

Buying for the First Mile

The best places to buy equipment, construction and design services for Cable, Telcos, and Government

Do you work for a rural telco, investigating ideas for serving your customers broadband triple-play fiber? Are you a Private Cable Operator having trouble with VoIP or data quality of service, or searching for content? A developer seeking a Fiber-to-the-Home provider? A contractor thinking about directional drilling to avoid digging up driveways in a fiber overbuild?

This Buyers' Guide is for you.

This year's guide is our biggest yet, 68 companies, up 13 from last year. The big increase is in firms offering Fiber-to-the-Home or other fiber services specifically – 49 this year, up from 31 last November, an increase of almost 60 percent. Most firms servicing the FTTx market also serve the cable industry, highlighting the industry's evolution. Not only are broadband providers looking to fiber as a natural extension to increase bandwidth. Ethernet technology is making it easier for vendors to mix-and-match, especially on the side of the network closest to customers – the first mile.

We've arranged the guide for easy clip-and-save, but it is also on line at www.bbpmag.com. Visit us there as well.

Next month: Our vastly expanded annual guide to programming content.

Buyers' Guide Abbreviations and Technical Terms

Cable	Private Cable Operators, MSOs (Multiple or independent franchise Cable Operators, using coax at the premises, but often using fiber to the neighborhood or curb.
Construction	Includes design services as well as construction, for developers, property owners, and/or system builders.
Distributor	Most distributors are also value-added resellers, providing design, specification, and product integration services.
FTTx	Fiber, almost always to the home or premises, but also to the curb or neighborhood. Can include telephone, data, video and other services
Government	Sells substantial volume to state or federal government. In the fiber world, Homeland Security and the Department of Defense are major purchasers.
Hospital	Specialized, high-reliability. Does not necessarily include assisted-living facilities (see MDU).
Hospitality	Typically hotel-room video and broadband data services.
MDU	Multiple dwelling unit structure. In this guide, includes MTUs, assisted living, or multi-tenant office buildings.
Municipalities	Can include municipal-run systems for residents, or only for town services such as emergency response.
PCO	Private Cable Operator; typically a supplier of video to an apartment complex or college dorm, but almost always offering data services and sometimes phone services as well.
Programming	Usually refers to video programming, or to on-screen programming guides.
RF	Distribution of video services over cable or fiber, using an analog signal rather than direct Ethernet.
Software	System management and billing software. Does not include software that is inherent with standard Ethernet functions such as remote management of a multi-service access point (MSAP).
Telco	Supplier of (at a minimum) voice services, either switched or VoIP, as a RBOC (former Regional Bell Operating Company), ILEC (Incumbent Local Exchange Carrier), or CLEC (Competitive Local Exchange Carrier).
Wireless	WiFi and WiMAX systems, indoors or metro-area. Can include fiber-based backhaul.

About the Authors

Staff members participating in the production of this section included Irene Gonzales, and Nancy McCain.

Company	Distributor	Cable, PCO/MDU, Hospitality	FTTx, Telco	Wireless	Engineering, Construction, Training	Software, Programming
3SAE Technologies	✓	✗				
Adams Global Communications	✓	✗				
ADC			★			
Adesta			★	Ⓜ	Ⓢ	
AMT; Advanced Media Technologies	✓	✗				
AFL Telecommunications		✗	★		Ⓢ	
Allied Telesyn		✗	★	Ⓜ		
Alloptic		✗	★			
Alpha Technologies Inc.		✗	★	Ⓜ		
AML Wireless Networks Inc.		✗		Ⓜ	Ⓢ	
APA Cables and Networks		✗	★			
Applied Instruments		✗				
ARNCO		✗	★			
ATCi		✗	★			
ATX Networks		✗		Ⓜ		
BH Communications	✓	✗				☑
C9 Networks		✗	★	Ⓜ		
CableNetwork Associates	✓	✗	★	Ⓜ		
Cable Technologies International	✓	✗		Ⓜ		
Calix		✗	★	Ⓜ	Ⓢ	☑
Canon Broadcast and Communications Division		✗	★	Ⓜ		
CCI		✗	★	Ⓜ		
Coaxial Networks		✗		Ⓜ		
Communication Technology Services		✗	★	Ⓜ	Ⓢ	
ComTech Services	✓	✗				
Corning Cable Systems		✗	★	Ⓜ		
DF Countryman	✓	✗	★			
Display Systems International		✗				☑
Ditch Witch		✗	★	Ⓜ	Ⓢ	
DragonWave				Ⓜ		
Eagle Broadband			★		Ⓢ	
ECI Telecom		✗	★			☑
Entrisphere		✗	★			
Great Lakes Data Systems		✗	★	Ⓜ		☑

Company	Distributor	Cable, PCO/MDU, Hospitality	FTTx, Telco	Wireless	Engineering, Construction, Training	Software, Programming
GW Communications		✕	★			
Hitachi Telecom (USA)			★			
InfiniSys		✕	★	☞	☞	
KT Communications		✕	★			☑
Light Brigade			★		☞	
MagicBox		✕	★			☑
Mega Hertz	✓	✕				
Multicom		✕	★			
Multilet		✕				
Multilink		✕	★			
North American Cable Equipment	✓	✕				
NorthStar TeleSolution		✕	★			
Optical Solutions			★		☞	☑
Pace Electronics	✓	✕	★			
Pacific Wireless				☞		
PCI Technologies		✕	★	☞		
Peregrine Communications	✓	✕				
PROTEX Weatherproofing		✕	★		☞	
Quality RF Services		✕	★		☞	
R.L. Drake		✕	★		☞	☑
Satellite Management Services	✓	✕				☑
Sofast Communications		✕	★	☞		☑
Sumitomo Electric Lightwave			★			
Team Fishel			★		☞	
Telecrafter Products		✕	★	☞		
TeleGuide		✕	★			☑
Telkonet Inc.		✕		☞		
Toner Cable Equipment	✓	✕	★	☞		
Transition Networks		✕	★			
T. T. Technologies		✕	★	☞	☞	
Verizon Communications			★			
Vermeer Manufacturing		✕	★	☞	☞	
World Wide Packets		✕	★	☞		
Zoomy Communications			★		☞	

3SAE Technologies, Inc.

318 Seaboard Lane, Suite 401
Franklin, TN 37067
P: 615-778-8812
F: 615-778-8816
Contact: Steven Valle
E: svalle@3SAE.com
www.3SAE.com

Industry Segments Served: Distributor, PCO/MDU, FTTx, Municipalities

3SAE Technologies, Inc. is proud to be the exclusive North American master distributor, service and support center for Ericsson Network Technologies, Future Instrument Fiber Optics and Nyfors Teknologi AB, Stockholm, Sweden. We provide all sales and support of fusion splicers, fiber recoaters and other fiber optic accessories. 3SAE is a company with focus and expertise in developing and marketing new fiber optic tools and technologies for optical fiber fusion splicing and related applications.

Adams Global Communications, Inc.

15445 Metcalf Avenue
Overland Park, KS 66223
P: 913-402-4499
F: 913-402-4494
Contact: Mark Addington
E: maddington@adamsglobal.com
www.adamsglobal.com



Industry Segments Served: Distributor, Cable

Adams Global Communications, Inc. (AGC) buys and sells new and used surplus of excess cable and wireless equipment. We are a full-range premium provider of products and services to the broadband communications industry. Our offering includes converters, modems, distribution and headend equipment with a global source of supply. AGC is committed to providing quality products, reliable service and timely delivery at competitive prices. We also offer a warehousing program for those needing to maximize storage capabilities.

ADC

1187 Park Place
Shakopee, MN 55379
P: 952-403-8279
Contact: Kari Becker
E: keri.becker@adc.com
www.adc.com



The **Broadband** Company

Industry Segments Served: FTTx, Municipalities

Make your FTTx plan a reality with ADC's OmniReach™ FTTX Network Infrastructure Solutions – designed from the ground up to meet the unique requirements of FTTx networks. By building network infrastructures upon ADC's OmniReach solutions, service providers nationwide accelerate deployment and maximize operational efficiency from the Central Office to the Outside Plant. The OmniReach offering includes a wide range of flexible Outside Plant products for both Distribution and Access networks. ADC also offers a wide breadth of solutions for the Central Office and home wiring. Distribution Network Products: Fiber Distribution Terminals (FDTs), Fiber Only, Fiber/Copper, and Optical Splitter Modules. Access Network Products: Fiber Access Terminals (Pedestals), Multi-Fiber Service Terminals, Fiber Demarcation Boxes and Cabinets.

