

## We Invite You to Join Other Respected Members of CalCom

Abloy Security, Inc.  
AFL  
American Power Systems  
ASAP Professional Services  
ATX Networks  
Brocade Communications  
BTI Systems, Inc.  
C & C Power, Inc.  
CADTEL Systems  
Calaveras Telephone Company  
Calix  
Cal-Ore Telephone Co.  
CCI Systems  
CHC Consulting, LLC  
CHR Solutions  
Ciena  
Cisco  
Clearfield, Inc.  
CoBank  
Cobra Wire & Cable, a Div. of EIS  
CommSoft  
Communications Data Group-CDG  
Comstock Telcom  
Condux International  
Cooper, White & Cooper LLP  
Cordell Manufacturing  
CORE Telecom Systems  
Corning Cable Systems  
CVIN / Vast Networks  
Cyan, Inc.

Ditch Witch Equipment  
Ducor Telephone Company  
ECI Telecom  
Electro-Wire, Inc.  
Emerson Network Power  
EnerSys  
Engineering Associates, Inc.  
Fiber Optic Supply Inc.  
Fibrolan  
GENBAND  
General Machine Products Co.  
Global Machinery  
Graybar  
GVNW Consulting, Inc.  
Henkels & McCoy  
Hubbell Power Systems  
Innovative Systems, LLC  
IntelePeer, Inc.  
ISPN (Internet Services  
Provider Network)  
ITC Service Group, Inc.  
KGP Logistics  
Kiesling Associates LLP  
KLW Company  
Light Brigade, Inc. (The)  
Lindeberg Group, The  
MAPCOM Systems  
MetaSwitch  
Mid-America Computer Corp.  
Mid-State Consultants, Inc.

Moonblink Communications  
Moss Adams LLP  
MP Nexlevel of California  
MRV Communications  
NEC Corporation of America  
NECA  
Next Generation  
Telecommunications  
NISC  
Norcom NW, Inc.  
Olson Representatives  
Omnitron Systems Technology  
Optelian  
Pacific Alliance Technologies  
Pelsue Company  
PELUSA  
Pinnacles Telephone Company  
Ponderosa Telephone Company  
Power & Telephone Supply Co.  
Preformed Line Products  
Prysmian Group  
PUPCO, Inc.  
RAD Data Communications, Inc.  
ReliOn  
Rep Com International  
RMWT (Rocky Mountain  
West Telcom)  
Robinson Brothers  
Construction, Inc.  
S&S Solutions, LLC

Sebastian  
Sector Supply  
Sierra Telephone  
Siskiyou Telephone Company, The  
Skyler Electric  
Smart RG  
SunnyCal Solar  
Sunrise Telecom  
Superior Essex  
SureWest, a Consolidated  
Communications Co.  
Talley, Inc.  
TAQUA  
TDS Telecom  
TE Connectivity  
TelCom Sales Group  
Telecom Surplus Resources, Inc.  
TeleSphere  
Transition Networks  
Trenchless Pipe Company  
Tunnel Mill  
TVC Communications  
UNITEL Insurance  
VarData  
Volcano Telephone Company  
Walker & Associates  
Woltcom, Inc.  
X2nSat  
Zhone Technologies  
ZyXEL Communications

**California Communications Association**  
*Committed to Customers. Connected to our Communities*

Connecting California to

**B R O A D B A N D**



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## We Live In a Broadband World

Yet the reality is that not all Californians have access to broadband. The members of CalCom are committed to bringing broadband access to all Californians. We believe it is our responsibility to make broadband access a reality. Won't you partner with us to help make that happen?



## Who is CalCom?

The core of CalCom is comprised of "Members", independent communications network operators, who provide voice and broadband services. "Associate Members" represent a wide range of partners who provide expertise, equipment and support services for the growth and development of our rapidly evolving industry. The CalCom relationship has remained mutually beneficial for over 95 years across a diverse range of advocacy in the areas of legal compliance, technical education, consultation and the exchange of new ideas.

## Member Advantage- Convenient Connections

Our network operators continue to invest millions annually on products and services as a commitment to develop and improve their networks and businesses. Having the right relationships can make the difference between success and failure in today's competitive environment. CalCom is a convenient way to make those connections, and make a smart choice. Shouldn't your company be here too?

## Associate Member Advantage- Access to Decision Makers

As an Associate Member of CalCom, you would have direct access to a wide range of industry professionals including owners, general managers, purchasing agents, engineers, technicians, sales, marketing and human resources personnel. Reaching decision-makers is facilitated through CalCom membership advertising, committee work and participation in education workshops. The CalCom Tech Expo, Annual Conference and networking events also offer excellent opportunities to create or strengthen business relationships through formal and informal activities. We invite you to be part of our conversation.



## Opportunity- CalCom Members Operate Diverse Networks

Our network operators deploy and operate complex networks including rural high-speed broadband, IP Services, high-speed transport, private network services and telecommunications. The operating pressure to maintain, improve and upgrade networks keeps Members wanting to know more about new technology and quipment. In some cases, they also need to maintain and preserve legacy equipment. In either case, their networks are dynamic whether they are replacing, upgrading or expanding our network capabilities. CalCom Members need Associate Members' expertise, products and services to help them carry out the mission. When opportunity knocks, we think you should answer with a CalCom membership.



## Our Mission

CalCom fosters learning and industry excellence by working with service providers, manufacturers and vendors to accelerate broadband deployment and adoption with the goal of empowering every person in California with affordable broadband services.

## Membership Benefits

- Promote your business to decision-makers through speaking opportunities, event sponsorships, and advertising opportunities
- Participate in fun and informative networking events
- Collaborate with experts in your industry to share best practices and find answers to questions
- Become educated on current business models and practices that maximize return on investment
- Empower your employees with educational and technical training opportunities

*"Being an Associate Member of CalCom is a great investment as it keeps my company in front of my customers on a regular basis. All of my customers participate in the many events, and I have established productive relationships with customers through my involvement with the CalCom Association."*

**- Jeff Weitzenberg,**  
Metaswitch

*"We share experiences; learn from each other; embrace competition and learn to compete more effectively."*

**- Brandon Dukes,**  
Sebastian

*"CalCom brings the best in the industry together to share valuable information, training and resources to benefit it's members. Participation in CalCom events and networking opportunities has great value for me and my company, and supports my goal of providing essential products and services to my territory."*

**Kim Lindeberg,**  
The Lindeberg Group

