
Directory of Communications Vendors

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Directory -102

Synopsis

Editor's Note

In this report we present a directory of key vendors of data/voice communications products and services. This directory is a compilation of vendors that are listed in various reports in the following Datapro publications: *Datapro Reports on Data Communications*, *Datapro Reports on Telecommunications*, *Datapro Reports on PC & LAN Communications*, and *Datapro Reports on Communications Alternatives*.

Each entry includes the vendor's name, address, and telephone number. In most cases the address listed is the vendor's headquarters; in some cases, however, we included an important division or subsidiary. Also included is a list of the major product categories that the vendor manufactures. It should be noted that the list of product types may not represent the vendor's *entire* product line; it reflects those product types that Datapro covers in the four previously mentioned publications.

The communications industry is a volatile one; new companies are formed, companies merge or are acquired, and (unfortunately) companies are liquidated on what sometimes seems to be a weekly basis. Likewise, companies are constantly changing addresses and telephone numbers. If you find that a listing in this directory is incorrect, please feel free to contact us. We will make every effort to provide you with the revised information immediately.

The absence of any company from this directory usually indicates that the company failed to respond to our requests for information. We look forward to including additional vendors in future versions of the directory.

Able Computer Communications

2652 McGaw Avenue
Irvine, CA 92714
(714) 553-1188

Product Types:

Gateways
LAN Interface Cards

AC Interface/Stanley

15560 Rockfield Unit 1E
Irvine, CA 92718
(714) 472-9524

Product Types:

Fiber Optic Cabling

Access Data Systems, Inc.

766 Big Tree Drive
Suite 104
Longwood, FL 32750
(407) 331-2900

Product Types:

Network Access Control Devices

Account-a-Call Corp.

4450 Lakeside Drive
Burbank, CA 19505
(818) 846-3340

Product Types:

Telephone Management Systems

Acer America Corp.

401 Charcot Avenue
San Jose, CA 95131
(408) 922-0333

Product Types:

File Servers
LAN Interface Cards

Acer Technologies Corp.

401 Charcot Avenue
San Jose, CA 95131
(408) 922-0333

Product Types:

Local Area Networks

ACL Inc.

960 East Devon Avenue
Elk Grove Village, IL 60007
(312) 981-9212

Product Types:

Telephone Room Environment

ACS Communications Inc.

250 Technology Circle
Scotts Valley, CA 95066-3575
(408) 438-3883

Product Types:

Telephone Headsets

Active Voice Corp.

101 Stewart Street
Seattle, WA 98101
(206) 441-4700

Product Types:

Voice Messaging Systems
Voice Response Systems

Adacom Corp.

8871 Bond Street
Overland Park, KS 66214
(913) 888-4999

Product Types:

PC-to-Host Communications Products
Protocol Conversion Systems

Adaptive Computer Technologies

20111 Stevens Creek Boulevard
Cupertino, CA 950142345

Product Types:

Modems

ADC Fiber Optics

5 Walkup Drive
Westboro, MA 01581
(508) 366-0450

Product Types:

Fiber Optic Cabling

ADC Telecommunications Inc.

4900 W. 78th Street
Minneapolis, MN 55435
(612) 835-6800

Product Types:

Digital Cross Connect Systems
Network Management Systems
Test, Monitor and Control Equipment

Adler-Royal Business Machines, Inc.

200 Sheffield Street
Mountainside, NJ 07092
(201) 232-7800

Product Types:

Facsimile

ADP Autonet

175 Jackson Plaza
Ann Arbor, MI 48106
(313) 769-6800

Product Types:

Value Added Networks (VANs)

Advanced Cellular Technology, Inc.

1535B Rollins Road
Burlingame, CA 94010
(415) 692-9780

Product Types:

Cellular Telephones

Advanced Computer Communications (ACC)

720 Santa Barbara Street
Santa Barbara, CA 93101
(805) 963-9431

Product Types:

Bridges
Communications Processors
Routers

Advanced Computer Security Concepts

4609 Logsdon Dr.
Annandale, VA 22003
(703) 354-0985

Product Types:

Microcomputer Encryption and Access Control

Advanced Digital Corp.

5432 Production Drive
Huntington Beach, CA 92649
(714) 891-4004

Product Types:

Diskless PCs
File Servers
Gateways
LAN Interface Cards

Advanced Interactive Systems

1377 Main Street
Waltham, MA 02154
(617) 899-4700

Product Types:

Voice Response Systems

Advanced Relay Communications

1420 E. 20th Avenue
Eugene, OR 97403
(503) 345-9178

Product Types:

X.25 Packet Assemblers/Disassemblers (PADs)

Advanced Voice Technologies

1865 Airlane Drive
Nashville, TN 37210
(615) 885-4170

Product Types:

Voice Messaging Systems

Advantest America

800 Knightsbridge Parkway
Lincolnshire, IL 60069
(708) 634-2552

Product Types:
Fiber Optic Test Equipment

AEA Electronic Ltd.

P.O. Box 850
6270 Perth Street
Richmond, ON, Canada K0A 2Z0
(613) 838-2554

Product Types:
Test, Monitor and Control Equipment

AEG Bayly Inc.

167 Hunt Street
Ajax, ON, Canada L1S 1P6
(416) 683-8200

Product Types:
T1 Multiplexers

AEG Olympia AG

P.O. Box 22
Somerville, NJ 08876
(201) 231-8300

Product Types:
Facsimile

**Aeronautical Radio, Inc.
(ARINC)**

2551 Riva Road
Annapolis, MD 21401
(301) 266-4000

Product Types:
Mobile Satellite Communications

AFA Industries

20 Jewell Street
Garfield, NJ 07026
(201) 340-1500

Product Types:
Fiber Optic Cabling

The Agile Corp.

825 Alfred Nobel Drive
Hercules, CA 94547-1899
(415) 724-1600

Product Types:
PC-to-Host Communications Products
Protocol Conversion Systems

Aiphone Corp.

1700 130th Avenue NE
Bellevue, WA 98005
(206) 455-0510

Product Types:
Intercom Systems

ALANTEC

101 Hammond Avenue
Fremont, CA 94539
(415) 770-1050

Product Types:
Bridges

Alcatel

P.O. Box 831
Fulton Drive
Corinth, MS 38834
(601) 287-3771

Product Types:
Key and Hybrid Systems
Videoconferencing

Alcatel Cable Systems

P.O. Box 39
Claremont, NC 28610
(704) 459-9787

Product Types:
Fiber Optic Cabling

Alcatel Network Systems

2972 Wake Forest Road
Raleigh, NC 27609
(919) 850-6400

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
SONET-based Systems

Alcatel PABX Systems Corp.

P.O. Box 831
Corinth, MS 38834
(601) 287-3771

Product Types:
PBX Systems

Alcoa Fujikura Ltd.

P.O. Box 5631
Spartanburg, SC 29304
(803) 439-5149

Product Types:
Fiber Optic Cabling

Allen Tel Products Co., Inc.

2211 South Susan Street
Santa Ana, CA 92704
(714) 546-3522

Product Types:
Telephone Headsets

Allen-Bradley Company, Inc.

Communication Div.
555 Briarwood Circle
Ann Arbor, MI 48104
(313) 668-2500

Product Types:
Local Area Networks
Modems

Allnet

30300 Telegraph Road
Suite 350
Birmingham, MI 48010
(313) 647-4060

Product Types:
Interstate Switched Facilities

Alloy Computer Products, Inc.

165 Forest Street
Marlborough, MA 01752
(508) 481-8500

Product Types:
Asynchronous Communications Software

**Aloha Conferencing Services,
Inc.**

377 Keahole Street
Suite 208
Honolulu, HI 96825
(808) 395-1111

Product Types:
Audio/Audiographic Teleconferencing

Alpha Pay Phones Ltd.

