

# 2026 Vendor Members



**Johan Westerberg**, Sales Director

[johan.westerberg@adtran.com](mailto:johan.westerberg@adtran.com)

(214) 228-3683

**Adtran, Inc.**

[www.adtran.com](http://www.adtran.com)

(800) 923-8726

901 Explorer Blvd NW  
Huntsville, AL 35806

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.



**Arthur Gressick**, Regional Service Provider

[arthurg@arista.com](mailto:arthurg@arista.com)

(843) 801-8300

**Arista Networks**

[www.arista.com](http://www.arista.com)

(843) 801-8300

5453 Great America Pkwy  
Santa Clara, CA 95054

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.





**Taylor Wall**, President  
[taylor.wall@cable-east.com](mailto:taylor.wall@cable-east.com)  
(706) 201-0978

**Cable East, Inc.**  
[www.cable-east.com](http://www.cable-east.com)

(678) 753-1410

1940 Statham Drive  
Statham, GA 30666

**Adam Rickabaugh**, Director of Operations  
[adam.rickabaugh@cable-east.com](mailto:adam.rickabaugh@cable-east.com)

(706) 207-5599

Cable East, Inc. is a family-owned telecommunications infrastructure and utility construction company headquartered in Statham, Georgia. Founded in 1992, the company provides turnkey services for the design, engineering, construction, and maintenance of broadband and fiber optic networks across the southeastern United States. Over more than three decades, Cable East has grown from a small telecom construction contractor into a trusted regional partner serving municipalities, utilities, and private network operators. Guided by its core values of safety, integrity, and commitment, Cable East is dedicated to delivering high-quality infrastructure solutions while strengthening communities and supporting the continued expansion of modern telecommunications networks.



**Calix**  
[www.calix.com](http://www.calix.com)

(408) 514-3000

2777 Orchard Parkway  
San Jose, CA 95134

**Jamie Laskowski**, Regional Sales Manager  
[Jamie.laskowski@calix.com](mailto:Jamie.laskowski@calix.com)  
(404) 213-2177

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.





**CHANNELL**

**Channell Commercial Corporation**

[www.channell.com](http://www.channell.com)

(214)304-7800

1700 Justin Road  
Rockwall, TX 75087

**Aaron Woody**, Eastern Regional Manager  
[awoody@channell.com](mailto:awoody@channell.com)  
(423) 736-2236

**Joshua Wilshusen**, District Sales Manager  
[jwilshusen@channell.com](mailto:jwilshusen@channell.com)  
(256) 455-0083

**Mike Scheuerman**, District Sales Manager  
[mscheuerman@channell.com](mailto:mscheuerman@channell.com)  
(386) 679-6498

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.



**CHR Solutions**

[www.chrsolutions.com](http://www.chrsolutions.com)

(713) 351-5111

801 Travis Street, Suite 2101, PMB 1718  
Houston, TX 77002

**Jason Fuller**, Engineering Account Director  
[jason.fuller@chrsolutions.com](mailto:jason.fuller@chrsolutions.com)  
(205) 353-4477

**Josh DeLancey**, Software Territory Director  
[joshua.delancey@chrsolutions.com](mailto:joshua.delancey@chrsolutions.com)  
(678) 480-9153

CHR Solutions empowers broadband providers to design, build, and grow smarter, more profitable networks. Through advanced engineering, automated operations and e-commerce software (BSS/OSS), and comprehensive cybersecurity and managed IT services, we help providers streamline operations, boost revenue, and protect critical systems while ensuring reliable service for their customers.





**Zach Brown**, Southeast Account Manager  
[zbrown@ciena.com](mailto:zbrown@ciena.com)  
(407) 376-6733

## Ciena Corporation

[www.ciena.com](http://www.ciena.com)

(800) 921-1144

7035 Ridge Rd  
Hanover, MD 21076

**Jonathan Walker**, Vice President

[walkerj@ciena.com](mailto:walkerj@ciena.com)

(770) 687-9822

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!