Adesta

1200 Landmark Center, Suite 1300
 Omaha, NE 68102
 P: 402-233-7700
 F: 402-233-7650
 Contact: Joel Mulder
 E: jmulder@adestagroup.com
www.adestagroup.com

Industry Segments Served: FTTx, Wireless, Municipalities, Federal, Construction

Adesta LLC is a systems integrator and project management company for communication networks, security systems, and intelligent transportation systems. We provide customers with a single point of contact to design, engineer, integrate, construct, manage, and operate and maintain networks and systems. Since 1988, Adesta has deployed over 2 million fiber miles in more than 70 metropolitan areas and completed over 350 electronic security systems projects in the United States, Europe, Asia, Central America, and the Middle East. Headquartered in Omaha, Nebraska, Adesta is managed by executives from the telecommunications, construction and security industries.

Advanced Media Technologies

720 South Powerline Rd., Ste. G
 Deerfield Beach, FL33442
 P: 888-293-5856
 F: 954-427-9688
 Contact: Rob Narzisi
 E: rob@goamt.com
www.goamt.com



Industry Segments Served: Distributor, PCO/MDU, Cable

AMT is the nation's largest stocking distributor for Motorola equipment, including headend, distribution, cable modems, and DCT set-tops. In addition, AMT is the North American distributor for Amino Communications, a leading manufacturer of video over IP set-top boxes. AMT's product offerings also include many of the industry's leading manufacturers such as DX Antenna, Blonder Tongue, Drake, Olson, and Force. Advanced Media Technologies, Inc. is a wholly owned subsidiary of ITOCHU International. ITOCHU International, Inc. is the North American subsidiary of ITOCHU Corporation, one of Japan's leading companies. ITOCHU's revenues place it among the world's largest corporations of any type.

AFL Telecommunications

PO Box 3127
 Spartanburg, SC 29304
 p: 864.486.7243
 f: 864.433.5363
mike.miller@afltele.com
www.afltele.com



AFL Telecommunications

Industry Segments Served: FTTx, PCO/MDU, Municipalities, Construction

AFL Telecommunications, a Fujikura business, is an industry leader with over 20 years experience in providing fiber optic products, engineering expertise and integrated services to the telecommunications and electric utility industries. AFL manufactures, engineers and installs fiber optic products and equipment that communications providers need to provide high-speed voice, video and data services to their customers/subscribers. AFL's extensive experience in both design and application crosses all markets, from Telco, Broadband and Wireless to Electric Utility, OEM, Enterprise and Private Networks.

Allied Telesyn

19800 North Creek Parkway
Bothell, WA 98011
P: 800-424-5012
Contact: Kim Algate
E: kim_algate@alliedtelesyn.com
www.alliedtelesyn.com

Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

A global manufacturer offering end-to-end access products for today's service providers, Allied Telesyn is enabling the rapid adoption of secure IP/Ethernet as a core technology for the delivery of enhanced voice, video and data services to residential and business subscribers. Allied Telesyn's Triple Play is the industry's most comprehensive, flexible solution for service provision, with simultaneous support for ADSL, POTS and FTTx infrastructures. Scalable, reliable, and surprisingly affordable, this solution offers easy deployment, flexible expansion and a painless migration from copper to FTTx.

Alloptic, Inc.

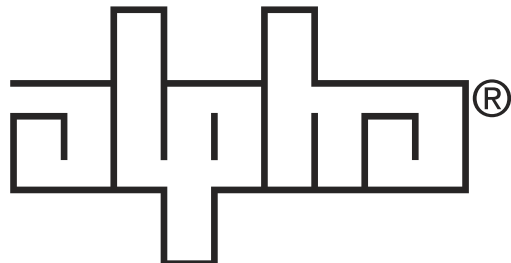
2301 Armstrong St. # 101
Livermore, CA 94551
P: 925-245-7600
F: 925-245-7601
Contact: Tracie Vollgraf
E: tracie.vollgraf@alloptic.com
www.alloptic.com

Industry Segments Served: PCO/MDU, FTTx, Municipalities

Alloptic is an access network equipment provider, designing and manufacturing a state of the art Gigabit Ethernet Passive Optical Access Network (GEAPON) solution. Alloptic's optical-based broadband technology allows the bundling of voice, video, and ultra-high speed data services onto a single fiber cable directly to homes, businesses, and high-density living complexes. Alloptic's GEAPON solution provides an unmatched 1 Gigabit of symmetrical bandwidth, thus delivering between 2 and 10 times more capacity than is closest competitors. The Alloptic solution helps developers and builders to differentiate their communities and homes by offering ultra-fast Internet, on-line gaming, video-on-demand and home security capabilities. Alloptic's system has been deployed worldwide by developers, builders, municipalities and broadband service providers.

Alpha Technologies Inc.

3767 Alpha Way
Bellingham, WA 98226
P: 360-647-2360
F: 360-671-4936
Contact: Diane Jensen
E: djensen@alpha.com
www.alpha.com



Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

Alpha Technologies is a world-leading provider of power conversion products. Widely used in cable television, telecommunications and data networks worldwide, Alpha products have earned a reputation for reliability and performance. Alpha has a wide array of power products for FTTx applications including; headend or Central Office, premise, neighborhood or network. Alpha's product offering includes a complete line of both AC and DC UPS systems, line conditioners, batteries, enclosures and accessories for indoor or outdoor applications.

Shouldn't every new home be connected with fiber?



Team Fishel and Corning have joined forces to offer the Corning Total Access ProgramSM(TAP) of design, engineering, construction, installation and maintenance of Fiber to the Home Networks.

Get Connected.



CORNING



Total
Access
ProgramSM

www.teamfishel.com • www.corning.com/cablesystems

AML Wireless Networks Inc.

260 Saulteaux Crescent
Winnipeg, Manitoba R3J 1S2 Canada
P: 800-663-7902
F: 204-889-1268
Contact: Bill Baines
E: info@amlwireless.com
www.amlwireless.com



Industry Segments Served: Cable, PCO/MDU, Wireless, Construction

AML Wireless Networks designs, manufactures and installs and services a wide range of RF signal transmission systems. Since 1969, AML Wireless has been a world-leading supplier of wireless applications for networks carrying video, data and voice applications. Our technology solutions are deployed in all of the large MSO and PCO networks, and numerous international applications. Our products can support video applications from a few channels up to 870 MHz, return path for DOCSIS cable modem returns, HDTV signal transmission and we can cover distances from across the street to 30 miles.

APA Cables and Networks

5480 Nathan Lane
Plymouth, MN 55442
P: 763-476-6866
F: 763-475-8457
Contact: Eric Chalgren
E: sales@apacn.com
www.apacn.com

Industry Segments Served: PCO/MDU, FTTx, Municipalities

APA Cables and Networks designs and manufactures a complete line of passive fiber optic connectivity solutions including fiber frames and panels, standard and custom fiber and copper assemblies for controlled and outside plant environments, and an assortment of optical components. APACN also provides a complete solution for today's FTTx environment highlighted by its Fiber Scalability Center (FSC), a line of OSP cabinets for any FTTx architecture that provides a modular and scalable fiber distribution platform that minimizes installation costs and maximizes network efficiency.

Applied Instruments

5230 Elmwood Avenue
Indianapolis, IN 46203
P: 317-782-4331
F: 317-786-9665
Contact: Tom Haywood
E: thaywood@appliedin.com
www.appliedin.com

Industry Segments Served: PCO/MDU, Municipalities

Applied Instruments manufactures test equipment used in Satellite, Cable Television, and MMDS systems. Applied Instruments' test equipment is developed for telecommunications system providers and their contractors, and is used to install and maintain video, voice and data networks. Products include signal level meters such as the SAT 9520, MDU, Sat Buddy 2 and Dual Buddy, as well as multi-carrier signal generators and broadband noise generators.



Fiber to the Home . . .

. . . The Technology of Today



We Can Help Shed Some Light

Fiber to the Home Fiber to the Curb Fiber to the Node

Toner has the products and knowledge, call us to find out more.

TONER
cable equipment, inc.

800-523-5947

Visit us on the web www.tonercable.com

ARNCO CORP.

860 Garden Street
Elyria, OH 44035
P: 440-322-1000
F: 440-322-1001
Contact: Dave Pampush
E: info@arncocorp.com
www.arncocorp.com

Industry Segments Served: FTTx; PCO/MDU

ARNCO Corporation manufactures products used in the placement of cable as well as products used in the water and gas distribution market. Arnco's family of quality products include: HDPE Duct and Pressure Pipe in sizes ranging from 13mm to 24"; Bull-Line® - Aramid and Polyester pull tapes; Cable Lubricants; Cleaners and Sealants; Couplers; Cable Blowing and Pushing Equipment; and a variety of accessories to compliment these product lines. Plant locations in Elyria, Ohio; Salt Lake City, Utah; Aiken, South Carolina and San Luis Potosi, Mexico.