P.O. Box 400095
Bulles, TX 76400
(817) 545-1031

Product Types:
Pay Telephones

Alpha Software Corp.

1 N. Avenue
Burlington, MA 01803
(617) 229-2924

Product Types:
Microcomputer Encryption and Access
Control

Altos Computer Systems

2641 Orchard Parkway
San Jose, CA 95134
(408) 432-6200

Product Types:
Alphanumeric Display Terminals
File Servers
Gateways
LAN Interface Cards
Local Area Networks

AM Communications, Inc.

1900 AM Drive
Quakertown, PA 18951
(215) 536-1354

Product Types:
Test, Monitor and Control Equipment

**Amdahl Communications
Systems Division**

1250 East Arques Avenue
Sunnyvale, CA 94088-3470
(408) 746-6000

Product Types:

Communications Processors
X.25 Packet Assemblers/Disassemblers
(PADs)

**American Communications &
Engineering Inc.**

2267 N. Agate Court
Simi Valley, CA 93065
(805) 581-3318

Product Types:

Voice Response Systems

**American Computer Security
Industries**

112 Blue Hills Court
Nashville, TN 37214
(615) 883-6741

Product Types:

Microcomputer Encryption and Access
Control

**American Data Technology,
Inc.**

44 W. Bellevue Drive
Suite 6
Pasadena, CA 91105
(818) 578-1339

Product Types:

PC-to-Fax Communications

American Data Transmission

125 W. 92nd Street
New York, NY 10025
(212) 222-0923

Product Types:

FM and TV Subcarrier Communications

American Diversified Corp.

3200 Park Center Drive
Suite 400
Costa Mesa, CA 92626
(714) 241-7800

Product Types:

FM and TV Subcarrier Communications

American Fibertek, Inc.

1662 63rd Street
Brooklyn, NY 11204
(718) 236-3739

Product Types:

Fiber Optic Cabling

American Laser Systems, Inc.

751 Kellogg Avenue
Goleta, CA 93117
(805) 967-0423

Product Types:

Infrared Communications Systems

American Pioneer

135 W. Central Florida
Orlando, FL 32801
(305) 425-3333

Product Types:

Fiber Optic Carriers

American Research Corp.

1101 Monterey Pass Road
Monterey Park, CA 91754
(213) 265-0835

Product Types:

Diskless PCs
File Servers
LAN Interface Cards

**American Teleconferencing
Servicing**

10955 Lowell Avenue
Suite 600
Overland Park, KS 66210
(913) 661-0700

Product Types:

Audio/Audiographic Teleconferencing

**American Telemanagement
Software**

8595 Beechmont Avenue
Cincinnati, OH 45255
(513) 474-1818

Product Types:

Telephone Management Systems

**American Teleprocessing
Corp.**

10681 Hadington
Houston, TX 77035
(713) 973-1616

Product Types:

PC-to-Fax Communications

Ameritech Corp.

30 S. Wacker Drive
Chicago, IL 60606
(312) 750-5000

Product Types:

Centrex Services
Interstate Private Line Facilities
Interstate Switched Facilities
Test, Monitor and Control Equipment

Amnet, Inc.

1881 Worcester Road
Framingham, MA 01701
(617) 879-6306

Product Types:

Network Management Systems
Packet Switches
X.25 Packet Assemblers/Disassemblers
(PADs)

AmonRe Microsystems

2160 Old Oakland Road
San Jose, CA 95131
(408) 435-7889

Product Types:

Diskless PCs
File Servers
LAN Interface Cards

AMP Inc.

P.O. Box 3608
Harrisburg, PA 17105
(717) 986-5106

Product Types:

Fiber Optic Cabling

**Amphenol Fiber Optic
Products**

1925A Ohio Street
Lisle, IL 60532
(312) 960-1010

Product Types:

Fiber Optic Cabling

Amstrad, Inc.

1915 Westridge Drive
Irving, TX 75038
(214) 518-0668

Product Types:

Modems

Anderson Jacobson, Inc.

521 Charcot Avenue
San Jose, CA 95131
(408) 435-8520

Product Types:

Microcomputer Encryption and Access
Control

Ando Corp.

7617 Standish Place
Rockville, MD 20855
(301) 294-3365

Product Types:

Test, Monitor and Control Equipment

Andrew Corp.

2771 Plaza Del Amo
Torrance, CA 90503
(213) 320-7126

Product Types:
Bridges
Fiber Optic Cabling
LAN Interface Cards
Local Area Networks
Microwave Antennas
Microwave Towers
PC-to-Host Communications Products
Protocol Conversion Systems
Satellite Earth Station Equipment

Anixter Brothers

4711 Golf Road
Skokie, IL 60076
(312) 677-2600

Product Types:
Fiber Optic Cabling

ANNATEK Systems, Inc.

4760 Walnut Street
Suite 105
Boulder, CO 80301
(303) 444-6675

Product Types:
PC-to-Host Communications Products

Anritsu America, Inc.

15 Thornton Road
Oakland, NJ 07436
(201) 337-1111

Product Types:
Fiber Optic Test Equipment

Ansul Co.

One Stanton Street
Marinette, WI 53132
(715) 735-7411

Product Types:
Telephone Room Environment

ANT Telecommunications, Inc.

205 Perry Parkway
Suite #7
Gaithersburg, MD 20877
(301) 670-9777

Product Types:
Fiber Optic Cabling

Antel

3325-B Mainway
Burlington, ON, Canada L7M 1A6
(416) 335-5507

Product Types:
Fiber Optic Test Equipment

API

5225 Wiley Post Way
Lakeside Plaza, S-200
Salt Lake City, UT 84116
(801) 328-4222

Product Types:
Alphanumeric Display Terminals

Apple Computer, Inc.

20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

Product Types:
File Servers
LAN Interface Cards
Local Area Networks
Modems
Routers

Applied Computer Technology

P.O. Box 477006
Garland, TX 75047
(214) 240-6813

Product Types:
Test, Monitor and Control Equipment

Applied Digital Data Systems, Inc.

100 Marcus Boulevard
Hauppauge, NY 11788
(516) 231-5400

Product Types:
Alphanumeric Display Terminals

Applied Engineering

P.O. Box 5100
Carrollton, TX 75011
(214) 241-6060

Product Types:
Modems

Applied Fiberoptics

Industrial Products Div.
E. Main Street
Southbridge, MA 01550
(617) 765-9123, (800) 225-7486

Product Types:
Fiber Optic Cabling

Applied Innovation Inc.

2764 Sawbury Boulevard
Columbus, OH 43085
(614) 764-2400

Product Types:
Data PBXs

Applied Intelysis Corp.

4340 Campus Drive
Suite 204
Newport Beach, CA 92660
(714) 852-1175

Product Types:
Voice Messaging Systems

Applied Photonic Devices

6 Maple Street
Danielson, CT 06239
(203) 774-1356

Product Types:
Fiber Optic Cabling

Applied Spectrum Technologies, Inc.

450 Industrial Boulevard
Minneapolis, NM 55413
(612) 379-7114

Product Types:
Modems
Multiplexers
T1 Multiplexers

Applied Voice Technology, Inc.

P.O. Box 71219
Bellevue, WA 98007
(206) 641-1760

Product Types:
Voice Messaging Systems

Applitek Corp.

107 Audobon Road
Wakefield, MA 01880
(617) 246-4500

Product Types:
Bridges
Fiber Optic Local Area Networks
Gateways
LAN Interface Cards
Local Area Networks
Routers

Aptech Computer Systems, Inc.

135 Delta Drive
Pittsburgh, PA 15238
(412) 963-7440

Product Types:
Telephone Management Systems

Aquila Communications

846 Del Rey Avenue
Sunnyvale, CA 94086
(408) 732-0700

Product Types:
LAN Interface Cards

AR Division of Telenex Corp.