## Duos Edge AI

[www.duosedge.ai](http://www.duosedge.ai)

(904) 296-2807

7660 Centurion Pkwy, Ste 100  
Jacksonville, FL 32256

**Kimberly Watson**, Carrier Sales Director

[kimberly.watson@duosedge.ai](mailto:kimberly.watson@duosedge.ai)

(678) 428-6017

Duos Edge AI, Inc. is a subsidiary of Duos Technologies Group, Inc. (Nasdaq: DUOT). Duos Edge AI's mission is to bring advanced technology to underserved communities, particularly in education, healthcare and rural industries, by deploying high-powered edge computing solutions that minimize latency and optimize performance. Duos Edge AI specializes in high-function Edge Data Center ("EDC") solutions tailored to meet evolving needs in any environment. By focusing on providing scalable IT resources that seamlessly integrate with existing infrastructure, its solutions expand capabilities at the network edge, ensuring data uptime onsite services. With the ability to provide 100 kW+ per cabinet, rapid 90-day deployment, and continuous 24/7 data services, Duos Edge AI aims to position its edge data centers within 12 miles of end users or devices, significantly closer than traditional data centers.





## ECG, Inc.

[www.ecg.co](http://www.ecg.co)

(229) 244-2099

505 N Toombs St.  
Valdosta, GA 31601

**Clay Griner**, VP of Operations

[cgriner@e-c-group.com](mailto:cgriner@e-c-group.com)

(229) 561-1729

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.



## EPB

<https://epb.com/broadband-solutions/>

(423) 648-1372

PO Box 182255  
Chattanooga, TN 37402

**Danielle Edwards**, Wholesale Account Manager

[edwardsdd@epb.net](mailto:edwardsdd@epb.net)

(423) 648-3617

**Katie Espeseth**, Vice President

[espesethkg@epb.net](mailto:espesethkg@epb.net)

(423) 290-5438

With more than 15 years of broadband experience, we're a utility and operator that understands the needs of local communities. We help reduce costs, accelerate deployment, and lower risk. We prioritize customer experience, provide 24/7 or after-hours support, and focus on long-term economic impact to enable strong, sustainable community growth.





**FULL CIRCLE FIBER**

**Kayla Deloach**, Administrative Assistant  
[kayla.deloach@fullcirclefiberpartners.com](mailto:kayla.deloach@fullcirclefiberpartners.com)

(912) 347-8943

## Full Circle Fiber Partners

[www.fullcirclefiberpartners.com](http://www.fullcirclefiberpartners.com)

(912) 557-4751

228 W. Brazell St  
Reidsville, GA 30453

Critical Fiber Infrastructure. Built Right. From permitting to network construction, installation, and maintenance, Full Circle Fiber is your true turnkey partner. We have over 190 years of combined industry experience among our portfolio telecom services businesses and have earned a reputation as a reliable provider to major operators and cooperatives alike.



**GALLOWAY GROUP**

**Andrea Wegley**

National Director of Broadband & Strategic Accounts

[andreawegley@teamgalloway.com](mailto:andreawegley@teamgalloway.com)

(636) 399-8993

## Galloway Group

[www.teamgalloway.com](http://www.teamgalloway.com)

(239) 481-7448

5840 Youngquist Road  
Fort Myers, FL 33912

**Scott Williams**, VP of Sales

[swilliams@teamgalloway.com](mailto:swilliams@teamgalloway.com)

(813) 955-4004

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.





Kim Lockamy, Southeastern Region Account Mgr  
[klockamy@goldtelecom.com](mailto:klockamy@goldtelecom.com)  
(407) 414-3041

## Goldfield Telecom

[www.goldtelecom.com](http://www.goldtelecom.com)

(515) 825-3400

611 North Main  
Goldfield, IA 50542

Jasen Kincaid, Sales Engineer  
[jkincaid@goldtelecom.com](mailto:jkincaid@goldtelecom.com)

(919) 900-0532

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.