ATCi

450 North McKemy
Chandler, AZ 85226
P: 480-844-8501
F: 480-898-7667
Contact: Kristen Love
E: klove@atci.net
www.atci.com



Industry Segments Served: Cable, PCO/MDU, FTTx, Municipalities

ATCi offers complete systems integration and technical services. From front-end consulting to integrating, installing and managing technology solutions, ATCi has the experience to respond to unique opportunities. ATCi's flagship product, Simulsat, has the capacity to receive signals from 35 satellites simultaneously. Available in 3 size/performance variations, Simulsat takes up less space than two parabolics. ATCi also offers many products that offer customers expanded capacity, design excellence and value. Among them: uplinks, teleports, headend components, test equipment, matrix switches, and fiberoptics solutions. ATCi also offers turn-key services: Teleport/ Broadcast Services, Webcasting, Digital Headend, Uplink and Systems Integration.

ATX Networks

1-501 Clements Road West
Ajax, ON L1S 7H4 Canada
P: 800-565-7488
F: 866-427-1964
Contact: Shane Beggs
E: info@atxnetworks.com
www.atxnetworks.com

Industry Segments Served: PCO/MDU, Wireless, Hospitality, Municipalities, Institutional

Members of the ATX Group custom design and manufacture high performance RF filters and traps, RF and optical signal management (splitting/combining) equipment, drop amplifiers, subscriber drop passives, connectors and terminators, and test signal generators, headend and MDU/hotel amplifiers, fiber nodes, fiber transmitters and receivers, pads and EQs, amplifier upgrade kits, power supplies, repair parts/IC hybrids, and re-enterable connector weatherproofing.



TRANSITION NETWORKS EFFICIENTLY.

COPPER-TO-FIBER MEDIA CONVERTERS
EFFECTIVELY **ENHANCE** YOUR CURRENT
NETWORK.



Transition Networks is in the business of bettering the resources you currently own. Our advanced media converters efficiently and intelligently improve your current network without a major investment. We convert copper to fiber with technology that accommodates multiple protocols, platforms and interfaces. Contact Transition Networks and discover what all of the buzz is about.

TRANSITION
networks®
The Conversion Technology Experts

www.transition.com

800~526~9267

TRANSITION NETWORKS FOR ME.

BH Communications

29 Greenfield
Montreal, Quebec, Canada H96-2J9
P: 514-696-6820
F: 514-696-6820
Contact: Mitchell Goldberg
E: mitch@bh-communications.com
www.bh-communications.com



Industry Segments Served: Distributor, PCO/MDU, Hospitality, Institutional

BH Communications specializes in low cost pay TV control systems for MDU's, Hotels, Hospitals, Universities, and Prisons. We have over 20 years of experience in off premises addressability for the CATV industry. We provide complete TV control solutions; addressable hardware, control software, installation, and consulting services. CableSoft, our addressable control software provides remote monitoring and control of all CATV projects from any location using TCP/IP or telephone modems. We offer connect-disconnect, and Multi-Tier remote control of CATV services at unbeatable prices. We carry both new and refurbished addressable gear from, Electroline, Arcom, and Blonder-Tongue. BH Communications also provides a full line of headend equipment, line extenders, amplifiers, distribution passives, and test equipment.

C9 Networks, Inc.

341 Cobalt Way, Suite 205
Sunnyvale, CA 94085
P: 408-746-0400
F: 408-730-9441
Contact: Srinii Kola
E: skola@c9networks.com
www.c9networks.com



Industry Segments Served: PCO/MDU, Hospitality, Institutional, Cable, Wireless, FTTx

C9 Networks, Inc. is a leading provider of cable and wireless broadband access solutions. C9 Networks provides the industry's most user-friendly and cost effective CMTS solution for the cable, PCO, MDU/MTU and Hospitality markets. C9 Networks is the first company in the industry to provide WiFi and DOCSIS based Fixed Wireless support with a CMTS. The advanced CMTS products support both wired and wireless services at the same time. The C1000 from C9 Networks is a 1U rack mount system with a web browser/GUI based interface for local and remote control of the device. The system includes CMTS servers, monitoring and configuration utilities, IP management tools, RF management tools and Subscriber management system (SMS) all in a single box. The system also supports remote management and remote SW upgrades. The CMTS systems are also available in different models to support 250 to 1000 users for wired and wireless support.

2006 Buyers' Guide

HOTTESTPRODUCTSPEOPLEPLACE JANUARY 5-8, 2006 LAS VEGAS, NV www.CESweb.org

CableNetwork Associates

5001 Northwest 13th Avenue
Deerfield Beach, FL 33064
P: 888-201-7200, 281-374-6297
F: 281-374-6298
Contact: Neil Brasfield
E: nbrasfield@cablenetwork.net
www.cablenetwork.net



Industry Segments Served: Distributor, PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

CableNetwork is the world's largest CommScope distributor. We are an authorized stocking distributor for the most prestigious names in our industry: Motorola, Alpha, PPC, Ripley, and numerous others. View the complete CNA line of headend, distribution and broadband products at www.cablenetwork.net. New and reconditioned products for the CATV industry from the most service oriented distributor in the industry.

Cable Technologies International, Inc.

460 Oakdale Avenue
Hatboro, PA 19040
P: 800-378-8753
F: 215-672-0440
Contact: Paul E. Morse, Jr.
E: pmorse@cabletechnologies.com
www.cabletechnologies.com

Industry Segments Served: Distributor, PCO/MDU, Cable, Wireless

Cable Technologies International, Inc, a leader in supplying new and refurbished products and components for the hard line and wireless industry including headend connectors and adaptors, amplifiers, passives, power inserters, satellite products, tools, wireless accessories, installation accessories, computer products, telephony products, low cost character generators, telephone products and cables including CAT5. In addition Cable Technologies International, Inc. is a leading repair house for all headend equipment, subscriber equipment, power supply and much more.

Calix

1035 N. McDowell Blvd.
Petaluma, CA 94954
P: 707-766-3000
Fax: 707-766-3100
E: info@calix.com
www.calix.com

Industry Segments Served: Cable, Wireless, FTTx

Calix is the national leader in broadband carrier loop extension. The Calix C7 multiservice platform integrates all functions required to transport and deliver voice, data, and video services over both optical and metallic access networks. The Calix Management System (CMS) manages networks of all sizes, with tools that can be accessed from any location via a standard web browser. Supporting bulk provisioning, network-wide alarm collection, and a sophisticated graphical user interface. The firm also has a complete line of outdoor cabinets ranging in size from 120 to 2880 lines, designed to facilitate the large scale conversion of narrowband subscribers to either fiber or copper based broadband connections. The firm acquired Optical Solutions, Inc., as we went to press.

THE WORLD'S PREMIER EVENT FOR WIRELESS BROADBAND
RETURNS TO THE HEART OF SILICON VALLEY

WCA's 12th Annual International Symposium & Business Expo

JANUARY 18-20, 2006 | SAN JOSE, CA | FAIRMONT HOTEL SAN JOSE



- **EVALUATE** all key wireless broadband technologies under one roof: WiMAX, Wi-Fi, UMTS, CDMA, WiBRO, 3GPP, citywide mesh—and more!
- **PARTICIPATE** in co-located meetings of top wireless organizations including the Wireless Communications Alliance and the Homeland Defense Journal
- **NETWORK** with thousands of colleagues from more than 30 nations
- **REVIEW** product solutions from a record 60+ companies at Silicon Valley's largest wireless broadband exhibition
- **BENEFIT** from the support of 50 partnering associations, publications and portals

SPONSORS

DIAMOND



PLATINUM



GOLD



HOT TOPICS INCLUDE...

- Major Carrier Goals For 2006
- Implementing Profitable WiMAX Business Models
- Fixed To Mobile Evolution: Comparing WiMAX, 3G LTE & 802.11n
- Future-Proofing Your VoIP Strategy
- Muni-Wireless: Debating Scalability & Security Issues
- Personal Broadband: Who's Winning The 'Here and Now' Debate?
- What Global Carriers Are Asking About WiMAX
- Killer Applications Fueling The Fixed Wireless Resurgence
- Making BRS Transitions Work Under New Rules
- Next Steps For Wireless IP Content Distribution
- VC Funding: How To Make The Case
- Spectrum Rights Versus License Free Models
- FCC Auction Strategies For RF 'Have-Nots'
- WiBro Service In Korea As A WiMAX Model
- Europe's Battle On Technical Neutrality
- VoIP and Public Safety: Issues, Challenges & New Rules
- Carrier Requirements For Mobile Backhaul
- China Market Update Post-WiMAX 'Plugfest'
- IP Wireless Video Applications That Boost Security
- Supply Chain & Distribution Models
- Capturing The Mobile 4G Wave

...and many more presented by 125+ speakers.

