ISPs and businesses to focus on what they do best – taking care of the customer and bridging the digital divide. We help these service providers grow and delight their customers by delivering a wide array of applications, engineering and technical support services powered by the industry's top professionals. Visit [www.neonova.net](http://www.neonova.net) and follow [@NeoNova\\_NNS](https://twitter.com/NeoNova_NNS).

## **NOVALIGHT TELECOM SUPPLY**

NovaLight Telecom Supply sells all products and materials for the construction and maintenance of fiber optic and copper networks. With over 150 years of combined experience working for telecom providers, contractors, manufacturers and distributors, NovaLight has one of the most knowledgeable teams of associates in the industry. Our product offering includes all materials needed for Outside Plant applications. Whether your OSP construction project is aerial or underground, we can provide quality products at the best price possible, when and where you need them. We are constantly evaluating a wide range of national and international manufacturers of Fiber Optic and Copper Cables, Pole Line Hardware, Handholes, Conduits, Splice Cases, Fusion Splicers & Trailers, OTDRs, Tools & Equipment, and Locating and Route Marking Products, in order to provide the highest quality products available..

## **ONEPATH**

Onepath is the one source for all things to do with designing, deploying, and supporting technology – from cable to cloud. Whether it's IP video or network solutions for global Service Providers, installing digital menu boards at quick serve restaurants across the U.S., systems integration and wifi for one of the nation's newest stadiums, or providing managed IT support and managed call center services for fast-growing businesses – Onepath is the easier way to get hard things done. We bring more horsepower, more commitment, and a more complete game plan to Service Providers, Fortune 500s and local businesses. We are also exclusive distributor of Technicolor products, as well as Gold partner to many other products, including Cisco [www.1path.com](http://www.1path.com)

## **PALMETTO ENGINEERING AND CONSULTING**

Palmetto Engineering & Consulting has a staff of licensed professional engineers with numerous years of experience providing solutions for moderate to complex electrical and telecommunications projects. We deliver high-performance, client-specific services to help your organization reach its goals. Founded in 2006, PEC has quickly grown to include more than 100 employees, including 3 professionally licensed engineers. Our rapid growth can be attributed to our commitment to providing our clients with innovative solutions focused on their unique business needs. Our staff can assist clients in planning, designing, bidding, and implementing facility improvements to telecommunications networks. Field offices are strategically located to facilitate ease of access and operational efficiency for projects across the country. Areas of expertise include: network planning, outside plant design, staking, and construction surveillance; RUS/RDUP contracts and P & S; central office equipment planning, specifications development, assistance with bidding, grounding audits, and acceptance testing; facilities management/mapping services, GPS surveying, GIS integration and project management. From strategic planning, training, presentations, and customized programs for Boards of Directors to acceptance testing of the smallest projects, Palmetto Engineering & Consulting is capable of supporting your telecommunications requirements today and as you grow.

## **PEAK POWER SERVICES, INC.**

We are the C&D Technologies & Unipower Corp. Representative for Georgia and we will be displaying their Telecom Batteries & chargers at the show. We also will be show casing Peak Power Services which is a D/C Power company that specializes in Telecom, D/C power, & tower maintenance and services throughout the southeast.

## **POWER & COMMUNICATIONS SALES, INC.**

Tools and test sets for OSP provisioning of fiber and copper networks, including transport testing.

## **POWER & TEL SUPPLY**

Power & Tel specializes in the procurement, sales, and material management/logistics of products to the global communications marketplace. Our extensive distribution network provides you a critical and efficient link between your needs (AC/DC Power Systems, Broadband Networking, Data Center, Managed Inventory – PTMI®, Outside Plant and FTTx, Video/IPTV, Wireless Systems, Tools, Testing and more) and the manufacturers' solutions for them.

## **POWER-TEL UTILITY PRODUCTS, INC.**

Power-Tel Utility Products represents a range of user friendly products for the Telecommunications, Broadband, CATV and Power Utility markets. This year we will be displaying our new compact fusion splicers from FiberFox as well as new fiber management products from Multilink and Schonstedts' new multi-frequency Rex cable locator.