**Brandon Bailey**, Business Development Manager  
[brandon.bailey@hitechutility.com](mailto:brandon.bailey@hitechutility.com)  
(678) 620-6599

## Hi Tech Utility Construction, Inc.

[www.hitechutility.com](http://www.hitechutility.com)

(678) 926-3249

7434 Hwy 81  
Monroe, GA 30656

**Victor Salmeron**, President  
[victor.salmeron@hitechutility.com](mailto:victor.salmeron@hitechutility.com)

(404) 661-9366

Hi Tech 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.





**Jennifer Pavlicek**, Sales Director  
[jenniferp@innovsys.com](mailto:jenniferp@innovsys.com)  
(605) 999-8988

## **Innovative Systems**

[www.innovsys.com](http://www.innovsys.com)

(605) 995-6120

1000 Innovative Dr  
Mitchell, SD 57301

**Glenn Paul**, Senior Sales Engineer  
[glennp@innovsys.com](mailto:glennp@innovsys.com)

(605) 999-7517

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](http://www.innovsys.com).



**Jay Carpenter**, VP Sales  
[jcarpenter@invtech.com](mailto:jcarpenter@invtech.com)  
(229) 344-4253

## **Invision Technologies**

[www.invtech.com](http://www.invtech.com)

(229) 446-2004

310 Over Ct  
Albany, GA 31721

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.





**JSI**

[www.jsitel.com](http://www.jsitel.com)

(301) 459-7590

6404 Ivy Lane, Suite 700  
Greenbelt, MD 20770

**Jessica Wick**, Corporate Events Coordinator

[jessica.wick@jsitel.com](mailto:jessica.wick@jsitel.com)

(301) 459-7590

**Kevin Kutcher**, Senior Director

[kevin.kutcher@jsitel.com](mailto:kevin.kutcher@jsitel.com)

(503) 869-7207

**Tom Brady**, Director, Southeast Sales

[Tom.Brady@jsitel.com](mailto:Tom.Brady@jsitel.com)

(919) 810-1371

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.



**KGPCo**

[www.kgpcoco.com](http://www.kgpcoco.com)

(800) 328-5142

3305 Highway 60 West  
Faribault, MN 55021

**Gina Williams**, Field Sales Manager, SE

[gina.williams@kgpcoco.com](mailto:gina.williams@kgpcoco.com)

(256) 679-8911

**Kristen Kohler**, Sr Director of Marketing

[kristen.kohler@kgpcoco.com](mailto:kristen.kohler@kgpcoco.com)

(603) 490-2936

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.





## Logic Networks

[www.logicnetworks.com](http://www.logicnetworks.com)

(813) 773-0620

5422 W. Crenshaw St  
Tampa, FL 33634

**Mario Zingaro**, National Account Manager

[mario@logicnetworks.com](mailto:mario@logicnetworks.com)

(813) 467-8749

We are a network, hardware, engineering and consulting firm. We provide new OEM, EOL, and legacy hardware, as well as support and managed services. We buy unused, unwanted, surplus, and defective gear.



## MACH Networks

[www.machnetworks.com](http://www.machnetworks.com)

(866) 972-7677

1930 Palomar Point Way, Ste 104  
Carlsbad, CA 92008

**Tanya Weido**, CFO

[tanya@machnetworks.com](mailto:tanya@machnetworks.com)

(866) 972-7677 x111

**Rich Lockard**, CRO

[rlockard@machnetworks.com](mailto:rlockard@machnetworks.com)

(941) 960-3063

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.





MILLENNIUM

## Millennium

[www.mymillennium.us](http://www.mymillennium.us)

(262) 249-8705

2121 Hobbs Drive  
Delavan, WI 53115

**Patrick Denker**, Regional Bus. Development Mgr.

[patrick@mtpllc.us](mailto:patrick@mtpllc.us)

(615) 843-4339

**Eavan Skonieczny**, Integrated Marketing Specialist

[eavan.skonieczny@mtpllc.us](mailto:eavan.skonieczny@mtpllc.us)

(262) 254-1349

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.