FEATURED SPEAKERS INCLUDE



Len J. Lauer
COO
Sprint Nextel Corporation



Dr. James Jiang
President
ZIMAX Technologies/
ZTE Corp.



Sean Maloney
Executive Vice President
General Manager,
Mobility Group
Intel Corporation

SYMPOSIUM HOSTS



Ronald J. Resnick
WiMAX Forum President
WCA Executive
Committee Member



Andrew Kreig
WCA President & CEO
WCA Executive
Committee Member

For information or to register, visit
www.wcai.com or call +1.202.452.7823

Canon Broadcast and Communications Division

65 Challenger Road
Ridgefield Park, NJ 07660
P: 201-807-3300
F: 201-807-3333
Contact: Gordon Tubbs, Assistant Director
E: cbeam@cusa.canon.com
www.canobeam.com



Industry Segments Served: PCO/MDU, Wireless, Hospitality, Municipalities, FTTx

Canon Broadcast and Communications' Canobeam DT-100 series transceivers use Free Space Optics—a line-of-sight light beam—to transmit digital data at rates of up to 1.25Gbps for Gigabit Ethernet networking at a range of 100m to 1,000m (more than half a mile). An optical wireless technology, Canobeam requires no radio license, sets up quickly, and is highly secure. Canobeam is protocol-independent (like fiber) and features Canon's Automatic Tracking Function for precise beam alignment despite vibrations due to wind, weather, or other factors. Management capabilities via SNMP, Telnet, and FTP are standard on the Canobeam models DT-120 and DT-130.

CCI

105 Kent Street
PO Box 190
Iron Mountain, MI, 49801
P: 906-774-6621
F: 906-774-9120
Contact: Jeff Muraro
E: jeff.muraro@cciinc.us
www.cciinc.us

Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

CCI is a Cisco Systems Advanced Technology Partner for Optical Metro Transport and holds a Cisco Systems Cable Communications specialization. We provide mapping, design, engineering, construction, and material supply services offering labor only to full turnkey: new builds, rebuilds, and upgrades of HFC and fiber optic voice, video, and data networks.

Coaxial Networks

4800 Great America Parkway, Suite 300
Santa Clara, CA 95054
P: 408-562-4400
F: 408-907-9736
Contact: Archana Roy
E: sales@coaxialnetworks.com
www.coaxialnetworks.com

Industry Segments Served: PCO/MDU, Wireless, Hospitality, Municipalities

Products: Coaxial Network's provides wired/wireless high-speed Internet access products and services for hospitality, MDU and MTU businesses. The technology behind Coaxial Networks IRIS CMTS product line utilizes the exiting coaxial cable use to deliver television programming. The solution also creates and manages hotspot areas in your property to offer Wi-Fi service. The centralized system manages both wired and wireless network. This unique yet standard based solution offers you best of both the worlds, security of wired and convenience of wireless. We also offer various IT services including 24x7x365 network monitoring and end user customer support. We help you to build scalable and manageable networks to offer multiples services on the same infrastructure thus keeping the network cost down and increasing your per subscriber revenue. We are also technology partner with local and national level service providers to offer innovative solutions.

Communication Technology Services

400 Donald Lynch Blvd.
 Marlborough, MA 01752
 P: 800-834-5838
 F: 508-393-1224
 Contact: Doug Hodges (720-344-0673)
 E: dhodges@cts1.com
www.cts1.com



Industry Segments Served: PCO/MDU, FTTx, Wireless, Business/Residential Premise Wiring and VoIP Sales/installation

Since 1990, Communication Technology Services has provided quality communications infrastructure solutions for many of today's leading organizations that count on our commitment to deliver world-class service. The CTS team is conditioned and focused on helping your organization perform at its peak. At the rate that FTTH networks are growing in acceptance, it's becoming increasingly important to have a proven partner who understands the importance of delivering and activating these critical services at the customer's premise. CTS specializes in drop-cable placement, termination, splicing, testing, ONT installation, service activation and inside wiring...all with a focus on the most positive customer experience.

ComTech Services

2675 East 28th Street
 Sedalia, MO 65301
 P: 800-467-2588
 F: 660-826-8461
 Contact: Nick Ferolito
 E: nick@murlin.com
www.com-tech-services.com



ComTech Services

An ADDvantage Technologies Company

On Hand. On Demand.™

Industry Segments Served: Distributor, Cable, PCO/MDU

End-to-End CATV Equipment and Repair Solutions from ComTech - In today's broadband world, cable networks depend on ComTech Services for its comprehensive inventories of new and remanufactured CATV equipment - from Legacy and hard-to-find analog components to the latest digital products. ComTech has earned an industry reputation as the On Hand, On Demand resource for System-Critical equipment, world-class technical repair, and the fast, responsive turnaround cable operators depend on.

Corning Cable Systems

800 17th Street NW
 Hickory, NC 28601
 P: 828-901-5000, 800-743-2671
 F: 828-901-5973
 Contact: Dana McEntire
 E: dana.mcentire@corning.com
www.corning.com/cablesystems



Industry Segments Served: PCO/MDU, FTTx, Wireless, Municipalities

Corning Cable Systems 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. Through its Corning Connected Community™ Program, Corning partners with the best homebuilders in the country to bring the life-enhancing benefits of FTTH to homebuilders. Corning's Total Access Program™ (TAP) provides highly qualified design, engineering, furnishing and installation companies with the tools necessary to ensure successful FTTH deployments.

DF Countryman

2425 East 26th Street
Minneapolis, MN 55406

P: 612-724-4400

F: 612-729-1300

Contact: Rick Moravec

E: rm@dfcco.com

www.dfcco.com

Contact: Steve Shockman

5604 Randolph Blvd.

San Antonio, TX 78239

P: 866-954-0443

F: 210-654-0470

E: ss@dfcco.com



Industry Segments Served: Distributor, PCO/MDU, Cable

DF Countryman is a full line, stocking distributor providing quality products and comprehensive solutions for the communications industry. Doing business for more than 45 years provides us with the experience and know-how to address all of your communication needs. We are your one source for tools, test equipment, and installation products.

2006

Buyers' Guide

FTTx Power



Fiber To The...

Premise, Neighborhood, Network, Headend



Radium MiniBay Enclosure



Cordex DC Rectifier



FlexPoint OPS/BBPS System



Alpha offers a wide array of power products for FTTx applications, including a complete line of AC and DC UPS systems, enclosures and batteries to power optical network transmission and termination equipment.

Display Systems International

2214 Llanselman Avenue
 Saskatoon, SK Canada
 P: 306-934-6884
 F: 306-934-6447
 Contact: Tanya Lemke
 E: Tanya@displaysystemsintl.com
www.displaysystemsintl.com

Industry Segments Served: PCO/MDU, Hospitality, Municipalities, Programming

Display Systems International has been serving the cable industry for over 20 years. We manufacture character generators and on-screen programming guides that run under the Windows platform. ELITE character generator products feature program/preview capabilities for true off-line editing, Internet and modem communications, automatic download of Internet weather maps, local weather display, audio ducking and VCR control. The LineUp on-screen programming guide features data delivery via Internet, choice of screen display (full, half vertical or half horizontal), customize your fonts and color scheme, simple spare swap capabilities and more. Software packages and/or turnkey systems available. Contact us for a free demo CD!

**Ditch Witch
(The Charles Machine Works, Inc.)**

PO Box 66
 Perry, OK 73077
 P: 800-654-6481
www.ditchwitch.com

Industry Segments Served: Construction, FTTx

The Charles Machine Works, Inc. designs, manufacturers and markets the industry's most complete line of trenching products. From compact walk-along models to large riding units, Ditch Witch trenchers are used to bury a wide variety of materials including fiber, gas, water, and sewer pipe; power, telephone, and television cable; and landscape irrigation systems. In addition, interchangeable attachments increase the versatility and value of Ditch Witch tractor units. Attachments are available for trenching, vibratory plowing, pavement and rock sawing, and utility backhoe work.

DragonWave Inc.