7401 Boston Boulevard
Springfield, VA 22153
(703) 644-9190

Product Types:
Network Management Systems
Test, Monitor and Control Equipment

Arkansas Systems

8901 Kanis Road
Little Rock, AK 72205
(501) 527-8471

Product Types:
Protocol Conversion Systems

Armor Tech.

A Division of K-Tube Corp.
10581 Roselle Street
San Diego, CA 92121
(619) 453-0670

Product Types:
Fiber Optic Cabling

Arco Corp.

860 Garden Street
Westbay Center Unit 1-M
Elyria, OH 44035
(216) 322-1000

Product Types:
Fiber Optic Cabling

Artel Communications Corp.

22 Kane Industrial Drive
Hudson, MA 01749
(508) 562-2100

Product Types:
Bridges
Fiber Optic Local Area Networks
Fiber Optic Modems
Local Area Networks
Modems

Articulate Systems, Inc.

2380 Ellsworth Street
Berkeley, CA 94720
(415) 549-1013

Product Types:
Voice Recognition

Artisoft, Inc.

Artisoft Plaza, 575 E. River Road
Tucson, AZ 85719
(602) 293-6363

Product Types:
LAN Interface Cards
Local Area Networks

ASC Computer Systems

26401 Harper Avenue
St. Claire, MI 48081
(313) 779-8700

Product Types:
Data Encryption Devices

Aspect Telecommunications

1733 Fox Drive
San Jose, CA 95131
(408) 279-5511

Product Types:
Automatic Call Distribution Systems

AST Research, Inc.

2121 Alton Avenue
Irvine, CA 92714
(714) 863-1333

Product Types:
Local Area Networks
PC-to-Host Communications Products

Aster

P.O. Box 458
113 Cedar Street
Milford, MA 10757
(617) 478-5995

Product Types:
Fiber Optic Cabling

Astrocom Corp.

120 West Plato Blvd.
St. Paul, MN 55107-2092
(612) 227-8651

Product Types:
Modems
Multiplexers
T1 Multiplexers

Astronautics Corp. of America

4114 N. Teutonia
Milwaukee, WI 53209
(414) 447-8200

Product Types:
Network Access Control Devices

AT&T

295 N. Maple Avenue
Basking Ridge, NJ 07920
(201) 221-2000

Product Types:
Alphanumeric Display Terminals
Automatic Call Distribution Systems
Bridges
Central Office Switches
Digital Cross Connect Systems
Electronic Mail
Facsimile
Fiber Optic Cabling
Fiber Optic Local Area Networks
File Servers
Gateways
Integrated Voice/Data Terminals
Interstate Private Line Facilities
Interstate Switched Facilities
Key and Hybrid Systems
LAN Interface Cards
Local Area Networks
Microwave Communications
Modems
Network Management Systems
Audio/Audiographic Teleconferencing
PBX Systems
Routers
Telephone Answering Machines
Value Added Networks (VANs)

Videoconferencing
Voice Messaging Systems
Voice Recognition
Voice Response Systems

AT&T Conversant Systems

6200 E. Broad Street
Columbus, OH 43213
(614) 860-2818

Product Types:
Voice Response Systems

AT&T Data Systems Group

1776 On-the-Green
Morristown, NJ 07960
(201) 898-6000

Product Types:
Alphanumeric Display Terminals

**AT&T International
Communications Services**

412 Mt. Kembel Avenue
Morristown, NJ 07940
(201) 644-6000

Product Types:
Interstate Private Line Facilities

AT&T Network Systems

55 Corporate Drive
Bridgewater, NJ 08807
(201) 658-6000

Product Types:
Short-Haul Microwave Communications
Systems
SONET-based Systems

AT&T Paradyne Corp.

8545 126th Avenue N.
Largo, FL 34649
(813) 530-8385

Product Types:
Channel Extenders
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
Multiplexers
T1 Resource Managers

AT&T/SkyNET

Route 206
Bedminster, NJ
(201) 234-4351

Product Types:
VSAT Network Services

Atalla Corp.

2304 Zanker Road
San Jose, CA 95131
(408) 435-8850

Product Types:
Microcomputer Encryption and Access
Control

Atelco US, Inc.

6611 Bay Circle
Suite 190
Norcross, GA 30071
(404) 446-2665

Product Types:
Test, Monitor and Control Equipment

ATI Technologies Inc.

3761 Victoria Park Avenue
Scarborough, ON, Canada M1W 3S2
(416) 756-0718

Product Types:
Modems

Atkinson Dynamics

10 W. Orange Avenue
South San Francisco, CA 94080
(415) 583-9845

Product Types:
Intercom Systems

Atlantic Telco Inc.

10780G Hanna Street
Beltsville, MD 20705
(301) 595-4365

Product Types:
Pay Telephones

Attachmate Corp.

13231 SE 36th Street
Bellevue, WA 98006
(206) 644-4010

Product Types:
Gateways
PC-to-Host Communications Products

Audiosears Corp.

2 South Street
Stamford, NY 12167
(607) 652-7305

Product Types:
Telephone Headsets

Augat Fiberoptics

2414 SW Andover
Seattle, WA 98106
(206) 223-1110

Product Types:
Fiber Optic Cabling

Automatic Connector, Inc.

400 Moreland Road
Commack, NY 11725
(516) 543-5000

Product Types:
Fiber Optic Cabling

Automatic Sprinkler Corp.

P.O. Box 180
1000 East Edgerton Road
Cleveland, OH, 44141
(216) 526-9900

Product Types:
Telephone Room Environment

Automation Electronics Corp.

11501 Dublin Boulevard
Dublin, CA 94568
(415) 828-2880

Product Types:
Telephone Headsets

**Autotel Information Systems,
Inc.**

9401 Science Center Drive
Minneapolis, MN 55428
(612) 533-7888

Product Types:
Telephone Management Systems

Autosplice, Inc.

5912 37th Avenue
Woodside, NY 11377
(718) 429-0500

Product Types:
Fiber Optic Cabling

Avant-Garde Computing, Inc.

8000 Commerce Parkway
Mt. Laurel, NJ 08054
(609) 778-7000

Product Types:
Network Access Control Devices
Network Management Systems

Avantek Inc.

Telecommunications Dept.
48761 Kato Road
Fremont, CA 95035
(415) 498-1457

Product Types:
Microwave Communications
Satellite Earth Station Equipment

Avanti Communications Corp.

115 Norwood Park S.
Norwood, MA 02062
(617) 551-3333

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
Multiplexers
Network Management Systems

T1 Multiplexers
T1 Resource Managers

Avatar Corp.

65 South Street
Hopkinton, MA 01748
(508) 435-6872

Product Types:
PC-to-Host Communications Products
Protocol Conversion Systems

Avtec Industries Inc.

5 Audrey Place
Fairfield, NJ 07006
(201) 882-9460

Product Types:
Audio/Audiographic Teleconferencing

Axon Computers

9465 Wilshire Boulevard
Suite 807
Beverly Hills, CA 90212
(213) 271-5448

Product Types:
LAN Interface Cards

Aydin Corp.

700 Dresher Road
Box 349
Horsham, PA 19044
(215) 657-3830

Product Types:
Satellite Earth Station Equipment

Banyan Systems, Inc.

115 Flanders Road
Westboro, MA 01581
(617) 898-1000

Product Types:
File Servers
Local Area Networks

Barcor, Inc.

1413 Aitken Drive
Deerfield, IL 60015
(312) 940-0750

Barr Systems, Inc.

4131 NW 28 Lane
Gainesville, FL 32606
(904) 371-3050

Product Types:
Modems
PC-to-Host Communications Products

BBN Communications Corp.

