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*Your Telecom Connection. Your Bottom Line.*

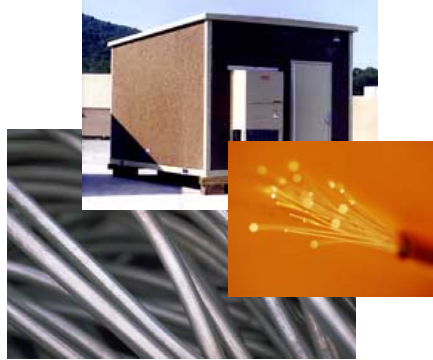
# Our Company



## Cost Effective Solutions

TDW specializes in the procurement of new, excess and secondary market equipment. Through our vast network of national suppliers we locate, assess and deliver to our customers core telecom, wireless and cable infrastructure components. Our product portfolio consists of:

- Concrete Shelters
- Fiber Optical Cable
- Generators and Battery Backup
- Towers
- Copper/CATV Inside/Outside Cable
- Voice/Data core equipment components



## Our Mission

Simple. To become our customers # 1 source and connection for telecom, wireless and cable equipment. To attain this goal, we will be focused and committed to providing equipment solutions that have a positive impact to our customers bottom line. To provide value, competitive pricing and service levels that are second to none. TDW - Your Telecom Connection. Your Bottom Line.



## Our Philosophy

Long-term relationships. TDW values our customers, its suppliers, vendors and its employees. We believe strong relationships built on integrity, dedication and a commitment to excellence creates a positive business environment where everyone wins. Long-term, solid business relationships are our hallmark.

## The TDW Difference. Customer First.

Its not just about price. Our cost effective solutions, and aggressive discount pricing result in significant savings for our customer. But we believe the true assessment of our success is the relationships we build with our customers. TDW's professional staff of industry experts is committed to providing the highest level of customer satisfaction. From purchase, sale, to delivery we are proud to provide you with the best customer service in the industry. At TDW, the Customer is First.



Integrity

Dedicated

Commitment To Excellence

Relationships

Customer First

# Products



## Your #1 Source for Discount Telecom, Cable and Wireless Equipment.

Telecom Discount Warehouse delivers a diverse portfolio of products manufactured by industry leading providers. Whether new, excess or secondary market equipment, TDW has the resources to quickly locate, assess and deliver the products you need at significant discounts - up to 70% off list.

### Shelters – Concrete, Fiberglass, Steel

Telecommunication, TV, CATV, wireless and Radio Broadcasting equipment storage.

*Fibrebond, Miller, Andrew, Rohn, Shelter One...*

**Towers and Cell Site Leasing – Self-Supporting, Monopoles, Guyed**  
Wireless, TV, radio broadcasting applications.

*Rohn, Fibrebond, Sabre...*

### Fiber/Coax – Armored, Loose Tube, Dielectric

Indoor and Outdoor bandwidth intensive applications.

*Alcatel, Commscope, Avaya, General...*

### Generators – Diesel, Gas, Propane/Natural Gas

For large or small commercial stand-by applications –  
10KW to 2MW.

*Cummins, Caterpillar, Kohler, Generac,  
Titan...*

### Power – Rectifiers, UPS Systems

Telecommunication and critical applications that  
require DC power options.

*APC, Liebert, Powerware, MGE, Marconi...*

### Voice/Data core equipment components – Switches, DSU, Routers, DSLAMs, Multi-Service Platforms

Voice, Data, Internet related telecom, cable and wireless equipment.

*Cisco, ADC, AFC, Lucent, Nortel, Alcatel, Ciena, Siemens,  
Adtran...*



# TDW Services and Solutions



**AT TDW WE TIE IT ALL TOGETHER BY OFFERING THE FOLLOWING:**

### **NEW On-Line Web-Enabled Pay Application & Project Management Tools:**

TDW has recently partnered with the web-based company (eznetpay) to help companies streamline construction projects, save money, time and hassle. With communications infrastructure build-outs doubling over the next few years, TDW is aiming to save telecom, wireless, cable and municipalities millions of dollars while taking the complexity out of buying and building telecom infrastructure. Eznetpay a user-friendly, online vendor management program that enables companies to speed up and synchronize the payment/approval/disbursement process between the project financier and their designers, builders and suppliers.

### **Buying, Selling and Trading with TDW – Asset Recovery Programs:**

TDW we make the process of any transaction simple, easy and hassle free. We are a company that focuses on what you need, when you need it and where you need to be budget wise for it to make sense. At TDW We have specific internal processes meant to put you/ our customer at the center of all we do, without all the red tape. Once we understand the above and are on the same page with you, we can excel at shopping; negotiating and we will turn every stone in the market/country to find what you need at a price you've determined. TDW Inc. provides a completely uncommon value and service in the market that not only eliminates the hassle of shopping, but also helps put money back in your company's bottom line. Our goal is that you will call us before you ever buy – sell or trade anything and to be YOUR #1 TELECOM CONNECTION, focused on...YOUR BOTTOM LINE."

#### **Our TDW Asset Recovery & Purchasing Programs are as follows:**

- Consignment Contracts
- Exclusive Contracts
- Outright Cash Purchases



### **Turn-Key Installation & Site De-Commissioning Projects:**

From the total turn-key installation of a new site to the total removal and decommissioning of an old site, TDW Sales & Services, Inc. can provide you the expertise to do the job right and the most cost effective. We are able to bring a customer oriented attitude to installations and removals. TDW emphasizes flexibility and service. For instance, what takes weeks to negotiate with big cumbersome companies, takes literally days with TDW. Our flexibility and experience can make a big difference when time-to-market and cash-in-hand are important to you.

### **TDW Equipment Locator Service:**

TDW specializes in shopping and finding secondary market telecom equipment. Typically we deal in inside and outside plant equipment like shelters, fiber, towers, generators, and misc. CO equipment, but can find just about anything if we have the right information. Due to solid industry relationships, strong buying power and expertise we can often find NEW surplus through bankruptcies, foreclosures or companies that overbought equipment. This allows us the unique ability to search and procure products from the secondary market at deep discounts & pass that on to our customers. Our process has equated to a major impact on their bottom line, which continually allows our customers to reinvest back into their business/bottom line.

Our goal is to find the best equipment and in many cases turn that back to our customers at \$.50 on the dollar or better. We can work to save you the time of shopping and negotiating and help to put cash back into your business instead of expensive equipment.



**Integrity**

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## **What Our Customers Have to Say**



Centennial Wireless has been working With Eric Benson of TDW for the last 2 ½ years. Eric is always there when you need him. He has a vast array of contacts and can find about anything you are looking to buy for your telecom needs. He is always following up on what he promises, even after the sell is complete.

**Jerry Hoover**  
**Centennial Wireless**  
**Equipment Engineer**

I have had the pleasure to work with the TDW team for over 5 years now. Their depth of knowledge and overall experience with respect to Outside Plant equipment is unmatched in the industry. Whether you're looking for a shelter, tower, or any miscellaneous telecom equipment give TDW a shot. You won't regret it!

**Tim Morse**  
**Co-Founder**  
**Circular Technologies**

TDW's service has been excellent. In fact, Eric Benson even helped me on a project that a competitor sold, when the competitor did not finish the shipping portion of the project. We have purchased a number of buildings and all have been as expected. The service with TDW and Eric Benson has been considerably above what we have experienced with other firms.

**Sue Thomas**  
**President**  
**KNS Communications**