## Milwaukee Tool Co

[www.milwaukeetool.com](http://www.milwaukeetool.com)

1-800-SAWDUST

13135 W Lisbon Rd  
Brookfield, WI 53005

**Brent Alfonso**, National Account Manager

[brent.alfonso@milwaukeetool.com](mailto:brent.alfonso@milwaukeetool.com)

(262) 957-0322

**Matt Huber**, Key Account Manager - Communications

[matthew.huber@milwaukeetool.com](mailto:matthew.huber@milwaukeetool.com)

(215) 704-4003

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.





**Charles Mayberry, CFO**  
[cmayberry@new-wave.tech](mailto:cmayberry@new-wave.tech)  
(704) 460-5097

## **New Wave Technology, LLC**

<https://new-wave.tech>

(704) 460-5097

117 SE 54th Street  
Oak Island, NC 28465

**Eric Lowe, COO**

[elowe@new-wave.tech](mailto:elowe@new-wave.tech)

(864) 940-3128

New Wave Technology, although a new company, has leadership and employees with extensive and proven fiber optic network and telecommunications systems experience. This experience spans all tasks required to complete a successful turn-key design project from planning and design to staking, permitting, and clearing all the regulatory hurdles typically encountered to complete these types of projects. In addition to our recognized engineering services, our firm has the expertise required to complete all aspects of construction inspection and construction management from the preparation and oversight of bids to selections and close-out documents.



## **Nokia**

[www.nokia.com](http://www.nokia.com)

(972) 374-3000

3201 Olympus Blvd  
Dallas, TX 75019

**Madeline Pargas, Associate Account Manager**  
[madeline.pargas@nokia.com](mailto:madeline.pargas@nokia.com)  
(469) 732-7508

**Bill Lake, Director of Sales**

[bill.lake\\_iii@nokia.com](mailto:bill.lake_iii@nokia.com)

(404) 310-0865

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.





**Spencer Sebek**, Client Manager

[ssebek@olsson.com](mailto:ssebek@olsson.com)

(402) 363-8660

**Olsson**

[www.olsson.com](http://www.olsson.com)

(402) 474-6311

601 P Street, Ste 200  
Lincoln, NE 68508

Olsson is a nationally recognized engineering firm that engineers and designs solutions that improve the world around us. We're known for our work, but we'll be remembered for the impact our work has on the communities we serve. Founded in 1956, we are one of the 75 largest engineering firms in the nation and ranked 7th for telecommunication services. We provide advisory services, planning, engineering and design, field services, and environmental to clients across the United States. Learn more at [www.olsson.com](http://www.olsson.com).



**Daniel Romer**, VP Sales

[daniel@ospsolutions.com](mailto:daniel@ospsolutions.com)

(716) 597-9252

**OSP Solutions LLC**

[www.ospsolutions.com](http://www.ospsolutions.com)

(803) 899-3588

36 Crestview Rd  
Winnsboro, SC 29180

**Shivam Goel**, Head of Marketing

[marketing@ospsolutions.com](mailto:marketing@ospsolutions.com)

(803) 899-3588

OSP Solutions is a national telecom distributor committed to bridging the gap between product supply and true field support. Headquartered in North Carolina, we serve network operators, ISPs, Data Centers, Enterprises, contractors, and MSOs with a deep and reliable inventory of fiber optic cable, connectivity hardware, and comprehensive Outside Plant solutions.

With **strong technical expertise**, we help customers choose the right products, simplify builds, and ensure reliable, field-ready performance. Our efficient sourcing model provides trusted vendor options, BABA-compliant solutions, and cost-optimized alternatives that keep projects on budget.

Our **responsive team and fast shipping operations** ensure materials arrive when and where they're needed, supporting tight schedules and evolving project demands.

At OSP Solutions, we build long-term partnerships grounded in integrity, transparency, and accountability. We deliver the speed, knowledge, and reliability required to keep America connected.