70 Fawcett Street
Cambridge, MA 02238
(617) 497-2800

Product Types:
Packet Switches
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers (PADs)

BCB Electronic Sales Ltd.

12295 Highway 50, P.O. Box 315
Bolton, ON, Canada L7E 5T3
(416) 857-0790

Product Types:
Voice Recognition

BCH Equipment Corp.

2601 Ulmerton Road E., Suite 101
Largo, FL 34641
(813) 530-9177

Product Types:
Modems

Beall Technologies, Inc.

9103 Third Avenue
North Bergen, NJ 07047-5299
(201) 854-3562

Product Types:
Channel Extenders

Belden Electronic Wire & Cable

2200 U.S. Highway 27 S., P.O. Box 1908
Richmond, IN 47374
(317) 983-5200

Product Types:
Fiber Optic Cabling

Bell & Howell

Document Management Products Co.
6800 McCormick Road
Chicago, IL 60645
(312) 675-7600

Product Types:
File Servers
LAN Interface Cards
Local Area Networks

Bell Atlantic Corp.

1600 Market Street
Philadelphia, PA 19103
(215) 963-6000

Product Types:
Centrex Services
Interstate Private Line Facilities
Interstate Switched Facilities

Bell Atlantic Mobile Systems

180 Mountairy Road
Basking Ridge, NJ 07920
(800) 255-BELL, (201) 953-2200

Product Types:
Voice Recognition

BellSouth Corp.

1155 Peachtree Street NE
Atlanta, GA 30367-6000
(404) 249-2000

Product Types:
Centrex Services
Interstate Switched Facilities

Benedict Computer

220 Felton Drive
Menlo Park, CA 94026
(415) 323-0148

Product Types:
Test, Monitor and Control Equipment

Bethel Computer

1723 21st Street
Santa Monica, CA 90404
(213) 828-1415

Product Types:
Diskless PCs
File Servers
LAN Interface Cards

BGS Systems, Inc.

128 Technology Center
Waltham, MA 02254
(617) 891-0090

Product Types:
Network Management Systems

BICC Data Networks Inc.

1800 W. Park Drive
Suite 150
Westborough, MA 01581
(508) 898-2422

Product Types:
Bridges
Fiber Optic Local Area Networks
LAN Interface Cards
Local Area Networks
Network Management Systems
Test, Monitor and Control Equipment

BIT Software, Inc.

830 Hillview Court
Suite 160
Milpitas, CA 95035
(408) 263-2197

Product Types:
Asynchronous Communications Software

Bitronic USA

1330 E. 38th Street
Cleveland, OH 44114
(216) 361-9933

Product Types:
Key and Hybrid Systems

BIW Cable Systems, Inc.

22 Joseph E. Warner Boulevard
North Brighton, MA 02764
(508) 822-6600

Product Types:
Fiber Optic Cabling

Black Box Corp.

P.O. Box 12800
Pittsburgh, PA 15241
(412) 746-5500

Product Types:
Channel Service Units/Data Service Units (CSUs/DSUs)
Fiber Optic Modems
Modems
Test, Monitor and Control Equipment

BlueLynx

P.O. Box 877
Cumberland, MD 21502-0877
(301) 746-5888

Product Types:
PC-to-Host Communications Products

Bo-Sherrel Co.

36133 Niles Boulevard
Fremont, CA 94536
(415) 792-0354

Product Types:
Modems

Bogen Communications, Inc.

50 Spring Street
P.O. Box 575
Ramsey, NJ 07446
(201) 934-8500

Product Types:
Intercom Systems

Bonneville Telecommunications

19 W. South Temple
Salt Lake City, UT 84101-1503
(801) 532-3400

Product Types:
FM and TV Subcarrier Communications

Booz, Allen, and Hamilton Inc.

4330 East West Highway,
Bethesda, MD 20814
(301) 951-2200

Product Types:
Telephone Room Environment

Borland International

1800 Green Hills Rd.
P.O. Box 660001
Scotts Valley, Ca 95066-0001
(408) 439-1060

Product Types:
Microcomputer Encryption and Access
Control

Boston Technology, Inc.

One Kendall Square
Cambridge, MA 02139
(617) 225-0500, (800) 333-BOST

Product Types:
Voice Messaging Systems
Voice Response Systems

Bowmar/Telecom

531 Main Street
Acton, MA 01720
(508) 263-8365

Product Types:
Test, Monitor and Control Equipment

Bradley Telcom Corp.

117 Fort Lee Road
Leonia, NJ 07605
(201) 461-5903

Product Types:
Test, Monitor and Control Equipment

Brandenburger & Co.

Suite 301
2465 E. Bayshore Road
Palo Alto, CA 94303
(415) 856-9589

Product Types:
Fiber Optic Cabling

Brite Voice Systems, Inc.

555 N. Woodlawn, Suite I-209
Wichita, KS 67208
(316) 687-4444

Product Types:
Voice Response Systems

Broadcast Electronics

4100 N. 24th Street
P.O. Box 3606
Quincy, IL 62305
(217) 224-9600

Product Types:
FM and TV Subcarrier Communications

Brooktrout Technology, Inc.

110 Cedar Street
Wellesley Hills, MA 02181
(617) 235-3026

Product Types:
PC-to-Fax Communications
Voice Messaging Systems

Brother International Corp.

8 Corporate Place
Piscataway, NJ 08854
(201) 981-0300

Product Types:
Facsimile

BT Datacom, Inc.

3701 Concord Parkway
Suite 100
Chantilly, VA 22021
(703) 818-1770

Product Types:
Modems

BT Tymnet

2560 N. First Street
San Jose, CA 95131
(408) 922-0250

Product Types:
Value Added Networks (VANs)

**Bull HN Worldwide Information
Systems**

Technology Park, 2 Wall Street
Billerica, MA 01821-4199
(617) 895-6000

Product Types:
Alphanumeric Display Terminals
Communications Processors

Burr-Brown Corp.

P.O. Box 11400
Tucson, AZ 85734
(602) 746-1111

Product Types:
Fiber Optic Modems
Modems

Bytex Corp.

Southborough Office Park, 120 Turnpike
Road
Southborough, MA 01772-1886
(508) 480-0840

Product Types:
Electronic Matrix Switches
Network Management Systems

C&C Technology, Inc.

245 W. Roosevelt Road
Building 9, Unit 60
West Chicago, IL 60185
(708) 231-0015

Product Types:
Diskless PCs
LAN Interface Cards

C-Cor Electronics, Inc.

60 Decibel Road
State College, PA 16801
(814) 238-2461

Product Types:
Modems

C.H. Systems, Inc.

13914 Bora Bora Way
Marina Del Rey, CA 90292
(213) 305-9341

Product Types:
Network Access Control Devices

**Cable & Conduit Construction
Products**

172 N. Main Street
Madison, GA 30650
(404) 342-1562

Product Types:
Fiber Optic Cabling

**Cable & Wireless
Communications, Inc.**

1919 Gallows Road
Vienna, VA 22182
(703) 790-5300

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities
Interstate Switched Facilities

Cabletron Systems, Inc.

35 Industrial Way
P.O. Box 6257
Rochester, NH 03867
(603) 332-9400

Product Types:
Bridges
LAN Interface Cards
Local Area Networks
Test, Monitor and Control Equipment

Cablewave Systems

60 Dodge Avenue
North Haven, CT 06473
(203) 239-3311

Product Types:
Microwave Antennas

California Data Link

45 Granada Court
Portola Valley, CA 94025
(415) 851-3459

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Fiber Optic Modems
Modems

California Microwave, Inc.

990 Almanor Avenue
Sunnyvale, CA 94086
(408) 732-4000

Product Types:
Data Encryption Devices
Microwave Communications
Satellite Earth Station Equipment

Cambridge Computer Corp.