## **PRECISION OPTICAL TRANSCEIVERS, INC**

Precision Optical Transceivers is a system engineering company focused on optical transceivers (SFPs) and related active/passive optical components. For over a decade, we have helped build networks around the globe by providing high quality optical solutions. PrecisionOT holds a large inventory of virtually any SFP, CSFP, QSFP etc, all programed by our engineers in our Lab to be 100% compatible with any OEM switch or router. Our SFPs include 1G/10G/40G/100G solutions, DWDM and CWDM optics, along with SFP offerings for FTTH. We offer short lead times and in most cases, provide same day shipment as an order is received. At Precision, we value the importance of delivering a high-quality product that performs reliably throughout your network and our SFPs are backed by a full product replacement warranty at N/C. We pride ourselves on our engineering expertise and also provide free technical consultation to our customers.

## **PREFORMED LINE PRODUCTS**

Preformed Line Products (PLP) is a worldwide designer, manufacturer and supplier of high quality cable anchoring and control hardware and systems, fiber optic and copper splice closures, and high-speed cross-connect devices. Our core markets are divided into four distinct categories: communications, energy, special industries and solar. Through those categories, we serve a wide range of customers, including:

**Telecommunications network operators**

**Cable television and broadband service providers**

**Power utilities**

**Corporations and enterprise networks**

**Government agencies**

**Educational institutions**

**Specialized industries**

With groundbreaking and innovative solutions like our line of COYOTE® Fiber Optic Products, and our THERMOLIGN® family of power transmission products, PLP has consistently pioneered modern advances in communications and power utility networks since 1947.

We deliver added value to our customers through our expertise and our unparalleled customer support. Our flexibility and global presence allow us to respond to customer's needs quickly and with precision. This strategy allows us to help our customers to meet their business challenges head-on and achieve success.



## **PERFORMED LINE PRODUCTS (CONTINUED)**

Lean and modern manufacturing technologies ensure that PLP is able to quickly and efficiently produce a wide array of products. PLP holds ISO 9001:2008 and ISO14000 Certifications and meets testing specifications as defined globally and at the local level.

You can count on our products and our people day in and day out, year after year. Not just in friendly environments, but in hostile ones. That's because a steadfast commitment to quality is not just a goal at PLP, it's an obsession. In our engineering laboratories, on the manufacturing line, all the way to field installation, it's the guiding principle of everything we do. You can rest assured that the reliability of our products and the dedication of our people are the things that make Performed Line Products "the connection you can count on"

## **QUALITY STANDBY SERVICES**

Quality Standby Services offers the highest quality standby power systems and service in the industry. We offer engineering, sales, installation, testing and maintenance services. We are the authorized manufacturer's representative for EnerSys batteries. We provide standby power equipment from the major manufacturers to support your central office, remote and outside plant needs: 48 VDC rectifiers, distribution bays, batteries, inverters, UPS systems, converters, and monitoring systems. Our experienced technicians provide complete turn-key installation of the DC power system, including testing and commissioning.

## **RIBBON COMMUNICATIONS**

Ribbon Communications is a global leader in real-time communications and security solutions, providing communications software and infrastructure solutions to service providers and enterprises. The company's complementary product portfolio and expanded geographic reach provides customers with an expanded set of market-leading products and solutions. Ribbon is highly focused on providing customers with the best products and services to achieve positive business outcomes.

## **RTC ASSOCIATES, LLC**

RTC Associates is a regulatory tax compliance service company. RTC Associates provides a solution to the arduous process of regulatory and tax reporting. We keep up with the ever changing filing requirements so you don't have to. Our state of the art reporting system combined with our experience and commitment to customer service makes RTC Associates a name you can trust.

