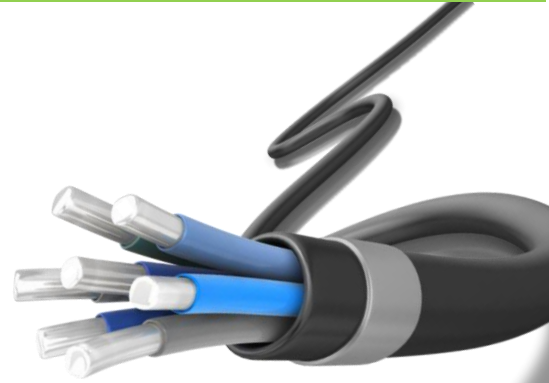


2025 Vendor Members





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Adtran, Inc. is a leading global provider of open, disaggregated networking and communications equipment that enable voice, data, video, and internet communications across any network infrastructure. From the cloud edge to the subscriber edge, we empower communications service providers around the world to manage and scale services that connect people, places and things. Our solutions are currently in use by service providers, private enterprises, government organizations and millions of individual users worldwide.



Arista Networks

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The #1 provider of 100G and 400G, Arista Networks is tailored for Service Providers with all-encompassing Routing and Switching in a single platform. With Arista's perpetual licensing customers find a significant reduction in total cost of ownership. Arista's next-generation R-series portfolio using a single EOS binary provides significant value across a broad range of options, from small site routers to large, modular peering and core routing systems sporting up to 576 x 400Gbps ports, and beyond.





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Cable East was founded in 1993 and began operations with six employees. In the early years, our primary focus was in telecom construction. Our company goal was to provide quality service at a fair price - to be the best, not the biggest. Over the last 20 years, we have expanded our construction operations into three divisions: Cable TV, Special Projects, and Telecom. Today, the Cable East family includes over 120 members.



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Broadband service providers leverage the Calix broadband platform, cloud, and managed services to simplify operations, engagement, and service, innovate for their consumer, business, and municipal subscribers, and grow their business and the communities they serve.





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Channell Commercial Corporation is a proud United States Manufacturer, and global supplier of world-class fiber optic solutions, thermoplastic pedestals, and grade level vaults for all your outside plant construction needs. We specialize in end-to-end, full network solutions, and have been at the forefront of industry innovation for over one hundred years. We continue to evolve our products to best serve the ever-changing needs and demands of outside plant construction.



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From idea to income, CHR Solutions empowers broadband providers to build smarter, more profitable businesses. Offering advanced engineering and cutting-edge cybersecurity to automated operations software and e-commerce tools, CHR delivers the solutions providers need to streamline operations, grow revenue, and expand their reach. Discover how CHR can drive your success at CHRSolutions.com.





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Ciena is a global leader in optical and routing systems, services, and automation software. We build the world's most adaptive networks to address ever-increasing digital demands for richer, more connected experiences for all users. We can support you in your core-to-door network initiatives!



ECG, Inc.

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ECG's expertise is building and supporting global voice and data networks. Our customers include service providers, government agencies and enterprises around the world. We provide network design, network review, training, staff augmentation and project management solutions.





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Galloway Group is a trusted supplier of underground and ariel construction tools, materials, utility structured wiring, safety supplies, inside plant products for 5G PON, fiber and all fiber related products including installations. Widely successful managing and warehousing products for multiple projects.



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Goldfield Telecom is a national leader of independent distribution for cutting-edge telecommunications equipment, installation, integration, and distribution. We are 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, Wireless Carriers, Municipalities and Universities.





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HiTech is an underground utility construction company that specializes in telecom and power installation. The fiber services we provide are directional drilling, stitch boring, trenching, fiber splicing, fiber blowing and pulling. We have utility locating services that include private utilities, sewer camera, pot holing, hydro-vac, utility surveys, and mapping. Power services include directional drilling, hdpe conduit, and ev charging stations. We also have traffic control and flagging.



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Innovative Systems is an enterprise software solution enabling independent service providers to deliver modern network services. Innovative Systems core products include eLation™, a market-leading Billing & Operations Support System (BSS/OSS), InnoStream Multi-Generation TV (MG-TV), a streaming video solution suite, and APMax™, a hardware and software Voice over IP platform. www.innovsys.com.