80 Mount Sanford Road
Mount Carmel, CT 06518
(203) 288-6004

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

Canada Wire & Cable Co.

250 Ferrand Drive
Don Mills, ON, Canada M3C 3J4
(416) 424-5000

Product Types:
Fiber Optic Cabling

Canoga Perkins

21012 Lassen Street
Chatsworth, CA 91311-4241
(818) 718-6300

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Fiber Optic Modems
Modems
Multiplexers
T1 Multiplexers
T1 Resource Managers
Test, Monitor and Control Equipment

Canon U.S.A., Inc.

One Canon Plaza
Lake Success, NY 11042
(516) 488-6700

Product Types:
Facsimile

Cardinal Technologies, Inc.

1827 Freedom Road
Lancaster, PA 17601
(717) 293-3000

Product Types:
Alphanumeric Display Terminals

Carlisle Systems Group, Inc.

Digital Controls Div.
305 Pioneer Blvd.
Springboro, OH 45066-1100
(513) 746-8118

Product Types:
Modems

Carlou

25701 Science Park Drive
Beechwood, OH 44122
(216) 831-4000

Product Types:
Fiber Optic Cabling

Case/Datatel, Inc.

55 Carnegie Plaza
Cherry Hill, NJ 08003
(609) 424-4451

Product Types:
Bridges
Channel Service Units/Data Service
Units (CSUs/DSUs)
Gateways
LAN Interface Cards
Multiplexers
Network Management Systems
Packet Switches
Routers
T1 Multiplexers
T1 Resource Managers
Test, Monitor and Control Equipment

CDR of Washington

2003 Pieris Court
Vienna, VA 22182
(703) 448-3880

Product Types:
Telephone Management Systems

Centigram Communications Corp.

4415 Fortran Court
San Jose, CA 95134
(408) 942-3500

Product Types:
Voice Messaging Systems
Voice Response Systems

Century Software

5284 S. 320 West
Suite C184
Salt Lake City, UT 84107
(801) 268-3088

Product Types:
Asynchronous Communications Software

CereData Research

2058 Felix Street
Memphis, TN 38104
(901) 274-8354

Product Types:
Voice Recognition

Cermetek Microelectronics, Inc.

1308 Borregas Avenue
Sunnyvale, CA 94089
(408) 752-5000

Product Types:
Modems

cfSoftware, Inc.

2454 E. Dempster, #201
Des Plaines, IL 60016
(312) 824-7180

Product Types:
PC-to-Host Communications Products

Charles River Data Systems, Inc.

983 Concord Street
Framingham, MA 01701
(617) 626-1000

Product Types:
File Servers

Chartered Electronics Inc.

21 Airport Boulevard
Suite G & H
South San Francisco, CA 94080
(415) 875-3636

Product Types:
Modems

Chi Corp.

31200 Carter Street
Solon, OH 44139
(216) 349-8600

Product Types:
Communications Processors

CHI/COR Information Management Inc.

10 S. Riverside Plaza
Chicago, IL 60606
(312) 954-9670

Product Types:
Telephone Management Systems

Chicago Fiber Optic Corp. (CFO)

35 E. Wacker Drive
Chicago, IL 60601
(312) 726-4300

Product Types:
Fiber Optic Carriers

Chipcom Corp.

195 Bear Hill Road
Waltham, MA 02154
(617) 890-6844

Product Types:
Bridges
Fiber Optic Local Area Networks
LAN Interface Cards
Local Area Networks

Chiu Technical Corp.

252 Indian Head Road
Kings Park, NY 11754
(516) 544-0606

Product Types:
Fiber Optic Cabling

Chromatic Technologies, Inc.

P.O. Box 578
31 Hayward Street
Franklin, MA 02038
(508) 520-1200

Product Types:
Fiber Optic Cabling

**Cincinnati Bell Information
Systems, Inc. (CBIS)**

600 Vine Street
Cincinnati, OH 45202
(513) 784-5959

Product Types:
Telephone Management Systems

Cincom Systems, Inc.

2300 Montana Avenue
Cincinnati, OH 45211
(513) 662-2300

Product Types:
Network Management Systems
PC-to-Host Communications Products

Cintech Telemanagement

411 Oak Street, Suite 202
Cincinnati, OH 45219
(513) 861-2000

Product Types:
Telephone Management Systems

cisco Systems, Inc.

1525 O'Brien Drive
Menlo Park, CA 94025
(415) 326-1941

Product Types:
Bridges
Gateways
Routers

CITIFAX Corp.

3667 Woodhead Drive
Northbrook, IL 60062
(312) 291-9645

Product Types:
Facsimile
PC-to-Fax Communications

Clary Corporation

320 West Clary Avenue
San Gabriel, CA 91776
(818) 287-6111

Product Types:
Telephone Room Environment

ClayDesta Communications

P.O. Box Drawer 1189
Midland, TX 79702
(915) 688-3895

Product Types:
Fiber Optic Carriers

CLEO Communications

3796 Plaza Drive
Ann Arbor, MI 48108
(313) 662-2002

Product Types:
PC-to-Host Communications Products

CMC

125 Cremona Drive
Santa Barbara, CA 93117
(805) 968-4262

Product Types:
Local Area Networks

CMX Communications

1111 Industry Avenue
Roanoke, VA 24013
(800) 345-2670

Product Types:
Key and Hybrid Systems

CNCP Telecommunications

3300 Bloor Street West
Toronto, ON, Canada M8X 2W9
(416) 232-6760

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities
Value Added Networks (VANs)

Coastcom

2312 Stanwell Drive
Concord, CA 94520
(415) 825-7500

Product Types:
Digital Cross Connect Systems
FM and TV Subcarrier Communications
T1 Multiplexers

Code-A-Phone Corp.

16261 SE 130th
Clackamas, OR 97015
(503) 655-8940

Product Types:
Telephone Answering Machines

Codenoll Technolgoey Corp.

1086 N. Broadway
Yonkers, NY 10701
(914) 965-6300

Product Types:
Fiber Optic Cabling
Fiber Optic Local Area Networks

LAN Interface Cards
Local Area Networks

Codex Corp.

20 Cabot Boulevard
Mansfield, MA 02048
(617) 364-2000

Product Types:
Bridges
Channel Service Units/Data Service
Units (CSUs/DSUs)
Data PBXs
Modems
Multiplexers
Network Management Systems
Packet Switches
Protocol Conversion Systems
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers
(PADs)

Coefficient Systems Corp.

611 Broadway
New York, NY 10012
(212) 777-6707

Product Types:
Asynchronous Communications Software

Cogent Data Technologies

175 West Street
Friday Harbor, WA 98250
(206) 378-2929

Product Types:
LAN Interface Cards

Cognitronics Corp.

25 Cresent Street
Stamford, CT 06906
(800) 243-2594, (203) 327-5307

Product Types:
Voice Recognition
Voice Response Systems

Cointel Communications Inc.

555 63rd Street
Brooklyn, NY 11220
(718) 439-9292

Product Types:
Pay Telephones

Cole-Flex Corp.

91 Cabot Street
W. Babylon, NY 11704
(516) 249-6150

Product Types:
Fiber Optic Cabling

Collimated Holes, Inc.

460 Division Street
Campbell, CA 95008
(408) 374-5080

Product Types:
Fiber Optic Cabling

Colorado Video, Inc.

P.O. Box 928
Boulder, CO 80306
(303) 530-9850

Product Types:
Desktop Video Communications
Videoconferencing

Com Dev, Inc.

2150 Whitfield Industrial Way
Sarasota, FL 34243
(813) 753-6411

Product Types:
Telephone Management Systems

Comdata Corp.

7900 N. Nagle Avenue
Morton Grove, IL 60053
(312) 470-9600

Product Types:
Modems

ComDesign, Inc.