## PEC/Palmetto Engineering & Consulting

[www.palmettoeng.com](http://www.palmettoeng.com)

(864) 295-3108

3017 Highway 153  
Piedmont, SC 29673

**Chris Roland**, CEO

[Chris.Roland@palmettoeng.com](mailto:Chris.Roland@palmettoeng.com)

(803) 860-0035

**Kim Summers**, Internal Operations Manager

[PEC@palmettoeng.com](mailto:PEC@palmettoeng.com)

(864) 295-3108

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  
Inc.**

## ProCom Sales Inc.

[www.procomsalesinc.com](http://www.procomsalesinc.com)

(770) 887-5536

3380 Trickum Rd, Bldg. 1400-100  
Woodstock, GA 30188

**Pamela Wheeler**, Promotions and Events

[pamela@procomsalesinc.com](mailto:pamela@procomsalesinc.com)

(770) 887-5536

**Phil Peppers**, CEO/President

[philpeppers@procomsalesinc.com](mailto:philpeppers@procomsalesinc.com)

(678) 778-5536

**Doug King**, Sr. Executive Vice President

[douging@procomsalesinc.com](mailto:douging@procomsalesinc.com)

(386) 503-1253

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.





**Steven Evans**, Area Manager  
[sevans@repcom.com](mailto:sevans@repcom.com)  
(470) 262-9962

## Rep Com Int'l (RCI)

[www.repcom.com](http://www.repcom.com)

(470) 262-9962

2389 E. Venice Ave. #208  
Venice, FL 34292

**Ryan McAndrew**, Southeast Manager  
[rmcandrew@repcom.com](mailto:rmcandrew@repcom.com)

(864) 590-4684

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.

---



## Ribbon Communications

[www.rbbn.com](http://www.rbbn.com)

(866) 750-5040

6500 Chase Oaks Blvd, Ste 100  
Plano, TX 75023

**Kal Kalenda**, Rural Regional Sales Director  
[kal.kalenda@rbbn.com](mailto:kal.kalenda@rbbn.com)

**Chris Coalson**, Director of Sales  
[ccoalson@rbbn.com](mailto:ccoalson@rbbn.com)

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](http://rbbn.com).





## Smartoptics

[www.smartoptics.com](http://www.smartoptics.com)

(612) 839-7498

120 Genesee Lane, Suite 6  
Amsterdam, NY 12010

**Kevin Robinson**, Vice President Sales Americas  
[kevin.robinson@smartoptics.com](mailto:kevin.robinson@smartoptics.com)

(612) 839-7498

**Ed Nardi**, Regional Sales Director

[ed.nardi@smartoptics.com](mailto:ed.nardi@smartoptics.com)

(301) 639-4524

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.



## Southern Fiber Connect

[www.southernfiberconnect.com](http://www.southernfiberconnect.com)

(770)286-6118

1980 Alcovy Mountain Rd SE  
Monroe, GA 30655

**Brandon Snyder**, Owner

[brandon.snyder@southernfiberconnect.com](mailto:brandon.snyder@southernfiberconnect.com)

(770) 655-7864

**Kayla Ribblett**, Consultant

[admin@southernfiberconnect.com](mailto:admin@southernfiberconnect.com)

(678) 836-4114

We are an underground fiber optic telecommunication contractor located in Monroe, Georgia. Southern Fiber Connect will work with your company to understand your needs and develop custom network solutions. With over 75 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.





## StellarRad Systems

[www.stellarrad.com](http://www.stellarrad.com)

(636) 720-0900

1001 Boardwalk Springs Pl, Ste 130  
O'Fallon, MO 63368

**Shayne Barr**, President

[shayne.barr@stellarrad.com](mailto:shayne.barr@stellarrad.com)

(636) 399-7559

**Todd Troughton**, Vice President Sales

[todd.troughton@stellarrad.com](mailto:todd.troughton@stellarrad.com)

(314) 406-0885

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.