600-411 Legget Drive
 Kanata, Ontario, Canada, K2K 3C9
 P: 613-599-9991
 F: 613-599-4225
 Contact: Chad Humeniuk
 E: chad@dragonwaveinc.com
www.dragonwaveinc.com

Industry Segments Served: Wireless, Municipalities

DragonWave is a leading innovator in high capacity broadband wireless IP networking systems. Our AirPair product is available in 100 BaseT or GigE interfaces, delivering a full duplex, wire speed up to 200Mbps Ethernet connections over licensed and unlicensed frequencies. AirPair is a flexible bandwidth radio platform which can scale from 10 to 200Mbps with simple software configurations. The APX-104 delivers a standard compliant NxE1 port extension capability to the AirPair platform. This service adaptation seamlessly transports T1 traffic over the wireless link, enabling customers an easy migration to native IP networks while still supporting legacy TDM services.

Eagle Broadband

101 Courageous Drive
League City, TX 77573
P: 281-538-6000
F: 281-538-5370
Contact: Frederick Reynolds
E: freynolds@eaglebroadband.com
www.eaglebroadband.com

Industry Segments Served: FTTx, Hospitality, Municipalities, Federal, Construction

Eagle Broadband (AMEX: EAG) provides advanced broadband, Internet Protocol (IP) and communications technology and services that create new revenue opportunities for broadband providers and enhance communications for government, military and enterprise customers. Eagle Broadband's mission is to enable our broadband and service provider partners to deliver the most advanced broadband, communications and entertainment services with new levels of performance, quality and value to their residential, business and government/military customers. IPTVComplete: Fastest, lowest cost way to deliver most competitive IPTV services over new or existing broadband networks anywhere in America. Turnkey, IP services enables any broadband provider or community to maximize revenues and reduce churn by delivering triple or quad play. Launch more advanced higher quality services faster at lower cost. IP set top boxes with industry leading HDTV features and reliability enable most advanced interactive entertainment services to maximize revenues. SatMax repeater system enables highly reliable, primary and backup voice and data satellite communications inside buildings, aircraft, ships, etc. Nationwide managed services delivery capabilities enables higher quality cabling, network monitoring and support services at lower cost.



**FREE
TRAINING
DVD**

**Make Character
Generation simple.**

WITH AVELIN FROM MAGICBOX

The Avelin is the ideal all-in-one info channel system for PCOs and MDUs.

DVD/VHS/MPEG Playback • Remote Access • Current Weather and Forecasts • Macromedia Flash
Multiple Crawl Lines • Picture in Picture • Audio and Voiceover Support

simple. affordable. effective.



WWW.MAGICBOXINC.COM
sales@magicboxinc.com
541.752.5654
Call or email for FREE video.

ECI Telecom Inc.

1201 West Cypress Creek Road
 Fort Lauderdale, FL 33309
 P: 954-772-3070
 F: 954-351-4404
 Contact: Hanan Dadon
 E: hanan.dadon@ecitele.com
www.ecitele.com

Industry Segments Served: Cable, PCO/MDU, FTTx, Software

ECI provides advanced telecommunications solutions to leading carriers and service providers worldwide. By translating a deep understanding of their needs into innovative, technologically advanced solutions, ECI enables its customers to increase the value of the infrastructure of their networks and reduce operating expenses. ECI's platforms provide carriers and service providers with carrier-grade solutions for easily introducing new revenue-generating services using innovative IP service delivery solutions to the converged telecom networks by providing FTTH/B and xDSL Broadband access gateways, Service Edge Routers, Optical transport, Core IP/MPLS routers, NGN VoIP and multimedia applications and services.

Entrisphere

2770 San Tomas Expressway
 Santa Clara, CA 95051
 P: 408-970-2000
 F: 408-970-2001
 Contact: Don McCullough
 E: dmccullough@entrisphere.com
www.entrisphere.com

Industry Segments Served: PCO/MDU, FTTx

Entrisphere is leading the business of access network evolution by simplifying network architectures, enabling multi-service delivery, and eliminating barriers to deployment flexibility and profits. Entrisphere's comprehensive access solutions, including the BLM 1500 system, ease migration for incumbent carriers by delivering advanced communications and entertainment services over circuit or packet networks based on PON or copper transport. With decades of experience supplying the global carrier market, the Entrisphere team uniquely understands the operational challenges of delivering advanced services while preserving competitive leadership.

Great Lakes Data Systems

5954 Priestly Drive
 Carlsbad, CA 92008
 P: 800-882-7950
 F: 760-602-1928
 Contact: Laura Rosado
 E: sales@glDs.com
www.glDs.com

**Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities, Software**

WinCable® sets a new standard for cable billing and subscriber management software. Digital and analog set-top boxes, conditional access satellite receivers, cable modems, VOD and VoIP can all be provisioned directly from the WinCable® billing system. Designed for the requirements of private and municipal cable - Exclusive "address based" features - Landlord/tenant billing options - Low-cost online solutions for small systems - Full-service call center options Currently serving small and mid-sized operators, GLDS has implemented its solutions for over 300 cable systems in 49 U.S. States and 34 countries worldwide.

GW Communications

1605 Crescent Circle, Suite 200
Carrollton, TX 76239
P: 972-446-9585
F: 972-245-6667
Contact: Phil Trammell
E: phil@gwcomm.biz
www.gwcomm.com

Industry Segments Served: PCO/MDU, Cable, FTTx, Municipalities

GW Communications is a full service provider of turnkey solutions for the telecommunications, cable and home building industries. Our services include planning, engineering, design, construction, installation and maintenance of broadband infrastructure, structured wiring and home networking. Our partner companies allow us to provide turnkey solutions to our clients, which include telecommunications companies, cable television companies, municipalities and master planned communities.

Hitachi Telecom (USA), Inc.

3617 Parkway Lane
Norcross, GA 30092
P: 770-797-2518
F: 770-797-2550
Contact: Pete Westafer
E: pwestafer@hitel.com
www.hitel.com



Industry Segments Served: FTTx

Hitachi Telecom (USA) Inc. offers Fiber to the Premises (FTTP) solutions that help developers increase the value of their communities – providing the opportunity for higher sales prices, faster property turnover, and higher resale values for property owners who buy in to the community. Hitachi's AMN1200 FTTP product family is an ITU-T standards-based FTTP solution that enables the delivery of triple-play services (video, data and voice) over a single optical fiber. The Hitachi AMN1200/1220 platform includes specialized subscriber ONT (Optical Network Terminal) devices that support the efficient delivery of high-bandwidth services to multiple markets, including single-family residential, multi-dwelling unit residential, small-to-medium business applications. Hitachi is the world leader in PON installed base with over 800,000 data lines in service. The benefits of this experience include high levels of component integration, product reliability, and the economic benefits of high manufacturing volumes.

2006 Buyers' Guide

InfiniSys, Inc.

482 Fentress Blvd., Suite N

Daytona Beach, FL 32114

P: 386-238-0072

F: 386-238-1555

Contact: Richard Holtz, President

E: info@electronicarchitect.comwww.electronicarchitect.com**Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities**

InfiniSys is a leading designer of technology amenities for luxury apartments, condominiums, and student housing communities. Their award-winning designs integrate resident amenities such as HDTV, broadband Internet service, multiple phone lines (or VoIP), distributed audio, home theater systems, IP-based security/surveillance systems, site access control, energy management systems, and more over cutting-edge networks. InfiniSys designs include the revolutionary FTTA™ (Fiber to the Apartment) system, In-Unit WiFi and the Plug 'N Play Apartment™. Based in Ormond Beach, InfiniSys has offices in Florida, California, and Washington, DC and has designed systems for multifamily properties in over 30 states.

KT Communications

2409 North Stadium

Columbia, MO 65202

P: 573-446-3693

F: 573-446-9054

Contact: Kristy Thurman

E: kristyt@ktcom.tvwww.ktcom.tv

The logo for KTCOM consists of the letters "KT" in a large, bold, black sans-serif font, followed by "COM" in a slightly smaller, bold, black sans-serif font. A red swoosh graphic starts from the top right, curves over the "M", and ends at the bottom left, crossing through the letters.

Industry Segments Served: PCO/MDU, Cable, Programming

KT Communication provides a full range of basic and premium video services delivered via satellite through various technologies including CBAND and DirecTV Transport. Our alliances also offer guidance and support for a digital programming solution. We are devoted to providing the most effective methods of delivering video to private cable systems and we are always exploring new opportunities and technologies for this marketplace. The extensive experience that our staff brings to the industry is invaluable to our existing and potential clients.

Light Brigade, Inc.