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When your customers count on you to provide dependable internet services that connect them to the people that matter most, you need a partner you can trust. Internetnetwork Engineering (IE) has over 25 years of experience in service provider networking and engineering (it's in our name!), so assisting local and global service providers is more than just our expertise, it's our foundation. Learn more at www.ineteng.com.



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Invision Technologies helps businesses manage their IT infrastructure and implement new technologies to take their operations to the next level. Invision specializes in serving the professional services industries, government, education, and manufacturing facilities. Invision was founded in 2007 with the express purpose of "empowering communities through technology." The firm started as a computer network services operation but quickly grew into a complete technology services business offering solutions for computer networking, telephone systems, and low-voltage infrastructure installations.





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ITsavvy is one of the fastest growing, end-to-end IT firms with industry-leading IT infrastructure solutions combined with a comprehensive value-added resale business. ITsavvy provides infrastructure solutions across cloud and hosting, network and security, collaboration, and the hybrid workforce/anywhere learning. Its clients are in the enterprise, commercial, SMB, government, K-12 and higher education sectors. Founded in 2004 in suburban Chicago, ITsavvy has a nationwide team of 525+ colleagues that are focused on being Trusted Advisors and Client Advocates to their 4,500+ clients. ITsavvy provides frictionless client experiences that deliver their holistic solutions and client business outcomes.



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JSI is a consulting and broadband solutions leader, offering communications providers a complete range of financial, engineering, regulatory, operational, and strategic services to help them find success at every stage of their businesses.





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We have over 50 years' experience as a full-service contractor for all outside plant construction including splicing, testing, and engineering services. Kennedy Broadband has earned a reputation as a reliable and experienced company working for major telecommunications companies and Electric Membership Cooperatives throughout the southeast and the U.S. We emphasize safe construction practices, high quality workmanship, and customer satisfaction. Please visit our parent company website highlighting the services we can provide with Full Circle Fiber Partners, LLC, and our affiliated companies, at www.fullcirclepartners.com.



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KGPCo is a key strategic partner to the leading communication and technology companies creating the next generation of networks. By uniquely combining Network Services and Supply Chain Solutions to build, optimize, and maintain networks, our team's unmatched expertise enables our customers to navigate today's challenges and implement tomorrow's innovations.





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LogicomUSA empowers communication providers with quality services needed to provide for their communities and customers. We are not a vendor, but a partner; working alongside companies, listening to, and solving problems they face. Our partner's vision is our vision as we work to accelerate their growth and enable success. Their needs always come first, and we are committed to providing superior solutions for those needs. With our voice and network services, 24/7 contact center, FTTx management, regulatory compliance, and more, we set our partners up for success by giving them what their customers need for connecting and communicating. At LogicomUSA, we believe everyone deserves access to communications.



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MACH Networks is the premier provider of comprehensive 4G/5G Wireless WAN solutions, catering specifically to the enablement and success of our partners!

Our extensive offerings include fully managed 4G/5G Failover/Backup, SD-WAN, Day-1 internet, MACH 5G Unlimited Plans, and the highly acclaimed AReS™ POTS Replacement Solutions. Our cloud-based solutions are delivered, monitored, and managed by an expert/certified US-based team and backed by top-tier white-glove service and support.

MACH expertly serves a wide range of industries, including retail, healthcare, education, financial services, hospitality, restaurants, transportation, public safety, government entities, and more.





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Millennium is a privately held organization headquartered in Delavan, WI. Founded in 2004, Millennium has redefined the broadband industry helping local and regional clients be first-to-market by providing enhanced geospatial design, financial guidance and loans, rental equipment, and materials management. As an end-to-end fiber broadband solutions company, dedicated to serving small to mid-size companies in underserved areas. Our ecosystem of solutions helps companies reach their full potential by offering years of expertise with a team of professionals who have extensive product knowledge and hands-on industry experience. Millennium employs over 200 people in 22 locations across America and serves clients across 90% of the continental US. Our Millennium team will make sure that we stock the products you trust, deliver what you need, when you need it to your site and keep costs within your budget.