## Tarheel Contractors Supply

[www.tarheelcontractorssupply.com](http://www.tarheelcontractorssupply.com)

(800) 218-0492

162 Porter Road  
Rock Hill, SC 29730

**Tina Hedrick**, Outside Sales Representative

[tinahedrick@tcsupply.com](mailto:tinahedrick@tcsupply.com)

(803) 493-3392

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!





## **Tel-Conn Manufacturing, Inc.**

[www.tel-conn.com](http://www.tel-conn.com)

(770) 338-4206

1625 Lakes Pkwy, Suite J  
Lawrenceville, GA 30043

**Peter Bateman**, Vice President

[pete@tel-conn.com](mailto:pete@tel-conn.com)

(770) 338-4206

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.



## **Utilicom Supply**

[www.utilicomsupply.com](http://www.utilicomsupply.com)

(404) 298-7700

4400 Shackelford Road  
Norcross, GA 30093

**Ed Cooper**, Owner

[ecooper@utilicomsupply.com](mailto:ecooper@utilicomsupply.com)

(678) 266-0166

**Farrah Glasgow**, Account Manager

[fglasgow@utilicomsupply.com](mailto:fglasgow@utilicomsupply.com)

(404) 434-8710

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.





**David Butler**, Director of Customer Relations  
[David.Butler@vantagepnt.com](mailto:David.Butler@vantagepnt.com)

(919) 612-1843

## Vantage Point Solutions

[www.vantagepnt.com](http://www.vantagepnt.com)

(605) 995-1777

2211 N. Minnesota St.  
Mitchell, SD 57301

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.



**Hugh Markey**, Vice President of Sales  
[hmarkey@vulcaninc.com](mailto:hmarkey@vulcaninc.com)

(251) 752-2281

## Vulcan Utility Signs

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

(800) 426-1314

901 Vulcan Street  
Foley, AL 36535

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.





## Wolf Line Construction

[www.wolflineconst.com](http://www.wolflineconst.com)

(803) 395-8069

1831 Reynolds Ave  
North Charleston, SC 29405

**Jeff Lawson**, Business Development Manager

[Jlawson@wolflineconst.com](mailto:Jlawson@wolflineconst.com)

(917) 945-7220

**Colin Garner**, CEO

[Cgarner@wolflineconst.com](mailto:Cgarner@wolflineconst.com)

(803) 395-8069

Wolf Line Construction is a premier fiber optic installation company specializing in ADSS, FTTx, and OPGW deployments based in North Charleston, SC. We provide turn-key solutions from design to installation.



---

# xerox<sup>TM</sup>

## Xerox IT Solutions

[xerox.com/itsolutions](http://xerox.com/itsolutions)

(630) 396-6300

2015 Spring Road, Ste 300  
Oakbrook, IL 60523

**Elle Casini**, Marketing Coordinator

[elle.casini@xerox.com](mailto:elle.casini@xerox.com)

**Jerry Drago**, Client Executive

[jerry.drago@xerox.com](mailto:jerry.drago@xerox.com)

Xerox IT Solutions delivers end-to-end IT solutions nationwide, specializing in cloud, hosting, networking, security, collaboration, and hybrid workforce technologies. Serving 12,000+ clients across industries, the organization is known for seamless IT infrastructure and exceptional client experiences.





**YATES**

**Yates, LLC**

[www.yatesins.com](http://www.yatesins.com)

(404) 633-4321

2800 Century Pkwy, Ste 300  
Atlanta, GA 30345

**Jeff Blanton**, Managing Partner  
[jblanton@yatesins.com](mailto:jblanton@yatesins.com)

(404) 982-2400

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."



**ZCorum™**

**ZCorum**

[www.zcorum.com](http://www.zcorum.com)

(800) 909-9441

4501 North Point Pkwy, Ste 125  
Alpharetta, GA 30022

**Alex Rivera**, Director of Sales

[arivera@zcorum.com](mailto:arivera@zcorum.com)

(800) 909-9441

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](http://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](http://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](http://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](http://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/](http://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](http://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/>