837 Industry Drive

Tukwila, WA 98188

P: 206-575-0404

F: 206-575-0405

E: sales@lightbrigade.comwww.lightbrigade.com**Industry Segments Served: Training, FTTx, Municipalities**

Since 1987 The Light Brigade has instructed over 29,000 attendees in its public and custom classes. The company offers courses nationwide covering basic fiber optic design, maintenance and testing, as well more advanced courses on topics such as Fiber to the Home/PON. The Light Brigade offers two options that focus on FTTx disciplines, applications and products: FTTH/PON for Installers and Planners, a four-day training course; or a FTTP/PON computer-based training (CBT). In addition, TLB creates customized courses, DVDs, videos and CD-ROMs.

MagicBox, Inc.

1600 SW Western, Suite 130
Coruallis, OR 97333
P: 541-752-5654
F: 541-752-5614
Contact: Tom Searcy
E: toms@magicboxinc.com
www.magicboxinc.com



Industry Segments Served: PCO/MDU, Hospitality, Municipalities, Assisted Living

MagicBox, Inc. manufactures character generators for use on Satellite, Cable and, Closed Circuit TV systems. Ideal for PCO's and MDU's, both the Aavelin and VIP serve as community bulletin boards and/or video messaging systems. Systems can even generate revenue through ad sales. Both systems are remotely accessible via modem or the Internet and are very easy to use. Our flagship system, the Aavelin supports video in a window, Macromedia Flash, current weather conditions and forecasts, four independent crawl regions, RSS Feeds, TrueType fonts, flexible scheduling, and MPEG Playback. A free training DVD included with each order.

Mega Hertz

4100 International Plaza, Suite 150
Ft. Worth, TX 76109
P: 800-883-8839
F: 817-529-0745
Contact: Doug Sherar
E: dougsherar@megahz.com
www.megahz.com

Industry Segments Served: Distributor, PCO/MDU

Mega Hertz is a Value-Added-Reseller (VAR) of unique Multi-Vendor System Solutions (MVSS) that support the deployment of advanced technologies in hybrid Fiber/Coax Broadband Networks. We are also the premier "solution" provider for Digital Simulcast networks. No other equipment supplier can provide a total integrated package solution like MHZ. Contact your MHz Account Manager for more information on Digital Simulcast or any other application!

Multicom, Inc.

1076 Florida Central Parkway
Longwood, FL 32738
P: 407-331-7779
F: 407-339-0204
Contact: Scott Briatz
E: multicom@multicominc.com
www.multicominc.com



Industry Segments Served: Distributor, PCO/MDU, FTTx, Hospitality, Municipalities

Established in 1982, Multicom offers from one source, multiple lines of products to completely build and maintain communication systems at cost effective prices. Over 7,000 products are stocked from more than 85 of the world's major manufacturers. In addition, the recently launched MCONNECT VoIP service offers select resellers a unique opportunity to participate in the growing VoIP industry. Flexible options include private label branding or reselling of the MCONNECT Brand. As a value-added supplier, Multicom designs headend and distribution systems using the latest version of AutoCAD. The company also assembles and balances headends for a Plug and Play solution.

Multilet, Inc.

1621 Prince Drive
 Cherry Hill, NJ
 P: 856-795-9490
 F: 856-429-8319
 Contact: Mike Horwitz
 E: mike.horwitz@multilet.us
www.multilet.us

Industry Segments Served: PCO/MDU, Hospitality

Multilet provides Internet access over existing coax cable, eliminating the need to rewire existing properties. The system is cost effective, simple, easy to install and delivers Ethernet performance. Suitable for star topologies, Multilet overlays data onto the TV signals in the Combining Filter. In the living unit, a Multilet Outlet replaces the existing video outlet and provides a direct Ethernet interface to the local device. For data only applications, such as IPTV, Multilet Baluns provide the conversion between coax and UTP wiring, offering an economical alternative for signal distribution.

Multilink, Inc.

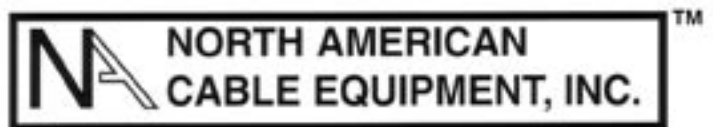
580 Ternes Avenue
 Elyria, OH 44035
 P: 440-366-6966
 F: 440-366-6802
 Contact: Steve Kaplan
 E: skaplan@multilinkone.com
www.multilinkone.com

**Industry Segments Served: Cable, PCO/MDU, FTTx, telcos**

Multilink Broadband designs and manufactures telecommunications network components, servicing traditional CATV MSOs (including the 50 largest), CLECs, RBOCs, independent telcos, regulated utilities, and LAN (Local Area Network) providers and end users. An aggressive global marketing plan has been developed and put into place to keep pace with the ever-expanding marketplace. New product development has been focused on fiber optics, allowing Multilink Broadband to become an end-to-end bundled solution communications product supplier and integrator more than merely a component provider for fiber systems.

North American Cable Equipment Inc.

1085 Andrew Drive, Suite A
 West Chester, PA 19380
 P: 800-688-9282
 F: 610-429-3060
 Contact: Kirk Davis
 E: sales@northamericancable.com
www.northamericancable.com

**Industry Segments Served: Distributor, PCO/MDU, Hospitality**

North American Cable Equipment Inc. (NACE) is a full line stocking manufacturer and distributor of commercial and residential satellite and CATV installation materials. NACE has stocking locations in Pennsylvania, Missouri, Nevada and Florida and sales offices in Pennsylvania, Virginia, Kentucky, Oklahoma and Florida. Product lines include: commercial headend electronics, coaxial cables, multi-media cables, security cables, category cables, residential satellite and CATV installation materials, surge protectors, residential digital agile modulators with infrared capabilities, tools, patch cords, television mounts and much more. NACE also has a fully staffed headend assembly laboratory that builds professional quality private cable systems.

NorthStar TeleSolutions

125 Airport Parkway, Suite 110

Greenwood, IN 46143

P: 317-865-2400

F: 317-865-2426

Contact: Josh Thackery

E: jthackery@northstartele.com

www.northstartelesolutions.com



Industry Segments Served: FTTX, Cable, Software

NorthStar has raised the bar in terms of features, performance and usability with its next generation software support system Insite (Interactive Subscriber Information Technology). Insite has been developed from the ground up to meet the current and future needs of the converging video, voice, data and wireless markets. From subscriber acquisition through to retention, Insite can handle all aspects of managing and cultivating relationships throughout the lifecycle of a subscriber. Core components of the Insite system include: customer care; billing; work flow management; equipment tracking; provisioning and activation; reporting; and marketing. Our next generation business support systems are designed to automate business processes and enable operators to bring new products and services to market more quickly, easily and efficiently. At NorthStar, we focus our solutions on maximizing our client's profitability by reducing overall operating costs. By offering multiple delivery methods (licensed, hosted, outsourced) we are able to provide a solution to meet most any operator's needs or budget constraints.

Low cost, user-friendly CMTS High Speed Internet Access

- For MTU/MDU & Hospitality
- Small/Medium MSO and PCOs and WISPs
- Fully Integrated Single box solution
- Includes Upconverter, Servers, SMS, RF management tools etc.
- User friendly Web Browser based configuration and monitoring
- SNMP & CLI based configuration
- Extensions to support WiFi and Fixed Wireless



C9 Networks, Inc

Email: info@C9networks.com; Web site: www.C9networks.com

Ph. 408-746-0400; Fax: 408-730-9441

Optical Solutions, Inc.

16305 36th Ave. North
 Suite 300
 Minneapolis, MN 55446-2698
 P: 763-268-3300; 888-674-3884
 F: 763.268.3301
sales@opticalsolutions.com
www.opticalsolutions.com

Industry Segments Served: PCO/MDU, FTTx, Municipalities

Optical Solutions markets FTTP systems for the delivery of IPTV, within voice, video and data deployments to homes and the broader community – businesses, multi-dwelling units and single-family homes. The company's products use industry standard GPON. Based in Minneapolis, Minn., Optical Solutions serves independent telephone companies, competitive and incumbent local exchange carriers, utilities, municipalities and housing developers. As we went to press, Optical Solutions announced that it would be acquired by Calix, the industry leader in broadband carrier loop connection.

Pace Electronics

3582 Technology Drive N.W.
 Rochester, MN 55901
 P: 800-444-7223
 F: 507-288-0831
 Contact: Dave Wheeler
 E: Dave@pacemso.com
www.pacemso.com

Industry Segments Served: Distributor, PCO/MDU, FTTx

Pace Electronics has grown from a regional distributor serving the upper Midwest with television reception equipment to a national wholesaler of satellite equipment, servicing customers in all 50 states and Canada. From offices in Minnesota and Florida, Pace supplies products of the highest quality at very competitive prices. Our dedicated engineering team stands ready to assist with system design, product support and trouble shooting. Our experienced programming support staff can assist and process all of your DIRECTV Commercial and MDU programming needs. Tradewind International is our proprietary line of commercial grade distribution.