751 S. Kellogg Avenue
Goleta, CA 93117-3880
(805) 964-9852

Product Types:
Data PBXs

Commodities News Service

2100 W. 89th Street
Leawood, KS 66206
(913) 642-7373

Product Types:
FM and TV Subcarrier Communications

Commtext Inc.

1655 Crofton Boulevard
Suite 300
Crofton, MD 21114
(301) 721-3666

Product Types:
Gateways
PC-to-Host Communications Products
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers
(PADs)

**Communications Applied
Technology**

11250-14 Roger Bacon Drive
Reston, VA 22090
(703) 481-0068

Product Types:
Voice Recognition

Communications Central Inc.

1150 Northmeadow Parkway
Suite 118
Roswell, GA 30076
(404) 751-0052, (800) 652-0774

Product Types:
Pay Telephones

Communications Group

443 South Gulph Road
King of Prussia, PA 19406
(215) 265-6615

Product Types:
Telephone Management Systems

**Communications Research
Group**

5615 Corporate Boulevard
Baton Rouge, LA 70808
(504) 923-0888

Product Types:
Asynchronous Communications Software

Communications Science, Inc.

379 Thornall Street
Edison, NJ 08837
(201) 632-8000

Product Types:
Telephone Management Systems

**Communications
Transmission, Inc.**

3307 Northland Drive
Austin, TX 78731
(512) 451-0131

Product Types:
Fiber Optic Carriers

Comp-U-Site Designs, Inc.

28 West Grand Avenue
Montvale, NJ 07645
(201) 391-8989

Product Types:
Telephone Room Environment

Compco

5120 Paddock Village Court
Brentwood, TN 37027
(615) 373-3636

Product Types:
Telephone Management Systems

Compex

4055 E. LaPalma, Unit C
Anaheim, CA 92807
(714) 630-7302

Product Types:
File Servers
LAN Interface Cards

Complementary Solutions, Inc.

4470 Chamblee-Dunwoody Road, #202
Atlanta, GA 30338
(404) 454-8033

Product Types:
Telephone Management Systems

Complexx Systems, Inc.

4930 Research Drive
Huntsville, AL 35805
(205) 830-4310

Product Types:
Data PBXs

**Compression Techniques
Corp.**

44901 Falcon Place
Sterling, VA 22170
(703) 478-5355

Product Types:
Test, Monitor and Control Equipment

Compunetics Inc.

Communications Systems Division
2000 Eldo Road
Monroeville, PA 15146
(412) 373-8110

Product Types:
Digital Cross Connect Systems

CompuServe

Network Services Div.
5000 Arlington Centre Boulevard
Columbus, OH 43220
(614) 457-8600

Product Types:
Value Added Networks (VANs)

Computer Aids Corp.

124 W. Washington Boulevard
Suite 220
Fort Wayne, IN 46802
(800) 647-8255, (219) 422-2424

Product Types:
Voice Recognition

Computer Associates

Route 206 and Orchard Road
Princeton, NJ 08648
(201) 874-9000

Product Types:
PC-to-Host Communications Products
Voice Recognition

**Computer Associates
International, Inc.**

711 Stewart Avenue
Garden City, NY 11530
(516) 227-3300

Product Types:
PC-to-Host Communications Products

Computer Communications, Inc.

2610 Columbia Street
Torrance, CA 90503
(213) 320-9101

Product Types:
Channel Extenders

Computer Communications Specialists, Inc.

6529 Jimmy Carter Boulevard
Norcross, GA 30071
(404) 441-3114

Product Types:
Voice Response Systems

Computer Consoles, Inc.

97 Humboldt Street
Rochester, NY 14609
(716) 482-5000

Product Types:
Voice Response Systems

Computer Corp. of America

4 Cambridge Center
Cambridge, MA 02142
(617) 492-8860

Product Types:
Communications Processors
PC-to-Host Communications Products

Computer Logics, Ltd.

75 International Boulevard
Rexdale, ON, Canada M9W 6L9
(416) 674-1111

Product Types:
PC-to-Host Communications Products

Computer Network Technology Corp.

6655 Wedgewood Road
Maple Grove, MN 55369
(612) 420-4466, (800) 638-8324

Product Types:
Channel Extenders
Communications Processors
Local Area Networks

Computer Peripheral Systems, Inc.

Box 98282
Atlanta, GA 30359
(404) 292-9565

Product Types:
Protocol Conversion Systems

Computer Peripherals, Inc.

667 Rancho Conejo Boulevard
Newbury Park, CA 91320
(805) 499-5751

Product Types:
Modems

Computer Security Corp.

2400 W. Devon, Suite 203
Chicago, IL 60659
(312)761-1764

Product Types:
Microcomputer Encryption and Access Control

Computer System Products

14305 21st Avenue N.
Minneapolis, MN 55447
(800) 422-2537

Product Types:
Fiber Optic Cabling

Computer Systems Consultants, Inc.

1454 Latta Lane
Conyers, GA 30207
(404) 483-4570

Product Types:
Asynchronous Communications Software

Computer Talk Technology, Inc.

9330 LBJ Freeway, Suite 900
Dallas, TX 75243
(214) 907-1445

Product Types:
Voice Response Systems

Computerm Corp.

100 Wood Street
Pittsburgh, PA 15222
(412) 391-7804

Product Types:
Channel Extenders

COMSAT Corp.

950 L'Enfant Plaza, SW
Washington, DC 20024
(202) 863-6000

Product Types:
Interstate Switched Facilities
Mobile Satellite Communications
Videoconferencing

Comspec Digital Products, Inc.

2313 W. Sam Houston Parkway
N., Suite 145
Houston, TX 77043
(713) 461-4487

Product Types:
Modems

Comstat Datacomm Corp.

1720 Spectrum Drive
Northwest
Lawrenceville, GA 30243
(404) 822-1962

Product Types:
Protocol Conversion Systems

ComStream Corp.

10180 Barnes Canyon Road
San Diego, CA 92121
(619) 458-1800

Product Types:
Modems

**Comtech Antenna Corp.,
Subsidiary of Comtech, Inc.**

3100 Communications Road
P.O. Box 428
St. Cloud, FL 32769
(305) 892-6111

Product Types:
Satellite Earth Station Equipment

Comtel, Inc.

2811 Airpark Drive
Santa Maria, CA 93455
(805) 928-2581

Product Types:
Satellite Earth Station Equipment

Comterm, Inc.

110 Hymus Boulevard
Pointe-Claire, PQ, Canada H9R 1E8
(514) 694-4332

Product Types:
Alphanumeric Display Terminals

Concept Communications, Inc.

1950 Stemmons, Suite 4038
Dallas, TX 75207
(214) 746-3888

Product Types:
Desktop Video Communications

Concord Communications, Inc.

753 Forest Street
Marlboro, MA 01752
(617) 746-4646

Product Types:
Bridges
LAN Interface Cards
Local Area Networks
Test, Monitor and Control Equipment

Concord Telephone Company, Inc.

12623 Sherman Way
Unit C
North Hollywood, CA 91605
(818) 765-8898

Product Types:
Key and Hybrid Systems

Condux

P.O. Box 247
Mankato, MN 56001
(507) 387-6576

Product Types:
Fiber Optic Cabling

ConferTech International

240 Applewood Tech Center
2801 Youngfield
Golden, CO 80401
(800) 525-8244

Product Types:
Audio/Audiographic Teleconferencing

Conklin Instrument Corp.

P.O. Box 650
West Road
Pleasant Valley, NY 12569
(914) 635-2136

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)

Connex International Inc.

12 West Street
Danbury, CT 06810
(203) 797-9060

Product Types:
Audio/Audiographic Teleconferencing

Consolidated Network, Inc.

