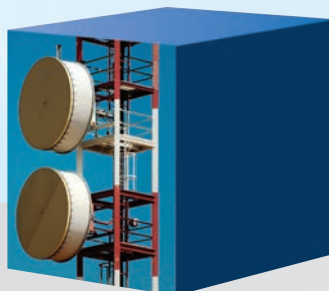


Hutton US Supplier List

3M
Accedian Networks
Ameresco Solar
Ampergen/Multiplier
Amphenol:
 RF
 Connex
 Antennas
 Fiber Optics
Anritsu
Asentria
ASTRON Corporation
Belden
Bird Technologies Group
BridgeWave Communications
Bud Industries
CalAmp Wireless Networks
Cambium Networks
Cellphone-Mate, Inc.
Cellular Specialties, Inc
Comprod Communications
ComSite Hardware, Inc.
Comtelco Industries, Inc.
Corning MobileAccess
CPI Communications
Datasat Technologies
dbSpectra
DDB Unlimited
Direct Power & Water
DragonWave Inc.
Draka Fiber/Prysmian Group
DuraComm
EAST PENN/Deka
Eltek
EMR Corporation
Engenius Tech, Inc.
G-Wave
GAI-Tronics
Gamber-Johnson
GD SatCom/Gabriel
GS Battery
Exide GNB Industrial Power
Harger
Havis/Charge Guard
HUBER+SUHNER
Hutton Cable Assemblies
ICT Intelligent Technologies
JMA Wireless
Kaelus, Inc.
Kathrein, Inc., Scala Division
KMW
L-Com Global Connectivity
Laird Technologies
Mars Antennas
MicroLab/FXR
Mobile Mark
Morningstar
NEC Corporation
Newmar
PanaVise
PCTEL, Inc.
PolyPhaser
Power Sonic

Pulse/Larsen
RAD Data
Radio Waves
RADWIN
RF Industries:
 Cables Unlimited
 RF Connector
Radio Frequency Systems, Inc.
Rohn Products LLC
RoxTec
Samlex America
Signal Inside
SOLID
Specialty Concepts, Inc.
Speco Technologies
Spinner
Sunwize Technologies
Telewave, Inc.
Times Microwave
TPL Communications
Transtector Systems
Trilogy
Tripp Lite
Trylon TSF
TWR Lighting
TXRX Systems
Westell, Inc.
Xantrex
Xetawave
ZDA Communications
Zetron
Zinwave



US 877.648.8866

CANADA EAST 800.265.8685

CANADA WEST 800.463.4793

www.huttononline.com

Value Added Services

Procurement management
Asset tagging
Staging and kitting
Cable processing
Jumper assembly
Engineering support:
 In-building design
 Backhaul path analysis
 Multipoint planning
Microwave configuration and test
Support pallet bundling
Final mile delivery
Cabinet integration
RMA and advanced replacement
Spare management



TL9000 and
ISO9001:2000 Certified
111814

▶ Class One Rail Carrier Taps Hutton for Large MPLS Network Build

Services Provided by Hutton Included Product Consultation, Procurement, Training, Rack Integration, Site Kitting and Last Mile Delivery



A class one railroad was looking for a 6 GHz all IP microwave radio to replace analog radios in their existing network. What they were looking for when they consulted with Hutton was a product recommendation and a place to purchase it. What they received was a tailor-made deployment plan that concluded with the customer receiving a totally configured and tested telecommunications microwave rack to the inside of their shelters.

Wireless Expertise

After evaluating many options, the railroad partnered with Hutton and a premier native IP microwave back-haul company. Hutton teamed one of their engineers with the manufacturers' regional engineer to provide on-site training. Together they created a complete bill of materials that included antennas, waveguide and site infrastructure material that they would also purchase from Hutton, making the procurement process convenient and efficient.

The Challenge

Replace an existing analog network with IP Microwave Radios at more than 1,200 sites over a 3,000 mile rugged terrain.

Hutton Services Provided

- Product Consultation
- Training
- Site Kitting
- Rack Integration and testing
- Final Mile Delivery

After all products were selected and a statement of work was completed, the rail carrier faced the formidable task of deploying the network within a tight schedule. The first phase would be a 24-site installment stretching over a 1,965-mile mountainous region.

Product Integration, Site Kitting And Last Mile Delivery

Hutton kitted microwave site materials and delivered them to various locations in the Pacific Northwest as well as central Missouri and Kansas regions. Behind that effort, Hutton also configured the telecom racks to be installed at each base station location once the microwave equipment was in place.

Telecom rack configuration consisted of installing an alarm panel and a Cisco router, integrating a fuse panel, and a Hutton manufactured custom fade-down panel, as well as custom lengths of power wire and Ethernet cables. The radios were installed, configured and tested before assembling the whole configured rack to a pallet for delivery.



Hutton selected a cross-dock location where all of the equipment would be shipped before being directed to the final site destinations by a Hutton value-add field deployment team. They unpacked the units, delivered them to the inside of the shelters and removed all packaging, including pallets and banding. It was only at this point that the customer took possession of the equipment.

Hutton's Unmatched Menu of Wireless Services

Hutton maintains a sprawling nationwide logistical footprint and unmatched flexibility to configure a solution tailor-made for any customer. From product procurement to network planning, training, site kitting, configuration, testing and final mile delivery, Hutton Communications offers a menu of services that is unmatched in the commercial wireless communications distribution industry.