Pacific Wireless

14575 South Centerpoint Way
 Bluffdale, UT 84065
 P: 801-572-3024
 F: 801-572-3025
 Contact: Kris Fluck
 E: krisf@pacwireless.com
www.pacwireless.com

Industry Segments Served: Wireless

Pacific Wireless designs and manufactures state of the art wireless communications solutions targeted at the 900MHz to 5.8GHz Wireless Communications Market. Recently acquired by Cushcraft Corporation, Pacific Wireless offers antenna solutions ranging from base station to client antennas as well as long distance point to point and in-building solutions.

PCI Technologies Inc.

1-501 Clements Road West
Ajax, ON L1S 7H4 Canada
P: 800-565-7488
F: 866-427-1964
Contact: Shane Beggs
E: info@pci.com
www.pci.com

Industry Segments Served: Cable, PCO/MDU, Wireless, Hospitality, Municipalities, Institutional

PCI custom designs and manufactures high performance RF filters and traps, RF and optical signal management (splitting/combining) equipment, drop amplifiers, subscriber drop passives, connectors and terminators, and test signal generators (Member ATX Group).

Peregrine Communications

14818 West Sixth Avenue, Suite 16A
Golden, CO 80401
P: 800-359-9660, 303-278-9660
F: 303-278-9685
Contact: Marissa Post
E: marissa.post@perecom.com
www.perecom.com

Industry Segments Served: Distributor, Cable, PCO/MDU

Systems integrator and stocking distributor for the Blonder Tongue product line. You want to build a network...improve one...blend systems together, combining equipment from different manufacturers, and meshing new services with the old...you want to make sure the new system works,...know it will be well maintained...and feel confident you are ready for the industry's next changes. Peregrine helps do all that. We design the most efficient, high-quality digital and analog systems to fit your needs. We build and test each system. We train your team to run them. We arm you for the future. Since opening its door in 1985, Peregrine Communications has become a respected leader in the telecommunications industry.

PROTEX Weatherproofing, Inc.

129 Fairmont Plaza
Pearl, MS 39208
P: 601-939-2299
F: 601-939-1920
Contact: Mike Scrimshire
E: protex@bellsouth.net
www.atxnetworks.com

Industry Segments Served: PCO/MDU, Hospitality, Municipalities, Institutional

PROTEX manufactures re-enterable drop and hardline connector weatherproofing (Member ATX Group).

2006 *Buyers'
Guide*

Quality RF Services, Inc.

850 Parkway
 Jupiter, FL 33477
 P: 561-747-4998
 F: 561-744-4618
 Contact: Jim Goins
 E: sales@qrf.com
www.qrf.com

Industry Segments Served: PCO/MDU, Fttx, Hospitality, Municipalities, Institutional

QRF engineers and manufactures quality headend and MDU/hotel amplifiers, fiber nodes, fiber transmitters and receivers, pads and EQs, amplifier upgrade kits, power supplies, repair parts/IC hybrids (Member ATX Group).

R.L. Drake Company

230 Industrial Drive
 Franklin, OH 45005-4496
 P: 937-746-4556
 F: 937-806-1510
 Contact: Andy Ruffin, Sales Manager
 E: BBPmag@rldrake.com
www.RLDrake.com

Industry Segments Served: Cable, PCO/MDU, Hospitality

Manufacturer of analog and digital headend solutions for the private cable operator and lodging industry, specializing in digital satellite solutions for cable distribution of HITS-QT and DISH Network digital transmissions.

Satellite Management Services, Inc.

1419 West 12th Place, Suite 105
 Tempe, AZ 85281
 P: 480-921-2090 ext. 2529
 F: 480-921-9788
 Contact: Don Bowen
 E: dbowen@smstv.com
www.smstv.com

**Industry Segments Served: Distributor, PCO/MDU, Hospitality, Programming**

Satellite Management Services, Inc. (SMS) is the only full-service wholesale provider of products and services to the private broadband industry nationwide. We are the one source for programming, equipment, services and support. Our customers include the owners of apartment and condominium projects, hotels, colleges and universities, as well as the independent operators supporting these clients. We offer a vast array of expert one-on-one assistance with any combination of cable and Internet related products and services. We have been serving the industry since 1985 and possess the broad and deep experience necessary to support virtually every aspect of the private broadband business.

2006 *Buyers' Guide*

Sofast Communications

300 2nd Avenue South
Great Falls, MT 59405
P: 877-776-3278
F: 406-268-0000
Contact: Dave Peterson
E: dpeterson@sofast.net
www.sofast.net/sims/

Industry Segments Served: PCO/MDU, Wireless, Hospitality, Software

SIMS is a Property Management Tool and Revenue Sharing product that provisions high-speed Internet to Multi-Dwelling Units, Resorts, and RV Parks. SIMS handles invoicing, monthly subscriber fees, system status reports, bandwidth usage reports, and all customer relationship management. Plus, Sofast handles all of the 24/7 live technical support. SIMS is an ideal product for property owners and/or private cable operators that are looking to bundle their services and increase their bottom line through revenue sharing. SIMS is the only complete Internet solution that puts money back into your pocket!



Satellite Management Services signs video distribution agreement with Dish Network.



Satellite Management Services, a national wholesale programming distributor to the private cable market has announced the signing of an agreement to distribute the Dish Network PCO platform to operators in the private broadband industry. Based in Tempe, AZ, SMS has been offering sensible solutions to its affiliates for over 20 years. "This program finally gives the Industry something that it has desperately needed since the early C Band days, a true wholesale programming platform that works for both the operator and provider." says Tom Waite, CEO of SMS. Under the plan, transport fees are eliminated and multiple programming packages are available from one consolidated source on a true wholesale basis. In addition, the new platform offers a QAM solution that allows the operator to offer advanced digital services, including high definition, on existing distribution systems.

SMS offers much more than just the programming options. SMS also provides access to the equipment you will need as well as back office support services for operators not equipped, including billing, customer service and reporting for both analog and digital services directly from their customers.

Operators deal directly with responsive SMS seasoned veterans experienced on all matters related to the Dish PCO platform.

For more information regarding this innovative service, please contact Don Bowen at 480.603.2529 or email at dbowen@smstv.com.



Sumitomo Electric Lightwave

78 Alexander Drive
 Research Triangle Park, NC 27709
 P: 800-358-7378
 F: 919-541-8265
 Contact: Alex Manning
 E: amanning@sumitomoelectric.com
www.sumitomoelectric.com



SUMITOMO ELECTRIC
 LIGHTWAVE

Industry Segments Served: FTTx, Municipalities, Institutions, Federal

Rated #1 in financial stability and customer loyalty by the industry analyst group, Frost and Sullivan, Sumitomo Electric Lightwave, located in Research Triangle Park, NC, is a leader in the innovation of Fiber-to-the-Home (FTTH) and Fiber-to-the-Premise (FTTP) solutions designed to minimize costs and optimize high quality and performance for FTTP, Access, and Enterprise networks. Our parent company, Sumitomo Electric Industries, has led the FTTH/FTTP technology in Asia and brings its experience, technology, and cost effective strategies to North America. Along with full FTTP solutions, Sumitomo is also leading Fiber-in-the-Premise with its new drop and distribution cables, PureAccess bend-insensitive fiber interconnect solutions for premise wiring; first-to-market full-featured FTTx TomCat fusion splicers; and FutureFLEX Air-blown Fiber, the world's most advanced LAN infrastructure adopted by the Pentagon, ESPN, CNN, Starbucks Coffee, Nissan, Johns Hopkins University, Mayo Clinic, and others. Visit us at www.sumitomoelectric.com, www.futureflex.com for more information. Our customer and technical staff are ready to assist you.

Team Fishel

1810 Arlingate Lane
 Columbus, OH 43228
 P: 614-274-8100
 F: 614-274-6794
 Contact: Rick Keeler, Director of Market Development
 E: RDKeeler@fishelco.com
www.teamfishel.com

***Industry Segments Served: FTTx, Construction***

Team Fishel specializes in designing and building fiber to the home networks for integrated broadband service providers, residential developers, and municipal utilities. With more than 70 years of telecommunications experience and 30 offices nationwide, our 1300 Teammates have the tools, talent, and technical expertise to deliver the best value, on-time solutions for our customers' needs and project specifications.