Millennium has achieved the MMAC Future 50 3-time Metal, is a seven time 'Fastest Growing Business' Award winner by Inc. 5000 Magazine, and continues to hit the Entrepreneur 360 list. CEO and Founder, James Kyle, was named a 'Rural Broadband Champion' by Inc. 5000 Magazine in 2022 and won the Ernst & Young 2022 Midwest 'Entrepreneur of the Year' Award.





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Since the company began in 1924, Milwaukee Tool has led the industry in developing innovative solutions that deliver increased productivity and unmatched durability for professional construction users. Whether it is through our world-leading M12™ and M18™ cordless systems, the ground-breaking performance of our M12 and M18 FUEL™ products, jobsite lighting, time-saving accessories, or innovative hand tool and storage products, we are dedicated to delivering a continuous flow of advanced, trade-specific solutions.

We invest the time to work side-by-side with real users to understand the demands of a constantly changing workplace and how we can best deliver solutions for a safer, more productive jobsite. Through a thorough evaluation of the job at hand – the frustrations, needs, and previous limitations – we set out to completely rethink a solution and deliver the game-changing innovation seen across all our product lines. Milwaukee Tool is not simply a manufacturer – we are progressive problem solvers.



Network Connex

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Serving the telecom industry for more than 20 years, Network Connex accelerates the performance of fiber and wireless network service providers, data center operators, hyperscale cloud companies, cable MSOs, utilities, government entities, and Fortune 500 enterprises. We offer a full range of turnkey capabilities through seasoned professionals in all ranks to provide our customers with a competitive edge in today's rapidly evolving markets. Our services include state-of-the-art design and engineering; wireless and fiber construction; fiber placement, splicing, testing, and acceptance; construction management; and integration. Network Connex has been a portfolio company of a fund managed by ORIX Capital Partners since June 2018.





Nokia

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At Nokia, we create technology that helps the world act together.

As a B2B technology innovation leader, we are pioneering networks that sense, think and act by leveraging our work across mobile, fixed and cloud networks. In addition, we create value with intellectual property and long-term research, led by the award-winning Nokia Bell Labs.

Service providers, enterprises and partners worldwide trust Nokia to deliver secure, reliable and sustainable networks today – and work with us to create the digital services and applications of the future. We have an extensive portfolio of fixed network services and solutions spanning fiber, cable, and wireless technologies. This allows us to help operators bring ultra-broadband services to more people, more quickly, and at the right cost.



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Oculus is a SaaS and PaaS modeled technology leader and innovator of video conferencing for verticals. OmniUC™ is Oculus's carrier-grade white-label video conferencing and UC platform solution to hosted/cloud PBX and technology providers.





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Olsson is a nationally recognized engineering firm that crafts expert solutions and designs aimed at improving communities. We offer design and consulting services in planning and design, engineering, field services, environmental, and technology. Learn more at www.olsson.com.



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In an increasingly interconnected world, reliable outside plant telecommunications equipment is more important than ever. OSP Solutions is a nation-wide distributor of cost-effective fiber optic cable and associated power network tools and accessories based in Winnsboro, South Carolina. We are proud to partner with trusted manufacturers to bring you the equipment you need on-time and on-budget.





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PEC is an employee-owned firm with a team of expert staff including Professional Engineers and Architects that assist clients in planning, designing, and developing reliable engineering solutions using traditional and GIS methodology. As employee-owners, we are committed to delivering innovative and cost-effective services that help your growing business operate more efficiently.



ProCom Sales
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ProCom Sales Inc. is a leading manufacturer's representative in the telecommunication industry. We strive to represent companies that manufacture high quality products with a primary emphasis on outside plant.





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Rep Com International (RCI) is a professional telecommunication manufacturer's rep organization that was established in 1983. It supports customers in all 50 states. Please see a list of companies we represent at the end of this book.



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Ribbon Communications (Nasdaq: RBBN) delivers communications software, IP and optical network solutions to service providers, enterprises, and critical infrastructure sectors globally. Our end-to-end solutions portfolio delivers core to edge software-centric solutions, cloud-native offers, leading-edge security and analytics tools, along with IP and optical networking solutions for 5G. Visit rbbn.com.



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Smartoptics provides innovative optical networking solutions for a new era of open networking. We focus on solving network challenges and increasing the competitiveness of our customers. Our customer base includes cable and telecom operators, cloud providers, Internet exchanges, governments and thousands of enterprises.