### **Services Provided:**

- . Telecom Regulatory
- . Tax Compliance
- . Corporate Services
- . Property Tax
- . Bill Rating and Reporting
- . Registered Agent Services
- . Tax Exemption

### **Why Choose RTC Associates:**

RTC Associates we pride ourselves on excellence in:

- . Customer Service.
- . 1 stop shop for all your Regulatory and Tax Compliance needs.
- . Up to 20% less than our competitors.
- . 1 Company/ 1 Account Manager....
- . 4-hour response window
- . Online portal 24/7 Access

For more information, please visit us at [www.rtc-associates.com](http://www.rtc-associates.com) or call 678-436-5590

## **SOUTHEASTERN SALES & MARKETING INC**

Representing the following, Leading Manufactures in the Industry:

**Dura-Line** – FuturePath, Micro Duct, HDPE conduit, Specialty conduit, Couplers, Pull Tape Cable Lube and other accessories for duct products.

**EXFO** – Optical, FTTH, DSL IP Triple Play, Ethernet test equipment.

**GMP** – Fiber Optic Placing equipment, Cable Lashers, Duct Rodders, and a host of other product to make the craft persons job easier.

**MacLean Highline** – Handholes, Splice boxes, Vaults in 3 different materials, Polymer Concrete, Fiberglass, and Plastics.

**OFS** – Fiber Optic Cable, Optical connectivity, Splitters and distribution cabinets.

**Rhino Marking Systems** – Marking Post, Signs, decals and a host of specialty marking products.

## **SOUTHERN TELECOM**

Southern Telecom is the telecommunications subsidiary of Southern Company (NYSE: SO). Founded in 1997 and headquartered in Atlanta, Georgia, Southern Telecom offers an entrepreneurial spirit supported by one of the largest investor-owned utilities in North America.

Southern Telecom provides wholesale dark fiber optic solutions to the business community. STI provides long-haul and metro dark fiber connecting Atlanta with other smaller cities throughout the Southeast. Call on us for:

**Dark fiber**

**Right-of-way**

**Conduit**

**Inner liners**

**Construction services**

**Maintenance services**

**Colocation:** data storage, data back-up, data recovery;  
disaster recovery; long-haul/metro optical cross connects

Southern Telecom has 1,500 route miles installed in the Southeast. We also construct spurs off this route to support many of the nearby tier II-plus cities. We provide HVAC, power, and other custom energy solutions for optronics at our operation hubs and in-line amplification sites (ILAs) on the long-haul routes and points of presence (POPs) in the metro areas supporting the metro fiber rings.

## **SUTTLE**

Suttle is a manufactured based out of Hector MN that specializes in Fiber connectivity solutions from the edge of the network to the customer premise.

With over a 100 years' worth of Telecom manufacturing Suttle provides a centralized network connectivity solution for today and tomorrows intelligent building.

## **T-CUBED**

T-Cubed, Thoroughbred Technology and Telecommunications, is a subsidiary of Norfolk Southern Corporation, one of the nation's premier railroads. The company uses Norfolk Southern's extensive rail network of more than 21,000 miles of right-of-way and other infrastructure to participate in the telecommunications business.

T-Cubed offers installation opportunities for fiber optics. With a 22-state network, T-Cubed gives you the ability to connect major metropolitan areas, regional centers and even the smallest localities.

## **UNITI FIBER**

Uniti Fiber is a leading provider of infrastructure solutions, including cell site backhaul and small cell for wireless operators, and Ethernet, Wavelengths and Dark Fiber for telecom carriers and enterprises. It is the largest component of Uniti Group Inc. (Nasdaq: UNIT), an internally managed real estate investment trust, that is engaged in the acquisition and construction of mission critical communications infrastructure, and is a leading provider of wireless infrastructure solutions for the communications industry. Uniti currently owns 4.8 million fiber strand miles, 468 wireless towers, and other communications real estate throughout the United States and Latin America.