11701 Borman Drive
Suite 175
St. Louis, MO 63146
(314) 993-9009

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities
Interstate Switched Facilities

Contel ASC

15200 Omega Drive
Rockville, MD 20850
(301) 590-7000

Product Types:
Interstate Private Line Facilities
Satellite Earth Station Equipment
Videoconferencing
VSAT Network Services

Control Data Corp.

Computer Products Div.
8100 34th Avenue S., P.O. Box 0
Minneapolis, MN 55440
(612) 853-8100

Product Types:
Telephone Room Environment

Control Systems Technology, Inc.

14751 Frederick Road
Suite 350
Germantown, MD 20874
(301) 540-8614

Product Types:
Test, Monitor and Control Equipment

Conversational Voice Technologies Corp.

4205 Grove Avenue
Gurnee, IL 60031-2170
(708) 249-5560

Product Types:
Telephone Management Systems

Convex Corp.

21400 Ridgetop Circle
Sterling, VA 22170
(703) 450-0311

Product Types:
Test, Monitor and Control Equipment

Coopers & Lybrand

1251 Avenue of the Americas
New York, NY 10020
(212) 536-2929

Product Types:
Telephone Room Environment

Coors Ceramics Co. Wire Products Group

600 9th Street
Golden, CO 80401-1099
(303) 277-4434

Product Types:
Fiber Optic Cabling

Core Technology Corp.

7335 Westshire Drive
Lansing, MI 48917
(517) 627-1521

Product Types:
PC-to-Host Communications Products

Corman Technologies, Inc.

75 Bathurst Drive
Waterloo, ON, Canada N2V 1N2
(519) 884-4430

Product Types:
LAN Interface Cards

Corvus Systems, Inc.

160 Great Oaks Boulevard
San Jose, CA 95119
(408) 281-4100

Product Types:
LAN Interface Cards
Local Area Networks

Covox, Inc.

675D Conger Street
Eugene, OR 97402
(503) 342-1271

Product Types:
Voice Recognition

CQ Computer Communications, Inc.

4695 N. Monroe Street
Tallahassee, FL 32303
(904) 562-4255

Product Types:
PC-to-Host Communications Products

Critical Path Solutions

2910 Scott Boulevard
Santa Clara, CA 95054
(408) 279-8377

Product Types:
Voice Recognition

Cross Information Company

1881 9th Street
Suite 311
Boulder, CO 80302
(303) 444-7799

Product Types:
Electronic Mail

CrossComm Corp.

133 E. Main Street
Marlborough, MA 01752
(617) 481-4060

Product Types:
Bridges

Crosstalk Communications/DCA

1000 Holcomb Woods Parkway
Suite 440
Roswell, GA 30076
(404) 998-3998

Product Types:
Asynchronous Communications Software

Cryptall Communications Corp.

1110 Wellington Avenue
Cranston, RI 02910
(401) 941-7600

Product Types:
Bridges
Data Encryption Devices
Network Access Control Devices

Cryptek/Gretag Ltd.

10209 Plano Road
Suite 3
Dallas, TX 75238
(214) 349-6044

Product Types:
Data Encryption Devices

Crystal Technology

1000 E. Meadow Circle
Palo Alto, CA 94303
(415) 856-7911

Product Types:
Fiber Optic Cabling
Infrared Communications Systems

CSE Technologies

500 Industrial Drive SW
Willmar, MN 56201
(612) 231-2353

Product Types:
Key and Hybrid Systems

Cubix Corp.

2800 Lockheed Way
Carson City, NV 89706
(702) 883-7611

Product Types:
Diskless PCs

Cuda Products Corp.

6000 Powers Avenue
Jacksonville, FL 32217
(904) 737-7611

Product Types:
Fiber Optic Cabling

Cumulus Technology Corp.

1007 Elwell Court
Palo Alto, CA 94303
(415) 960-1200

Product Types:
Alphanumeric Display Terminals

**CXR Telcom/Anderson
Jacobson**

521 Charcot Avenue
San Jose, CA 95131
(408) 435-8520

Product Types:
Modems
Test, Monitor and Control Equipment

Cyber Digital, Inc.

331F Dante Court
Holbrook, NY 11741
(516) 471-5270

Product Types:
PBX Systems

Cybercorp

1 Lyndon Plaza, Suite 307
Great Neck, NY 11021
(516) 482-5389

Product Types:
Voice Recognition

Cybernetic Data Products

20732 Lassen Street
Chatsworth, CA 91311
(818) 998-0900

Product Types:
FM and TV Subcarrier Communications

Cybernex/Zavitz

2373 Stevenage Drive
Ottawa, ON, Canada K1G 3W1
(613) 738-9301

Product Types:
Alphanumeric Display Terminals

Cylink Corp.

110 S. Wolfe Road
Sunnyvale, CA 94086
(408) 735-5800

Product Types:
Data Encryption Devices

Cylix Communications Corp.

800 Ridge Lake Boulevard
Memphis, TN 38119-9404
(901) 761-1177

Product Types:
Satellite Earth Station Equipment
Value Added Networks (VANs)
VSAT Network Services

D-Link Systems Inc.

5 Musick
Irvine, CA 92718
(714) 455-1688

Product Types:
Local Area Networks

Daedalus Group

4750 Wiley Post Way
Suite 180
Salt Lake City, UT 84116
(801) 575-6600

Product Types:
Diskless PCs

Dalsat Inc.

Satellite Communications Div.
1701 Summit, P.O. Box 1960
Plano, TX 75074
(214) 578-7561

Product Types:
Satellite Earth Station Equipment

Darome Inc.

8750 W. Bryn Mawr
Suite 850
Chicago, IL 60631
(312) 399-1610

Product Types:
Audio/Audiographic Teleconferencing

Data Acquisition Services, Inc.

1782 La Costa Meadows Drive
San Marcos, CA 92069
(619) 471-0342

Product Types:
Voice Response Systems

Data Comm Systems, Inc.

2 Frederick Street
Framingham, MA 01701
(617) 620-1800

Product Types:
Fiber Optic Cabling

Data General Corp.

4400 Computer Drive
Westboro, MA 01580
(508) 366-6054

Product Types:
Alphanumeric Display Terminals
Bridges
Diskless PCs
File Servers
Gateways
Interstate Private Line Facilities
Interstate Switched Facilities
Local Area Networks

Data Interface Systems Corp.

P.O. Box 4189
Austin, TX 78765
(512) 346-5641

Product Types:
Gateways
PC-to-Host Communications Products

Data Plus Inc.

7420 Fullerton Road
Suite 110
Sprintfield, VA 22153
(703) 451-7440

Product Types:
Automatic Call Distribution Systems

Data Race Inc.

12758 Cimarron Path, Suite 108
San Antonio, TX 78249
(512) 692-3909

Product Types:
Modems
Multiplexers
PC-to-Host Communications Products

Data Switch Corp.

One Enterprise Drive
Shelton, CT 06484
(203) 926-1801

Product Types:
Channel Extenders
Electronic Matrix Switches
Network Management Systems

Data/Ware Development, Inc.

9449 Carroll Park Drive
San Diego, CA 92121
(619) 453-7660

Product Types:
Test, Monitor and Control Equipment

Datability Software Systems, Inc.

322 Eighth Avenue
New York, NY 10001
(212) 807-7800

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

Datacom Technologies

3303 112th Street
SW, Building 100
Everett, WA 98204
(206) 355-0590

Product Types:
Test, Monitor and Control Equipment

Datacomm Management Sciences, Inc.

25 Van Zant Street
East Norwalk, CT 06855-1790
(203) 838-7183

Product Types:
Electronic Matrix Switches
Network Management Systems
Test, Monitor and Control Equipment

Datacommunications Test Instruments

7666-I Fullerton Road
Springfield, VA 22153
(703) 569-5800

Product Types:
Test, Monitor and Control Equipment

Datacopy Corp.