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Sonar partners with Internet Service Providers to deliver life changing internet access to all communities. We do this by serving as an extension of your team and providing an intuitive cloud-based communications platform for billing, infrastructure, business intelligence, and other mission critical tools for telecommunications providers across the globe.



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We are a fiber optic telecommunication network contractor located in Monroe, Georgia. Southern Fiber Connect will work with you to understand your needs and develop custom network solutions. With over 30 years of combined experience. Southern Fiber Connect is a leader in providing timely and accurate work packages to all of our customers consisting of fiber designs, fiber mapping, and data management programs through our Business/Facilities Management Office Team.





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StellarMAP is a comprehensive plant management software system (AM/FM/GIS) for the telecommunications industry. The system runs on AutoCAD Map and offers feature-rich fiber management, work order, proven CPR module, GPS integration, broadband statistical reporting, optional provisioning/assignment tolls and more. StellarMAP is a mature product with functionality and pricing unrivaled in the industry.



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Tarheel Contractors Supply is your one stop shop for all of your HDD needs. Tarheel's success is driven by dedicated, bright, hard-working employees who understand that we are in the customer service business. Tarheel sets itself apart in the industry with rapid response to customer needs backed by strong technical support. WE KNOW THE DRILL when it comes to HDD!





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Tel-Conn Manufacturing, Inc. specializes in manufacturing custom cable assemblies to fit the special needs of the telecom, temporary power, stage and studio market, and for markets that need wire harnesses. Our ability to rapidly make and ship your order cannot be matched by anyone in the marketplace today. Our entire staff provides customers with exceptional products quickly and efficiently. What sets us apart is our desire to do our best for you, our valued customer.



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Utilicom Supply is your single source solution provider and stocking distributor in Intelligent Transportation Systems and Outside Plant Infrastructure. We can quickly deliver to your projects across the Southeast. From fiber to conduit, camera systems to traffic signals, cabinets to safety equipment, let us prove to you that Utilicom Supply can deliver small company care with large company capability.





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Vantage Point is a premier engineering and consulting firm serving the broadband, energy, enterprise, and banking industries. Companies, cooperatives, and communities leverage Vantage Point's extensive technical and regulatory expertise to protect their operation, connect to end users, empower their staff to excel, and rise beyond the countless challenges defining the modern business environment.

Our unparalleled experience in network engineering, regulatory and business consulting, OSP implementation, cybersecurity, risk mitigation, managed services, and marketing enable service providers of all types to elevate their organization with professional guidance and technical caliber. Vantage Point's 500+ staff are personally committed to the long-term success of our hundreds of clients coast-to-coast.



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Vulcan Utility Signs, a division of Vulcan Inc. specializes in the manufacturing of line marking products for the Telecommunications / Fiber industry. We offer a variety of solutions to protect your assets, from signs to line markers, tape, paint, decals, and flags. We produce a full line of customized products to meet our customers' needs.





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What started as a goal to help Georgia contractors with insurance and bonding in 1949 has continued to grow due to two things: integrity and strong relationships. We exist to protect what you've built. As our agency continues to grow and mature, we remain committed to the same principles shared by Dan & Alan Yates over 50 years ago: "We are going to look after our clients and prospects needs like they are our own, and our goal each day is to do our best."



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ZCorum provides a comprehensive suite of broadband products and services to broadband operators, including Municipalities, Utilities, MDUs, Cable Operators and Telephone Companies. Our solutions range from pre-deployment and deployment services for those who are entering the broadband market or expanding (feasibility studies, engineering and construction), to the equipment, services, and software needed to deliver a quality broadband experience to your subscribers more efficiently and for less cost. For example, our turn-key IPTV solution requires much less headend equipment, no set-top box and it includes national and local programming. We also offer cloud-based residential and commercial VoIP, data and voice provisioning on the CPE, engineering assistance, advanced network monitoring, and 24 x 7 technical support for the end-user. In addition, we provide Carrier Grade NAT solutions for IPv4 conservation and IPv6 migration, DDoS mitigation, comprehensive Trusted Third Party (TTP) services for CALEA compliance, as well as fiber access equipment, routers and switches. Finally, our patented and award-winning TruVizion diagnostics software helps broadband providers find and troubleshoot subscriber and plant issues on Fiber and DOCSIS networks more quickly and efficiently.