2006 *Buyers' Guide*

Telecrafter Products

12687 West Cedar Drive, Suite 100
Lakewood, CO 80228
P: 800-257-2448
F: 303-986-1042
E: mail@telecrafter.com
www.telecrafter.com

Industry Segments Served: PCO/MDU, FTTx, Wireless, Municipalities

Telecrafter Products designs and supplies installation products that attach, identify, and protect the cables used in broadband delivery services. Cable fastening products include Flex Clips™ for coax and telephony wires, RB Clip Guns and RB Cable Clips, Push-in Clips, and Lock-in™ Vinyl Siding Clips. Cable identification products include address ID cablemarkers, serialized tags, service control tags, write-on tags, bar-coded tags, special purpose, custom tags. SnapGuard™ Cable Guard, both 1" and 2" for MDUs, protect installations from landscape equipment and animal chew. Also: Fitting Savers, House Boxes, Sealing Links, Feed-Through Bushings, and Split Bolts.

TeleGuide

1660 South Highway 100, Suite 590
Minneapolis, MN 55416
P: 800-737-0852
F: 888-870-7702
Contact: David Lepak
E: davidl@4com.com
www.4com.com and www.teleguide.tv



Industry Segments Served: Cable, PCO/MDU, Programming

TeleGuide is the most efficient way to deliver two channels critical to the longevity of your private cable system. The Television Listings channel displays hundreds of programming services with their channel numbers and two hours of current and upcoming programming. It is easily customizable to your property's channel lineup including basic, premium, and local broadcast networks. The Community Information channel provides a place for you or the property manager to conveniently post property notices, events, news, and items of current interest without the need for a phone line or a character generator.

Telkonet Inc.

20374 Seneca Meadows Parkway
Germantown, MD 20876-7004
P: 214-912-1800
F: 214-912-1839
Contact: Al Diehl
E: mdu@telkonet.com
www.telkonet.com



Industry Segments Served: PCO/MDU, Wireless, Hospitality

Telkonet delivers commercial in-building high-speed Internet and data access through a building's existing electrical wiring using patented powerline communications technology. Telkonet's iWire System™ installs in a building's electrical room, without disrupting a property or residents. Deployment is quick - installed within days, providing Internet access at every electrical outlet. Telkonet's system provides the security of a wired system; the portability of a wireless solution. Data is secure and encrypted. The system is scalable; users can be added as needed. The system can provide wireless Internet hot spots and is a platform for other applications, such as surveillance cameras and VoIP.

Toner Cable Equipment, Inc.

969 Horsham Road
 Horsham, PA 19044
 P: 800-523-5947, 215-675-2053
 F: 215-675-7543
 Contact: Sales Department
 E: info@tonercable.com
www.tonercable.com



Industry Segments Served: Distributor, PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

Toner Cable is your best single source supplier for television equipment and television system design. We provide custom built headends, satellite downlinks, fiber optic transmission systems, L-band, fiber optic transmitters and receivers, as well as typical coaxial cable TV systems. Our in-house products include: modulators, processors, satellite receivers, RF amplifiers, splitters, transmitters, receivers, connectors, test equipment, fiber optic and coaxial cable. Count on us for same day shipment from our inventory of over 2,000 products. Toner is the largest stocking distributor of Blonder tongue, Ortel, Force, Olson, Drake, plus 100 other manufacturers.

Transition Networks

6475 City West Parkway
 Minneapolis, MN 55344
 P: 800-526-9267
 F: 952-941-2322
 Contact: Bill Shultze
 E: bills@transition.com
www.transition.com



Industry Segments Served: Fttx, Cable, Municipalities

Transition Networks provides networking connectivity solutions that make the conversion between disparate media types possible. The company designs and markets these media conversion technologies across a broad spectrum of networking protocols including Ethernet, Fast Ethernet, ATM, Gigabit Ethernet, T1/E1, DS3, and more. The company works alongside leading networking vendors - Nortel Networks, Hewlett Packard, 3COM, Cisco, Enterasys, Extreme, Foundry, Avaya and others - to provide conversion technology solutions that offer the necessary adaptations without affecting the performance, nature or appearance of the network to the users or the network devices. Transition Networks offers a broad range of media converters from remotely managed 10/100/1000 copper-to-fiber media converters to a complete family of Power over Ethernet (PoE) media converters. The company distributes hardware-based connectivity solutions exclusively through a network of resellers in 50 countries. Its conversion products are known for their ruggedness and reliability. They have a 99.4 percent customer acceptance rating.

2006 Buyers' Guide

T. T. Technologies, Inc.

2020 East New York Street
Aurora, IL 60502
P: 630-851-8200
F: 630-851-8299
Contact: Brian Mattson
E: info@tttechnologies.com
www.tttechnologies.com

Industry Segments Served: FTTx, Municipalities, Construction

T. T. Technologies, Inc. has been a manufacturer for over 43 years of trenchless equipment in various applications and sizes. One of which includes tools and equipment for use on Fiber to The Home projects/applications. Some of the products used are GRUNDOMAT Piercing Tool, Pit Launched Directional Drills, Surface Launched Direction Drills, GRUNDORAM Pipe Ramming System, GRUNDOTUGGER Static Lateral Pipe Bursting System, GRUNDOBURST Static Pipe Bursting System, GRUNDOCRACK Pipe Bursting System.

Verizon Communications

12901 Worldgate Drive
Herndon, VA 20170
P: 800-245-6972
F: 703-375-4401
Contact: Daniel O'Connell, Director of Business Development
E: Daniel.o'connell@verizon.com
www.verizon.com/avenue



Industry Segments Served: FTTx, MDU Broadband and Phone Services

Verizon is the leading provider of telephone and high-speed Internet services to apartments and concentrated residential communities nationwide. Property owners consult with our dedicated team to acquire the best programs, services and technology that Verizon has to offer. With end-to-end service that includes marketing, operational deployment of high-speed Internet, and customer service for residents, we provide the support needed to ensure the success of your communications amenities programs. With over 1M units under contract and a dedicated focus on the multifamily industry, we have the knowledge, dedication and commitment to ensure your complete satisfaction today and well into the future.

Vermeer Manufacturing Company

1210 East Vermeer Road
Pella, IA 50219
P: 888-837-6337
www.vermeer.com

Industry Segments Served: FTTx, Construction

Vermeer Manufacturing Company Vermeer has proven itself as the leader in trenchless job performance and innovative technological advances. Our equipment and accessories have stood the test of time on the toughest testing grounds available - work sites throughout the world. Vermeer offers a full line of horizontal directional drills with thrust/pullback ratings ranging from 5,500 lbs. to 300,000 lbs to fit any project. Add some of the best horizontal directional drilling experts, pneumatic boring tools and cutting-edge tooling, and you'll see why Vermeer is the world's number-one choice for your trenchless needs.

World Wide Packets

115 North Sullivan Road
 Spokane Valley, WA 99037
 P: 509-242-9000
 F: 509-242-9001
 Contact: Mark Premo
 E: Mark.Premo@wwp.com
www.worldwidepackets.com



World Wide Packets®

Industry Segments Served: PCO/MDU, FTTx, Wireless, Hospitality, Municipalities

World Wide Packets LightningEdge® Carrier Ethernet service delivery access network solution, enables delivery of simultaneous telephony, business and entertainment video, broadband data, and Internet access services, to any combination of business and residential subscribers, using Ethernet over fiber and copper medium. By bringing together the limitless bandwidth capabilities of a fiber infrastructure with the affordability and proven performance of Ethernet and a complete management solution, LightningEdge makes possible the delivery of a full range of applications and broadband content over a common service delivery infrastructure, increasing revenue generation and accelerating the payback period on its customers' investments.

Zoomy Communications, Inc.

402 7th Street, Atrium Suite 111
 Glenwood Springs, CO 81601
 P: 970-928-7722
 F: 970-928-7723
 Contact: Greg Albrecht
 E: galbrecht@zoomyco.com
www.zoomyco.com



Industry Segments Served: FTTx, Construction

Zoomy Communications, Inc. (ZoomyCo) provides design, engineering, consulting services, project management and construction management and operations for Fiber-to-the-Premise networks. Our customers are real estate developers of single family, multifamily, master planned communities, multi use developments, resorts, and campus environments as well as municipalities. FTTP implementation is our only objective. Our company and its staff have a strong portfolio of projects and happy customers. We recognize that decisions regarding design, technology, distribution of services and operations are all deeply intertwined. Our knowledge and experience translate into well informed decisions and planning ultimately leading to robust and reliable services at competitive prices for end users.

2006 *Buyers' Guide*