## **UTILICOM SUPPLY**

Utilicom Supply specializes in the distribution of Aerial & Underground Outside Plant Construction products as well as Fiber Splicing and Connectivity products. We stock a full line of inventory on everything from Fiber Optic Cable, HDPE conduit and Polymer Concrete Pull Boxes to Electrical PVC, Fittings, Copper Wire, Tools, and Cable Installation Equipment. When it comes to construction supplies, we have it when you need it. We stock and deliver from our 40,000 sq ft warehouse in metro Atlanta, sending our fleet of delivery trucks to you and your job sites across the state of Georgia and beyond. Contact us today and see how we thrive by our motto: small company care, large company capability

## **VANTAGE POINT SOLUTIONS**

Vantage Point Solutions a national provider of engineering and consulting services for the broadband and financial industries. Vantage Point combines professional engineering, technical expertise and extensive regulatory knowledge to design technically advanced and economically viable solutions customized for each client. With over 200 employees and 400 clients in more than 44 states and international, Vantage Point has the vast experience necessary to understand and provide the best solution for any company.

## **WALKER AND ASSOCIATES, INC.**

Walker and Associates is a nationally recognized WBE certified telecommunications equipment distributor of telecommunications products supporting network operators, by simplifying network deployments with expert installation, systems integration, and managed services.

Providing products and solutions since 1970, Walker remains a recognized industry leader, offering products supporting leading-edge technologies such as Switching, Routing, Wi-Fi, Microwave, NFV, Carrier Ethernet, VoIP, WDM, ROADM, Packet Optical Networking, SDN, Access Technologies, Active Ethernet, Fixed Wireless, DSL, and more.

## **ZYXEL COMMUNICATIONS**

Zyxel, a pioneer in IP technology for over 25 years, provides a complete portfolio of end-to-end business networking solutions. The first choice of many tier-one service providers and small and medium-sized businesses, Zyxel offers its partners service-rich solutions backed by domestic logistical, sales, and technical support teams based in Anaheim, CA

**SHOW VEHICLES ON THE NEXT PAGE**

## **SHOW VEHICLES**

### **CLEARFIELD, INC.**

Whether delivering fiber to the home, MDU, cell tower or business, Clearfield's FieldSmart, CraftSmart and FieldShield products, set the standard for scalable fiber optic networks and unmatched fiber performance.

### **CORNING OPTICAL COMMUNICATIONS**

Corning Optical Communications is an industry-leading global manufacturer of end-to-end fiber optic product solutions. Our customer-focused solutions include cables, connectors and related hardware for indoor and outdoor optical networks transporting voice, data and video. Additionally, we offer project services including network design, project management, installation, and training programs. Corning Optical Communications provides customers a complete offering of value-added, innovative tip-to-tip products and services needed to build passive communications network infrastructures cost effectively. Corning Optical Communications Evolant® Solutions for Access Networks includes a broad range of innovative optical cable, hardware and equipment products designed to make FTTx deployments faster, easier, more reliable and less costly. Corning also offers a variety of customer-driven services focused on FTTx, such as comprehensive training, engineering support and network modeling.

### **DIGITAL REPAIR, LLC**

Digital Repair is your one-stop-shop for Test Equipment Repair, Service, Calibration and Pre-owned equipment needs. We have a 30+ year history servicing and repairing electronics, spanning a broad range of industry leading manufacturers. Our 2-week guaranteed turnaround time, Flat-Rate pricing, and 12-month Warranty provides our customers with reliability second to none. We specialize in Copper, Co-Ax & Fiberoptic Equipment Service, and Sales including accessories. We would love for you to join our growing list of delighted customers – come on over and experience our expertise!

### **PROCOM SALES INC.**

ProCom Sales ([www.procomsalesinc.com](http://www.procomsalesinc.com)) Georgia based and founded in 1999, ProCom has continued striving to represent companies manufacturing quality products with a primary emphasis on fiber and copper outside plant.