**Vendor Member
Manufacturer Representatives**



PRODUCT LINES



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. www.viavisolutions.com.



Vertiv, Formerly **Emerson Network Power**, is the world's leading provider of critical infrastructure technologies and life cycle services for information and communications technology systems. Products include DC power systems, copper and fiber pedestals, FDH cabinets, other OSP cabinets for several applications. More info at: <https://www.vertivco.com/en-us/>



: Manufacturer of precision test equipment to locate, trace and identify the position of buried utility cables and pipes. www.vivax-metrotech.com



Primex and Suttle are now one company! Outdoor graybox NIDS, indoor media panels, ethernet switches, wall plates. Whatever the communication technology you're installing—from fiber optics to copper to wireless—and whatever the size and scope of the installation, Primex is your choice for innovative, adaptable enclosure designs. If we don't have the enclosure solution that meets your unique needs, we'll design and manufacture it to your specification. <https://primex.com/>



Our polymer concrete vaults and hand holes are manufactured using high quality aggregates and a proprietary resin system. APC Enclosures are used for pull-boxes, hand-holes, splice boxes, and/or equipment enclosures for many other applications. Our products offer easy access for all your underground services, including but not limited to electrical, communications, water, gas, and other industrial systems. <https://www.apcunderground.com/home>



: FiberSource manufactures a comprehensive selection of fiber optic products and connectivity solutions including Fiber Panels, Connectors, Adapters, Attenuators, splitters, xWDM, C/D WDM, Jumpers, and pigtails. <http://fibersource.net/index.html>



: GWC manufacturers various type of strand. <https://guywireco.com/>



PLH is one of the leading manufacturers of Dropline Hardware, Bonding and Grounding products, Aerial/Poleline Hardware, and anchors.



United Poly Systems produces quality HDPE pipe in diameters from ¾-in. to 26-in. IPS, 4-in. to 24-in. DIPS and ¾-in. to 2-in. CTS for use in multiple markets, including energy, power and communications, renewables and water infrastructure.



Vulcan Utility Signs, a division of Vulcan Inc. specializes in the manufacturing of line marking products for the Telecom / Fiber industry. We offer a variety of solutions to protect your assets, from signs to line markers, tape, paint, decals, and flags. We produce a full line of customized products to meet our customer's needs.

<https://utilitysigns.vulcaninc.com/index.html>



: High performance cable lubricants, specialty telecom products, cable and fiber cleaners and degreasers. www.polywater.com



Ladders and Fall Protection Gear: Werner is the leading provider of climbing equipment in the US including multi-purpose, step and extension ladders featuring the new **LEANSAFE** ladder. All our products meet ANSI & OSHA code requirements. Also featured is a full line of fall protection gear including harnesses, lanyards, vertical/horizontal lifelines and accessories. www.wernerco.com



R&M (Reichle & De-Massari AG) is a leading Global cabling and connectivity solution provider for high end-communication networks since 1964. We serve a wide range of industries in the sectors of Local Area Networks, Data Centers and Public Networks. The SYNO dome splice closure fulfills all requirements of a modern fiber optic network with its innovative gel sealing technology. The SYNO closure is particularly characterized by its unique modularity and flexibility.



Fusion Splicers: Complete line of fusion splicers, include Mini4S hand held, Mini6S core alignment, and Mini12R ribbon machine. www.fiberfoxamerica.com/product-category/fusion-splicer/



Power tools and equipment: Makita's LXT platform features the world's largest 18V cordless tool portfolio. Included are communication technician power tools and accessories with optional dust management solutions that meet the new OSHA silica dust requirements. www.makitatools.com



NDS Manufacturers HDPE valve boxes and flower pots. Pro-Spec valve boxes have thicker walls, reinforced covers and ribs, NDS Pro-Spec™ series were engineered for heavy-duty use.



Jonard Tools® manufactures tools for the Telecom, CATV, Fiber Optic, Home Automation, Security & Alarm, and Electrical markets. Jonard Tools designs and engineers patented products by utilizing customer partnerships to create innovative solutions for industry needs. New tools are released each month and are all Made For Life® with lifetime warranties. Through quality and innovation Jonard aims to move the industry forward and connect the world. <https://jonard.com/>