- CommScope – [www.commscope.com](http://www.commscope.com) CommScope is at the forefront of shaping infrastructure, products and solutions.
- Blue Diamond- [www.bdiky.com](http://www.bdiky.com) HDPE (High Density Polyethylene) conduit, 3N1 boreable conduit
- Pentair Erico – [www.erico.com/ericosp.asp](http://www.erico.com/ericosp.asp) electrical grounding, bonding and connectivity products
- Copperhead – [www.copperheadwire.com](http://www.copperheadwire.com) tracer wire and locating products
- Oldcastle – [www.oldcastleenclosures.com/products/#brand](http://www.oldcastleenclosures.com/products/#brand) Vaults, Manholes, Concrete and Handholes
- Servato – [www.servatocorp.com/](http://www.servatocorp.com/) active battery management
- MSI - [www.macleanseniorindustries.com/category.aspx?categoryID=12](http://www.macleanseniorindustries.com/category.aspx?categoryID=12) aerial poleline hardware
- Rainbow - [www.rainbowtech.net/](http://www.rainbowtech.net/) specialist in utility chemicals and safety items
- Spartaco Jameson - [www.spartacogroup.com](http://www.spartacogroup.com) tools for cable pulling, locating, tree trimming and lighting
- Greenlee – [www.greenleecommunications.com](http://www.greenleecommunications.com) industry-leading test & measurement solutions
- Sherman + Reilly [www.sherman-reilly.com/news/product\\_cats/equipment-telecom/](http://www.sherman-reilly.com/news/product_cats/equipment-telecom/) fiber optic cable installation equipment

### **REPCOM INTERNATIONAL**

- Rep Com International - ( [www.repcom.com](http://www.repcom.com) ) supporting the Telecom Industry since 1983, is a manufacturers rep company. RCI specializes in current and future technology designed to bring broadband to the rural and metropolitan networks. Test Equipment, network elements, OSP products, and safety items make up our product portfolio.
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- - **Viavi** ([www.viavisolutions.com](http://www.viavisolutions.com)) formerly **JDSU**, provides solutions to test and monitor your network from end to end. Products include OTDRs, 1gig-100gig Ethernet test platforms, Fiber Monitoring, DSL and copper test solutions, among many others.
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- - **Prysmian Group** (<https://www.prysmiangroup.com/en>) offers an extensive range of optical cables for every environment. Cables are available in a wide range of fiber counts, fiber types and mechanical constructions depending on the specific application.
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- - **Vertiv** (<https://www.vertivco.com/en-us/>) **Formally Emerson Network Power**, Vertiv designs, builds and services critical infrastructure that enables vital applications for data centers, communication networks, and commercial and industrial facilities. Supports today's growing mobile and cloud computing markets with a portfolio of power, thermal and infrastructure management solutions including the ASCO®, Chloride®, Liebert®, NetSure™ and Trellis™
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- - **Fitel** (<http://fiber-optic-catalog.ofsoptics.com/category/fusion-splicers1>) provides optical fusion splicers including core alignment, ribbon, and v-groove machines. FITEL's line of fusion splicers and hand tools provides an excellent solution for both field and factory splicing applications.
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- - **FiberSource** ([www.fibersource.net](http://www.fibersource.net)) manufactures a comprehensive selection of fiber optic products and connectivity solutions. Patch/patch and splice/ and wall mount panels, OSP pre-connectorized assemblies, jumpers, OSP Flat drop assemblies, customizable solutions.
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- - **PSI** ([www.powertecsolutions.net](http://www.powertecsolutions.net)) focused on providing custom DC Power, UPS, and other standby power solutions to compliment global FTTx, Wireline and Wireless applications.
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- - **Vivax-Metrotech** ([www.vivax-metrotech.com](http://www.vivax-metrotech.com)) is the leading provider of high-quality utility locating instrument solutions for underground utilities.
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- - **Pelsue** (<https://www.pelsue.com/>) Safety and rescue products for manholes and confined spaces including blowers, pumps, shields, retrieval equipment, tents, gas monitors & splice trailers.
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- - **Polywater** (<http://www.polywater.com/>) manufacturer of specialty chemicals used in electrical and communications construction and maintenance. Offer a broad line of products to clean, repair, maintain, and protect cables and other plant infrastructure.
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- - **Westek** (<https://www.westek.com/>) is a full service custom cable design & manufacturing company. For over 25 years, Westek has been a contracted supplier for AT&T, Verizon & Qwest.
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