1215 Terra Bella Avenue
Mountain View, CA 94043
(415) 965-7900

Product Types:
PC-to-Fax Communications

Datagraf, Inc.

6101 West Courtyard Drive
Building #1
Austin, TX 78730
(512) 288-0453

Product Types:
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Datagram Corp.

11 Main Street
East Greenwich, RI 02818
(800) 235-5053, (401) 885-4840

Product Types:
Data PBXs

Datalex, Inc.

100 Pine Street
Suite 2400
San Francisco, CA 94111
(415) 362-4466

Datapoint Corp.

9725 Datapoint Drive
San Antonio, TX 78229-8500
(512) 699-7000

Product Types:
Desktop Video Communications
Local Area Networks
Videoconferencing

Dataprobe, Inc.

170 Coolidge Avenue
Englewood, NJ 07631
(201) 569-6464

Product Types:
Test, Monitor and Control Equipment

Dataproducts New England Inc.

50 Barnes Park, North
Wallingford, CT 06492
(203) 265-7151

Product Types:
T1 Multiplexers

Dataradio Corp.

400 Perimeter Center Terrace, Suite 730
Atlanta, GA 30346
(404) 392-0002

Product Types:
Modems

Datastorm Technologies, Inc.

3212 Lemone Industrial Boulevard
Columbia, MO 65201
(314) 443-3282

Product Types:
Asynchronous Communications Software

Datatel, Inc.

Carnegie Drive and Springdale Road
Cherry Hill, NJ 08003
(609) 424-4451

Product Types:
Digital Cross Connect Systems

Datatran Corp.

355 Yuma Street
Denver, CO 80223
(303) 778-0870

Product Types:
Electronic Matrix Switches
Test, Monitor and Control Equipment

DataTrek

4505 Wyland Drive
Suite 400
Elkhart, IN 46516
(219) 522-8000

Product Types:
Modems

Datotek, Inc.

3801 Realty Road
Dallas, TX 75244
(214) 241-4491

Product Types:
Data Encryption Devices

Datron Systems, Inc.

200 W. Los Angeles Avenue
Simi Valley, CA 93065
(805) 584-1717

Product Types:
Satellite Earth Station Equipment

Davox Corp.

3 Federal Street
Billerica, MA 01821
(508) 667-4455

Product Types:
Integrated Voice/Data Terminals
Voice Response Systems

Dayna Communications Inc.

50 S. Main Street
Fifth Floor
Salt Lake City, UT 84144
(801) 531-0600

Product Types:
Electronic Mail
LAN Interface Cards
Local Area Networks

DBA Communication Systems, Inc.

19428 66 Avenue S., Suite Q101
Kent, WA 98032
(206) 251-0526

Product Types:
Key and Hybrid Systems

DCA/Cohesive Network

150 Knowles Drive
Los Gatos, CA 95030
(408) 370-4100

Product Types:
Network Management Systems

DCB of Champaign

807 Pioneer Road
Champaign, IL 61820
(217) 352-3207

Product Types:
Modems
Test, Monitor and Control Equipment

DCC Corp.

7300 N. Crescent Boulevard
Pennsauken, NJ 08110
(609) 662-7272

Product Types:
Microcomputer Encryption and Access Control
Modems
Protocol Conversion Systems

Decision Data Computer Corp.

1 Progress Drive
Horsham, PA 19440
(215) 674-3300

Product Types:
Alphanumeric Display Terminals

DEI Teleproducts

230 N. Market Place
Escondido, CA 92025
(619) 743-8344

Product Types:
Microwave Communications
Modems
Short-Haul Microwave Communications Systems

DEKA, Inc.

416 Aldo Avenue
Santa Clara, CA 95054
(408) 988-8629

Product Types:
Key and Hybrid Systems

Delta Concepts, Inc.

249 S. Highway 101
Solana Beach, CA 92075
(619) 942-4977

Product Types:
Voice Response Systems

Dest Corp.

1201 Cadillac Court
Milpitas, CA 95035
(408) 946-7100

Product Types:
PC-to-Fax Communications

Deutsch Co. Industrial Products Div.

P.O. Box 878
37140 Industrial Avenue
Hemet, CA 92343
(714) 929-1200

Product Types:
Fiber Optic Cabling

Develcon Electronics Ltd.

856 51st Street East
Saskatoon, SK, Canada S7K 5C7
(306) 933-3300

Product Types:
Data PBXs
Modems
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

DFI, Inc.

2544 Port Street
West Sacramento, CA 95691
(916) 373-1234

Product Types:
Modems

Dial-Guard Inc.

7121-77th Avenue
Edmonton, AB, Canada T6B 0B5
(403) 466-3659

Product Types:
Network Access Control Devices

Dialogic Communications Corp.

1106 Harpeth Industrial Court, P.O. Box 8
Franklin, TN 37065
(615) 790-2882

Product Types:
Voice Recognition
Voice Response Systems

Dictaphone Corp.

3191 Broad Bridge Avenue
Stratford, CT 06497-2559
(800) 342-8439, (203) 381-7000

Product Types:
Integrated Voice/Data Terminals
Telephone Answering Machines
Voice Messaging Systems
Voice Recognition
Voice Response Systems

Digilog, Inc.

1370 Welsh Road
Montgomeryville, PA 18936
(215) 628-4530

Digilog Inc.

Product Types:
Network Management Systems
Test, Monitor and Control Equipment

Digital Communications Associates, Inc. (DCA)

1000 Alderman Drive
Alpharetta, GA 30201-4199
(404) 442-4000

Product Types:
Bridges
Communications Processors
Gateways
LAN Interface Cards
Local Area Networks
Network Management Systems
PC-to-Host Communications Products
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers (PADs)

Digital Equipment Corp. (DEC)

146 Main Street
Maynard, MA 01754-2571
(508) 493-5111

Product Types:
Alphanumeric Display Terminals
Data Encryption Devices
Fiber Optic Local Area Networks
Local Area Networks
Voice Response Systems

Digital Link Corp.

133 Caspian Court
Sunnyvale, CA 94089
(408) 745-6200

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)

Digital Microwave Corp.

170 Rose Orchard Way
San Jose, CA 95134
(408) 943-0777

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

Digital Pathways, Inc.

201 Ravendale Drive
Mountain View, CA 94043
(415) 964-0707

Product Types:
Modems
Network Access Control Devices

Digital Sound Corp.

2030 Alameda Padre Serra
Santa Barbara, CA 93103
(805) 569-0700

Product Types:
Voice Messaging Systems
Voice Response Systems

Digital Systems International, Inc.

7659 178th Place NE
Redmond, WA 98052
(206) 881-7544

Product Types:
Voice Response Systems

Digital Transmission, Inc.

4343 Commerce Court, Suite 215
Lisle, IL 60532
(312) 505-1221

Product Types:
Automatic Call Distribution Systems

Digitcom Corp.

405 S. Beverly Drive # 300
Beverly Hills, CA 90212
(213) 277-1220

Product Types:
Voice Messaging Systems

Digitech Industries, Inc.

66 Grove Street
Ridgefield, CT 06877
(203) 438-3731

Product Types:
Test, Monitor and Control Equipment

Digitron Telecommunications

14 Northcote Road
Westbury, NY 11590
(516) 334-0130

Product Types:
Voice Response Systems

Dirad Technologies, Inc.

21 Aviation Road
Albany, NY 12205
(518) 438-6000

Product Types:
Voice Messaging Systems

Direct.Aid, Inc.

31332 Via Colinas, #102
Westlake Village, CA 91362
(818) 889-1013

Product Types:
PC-to-Host Communications Products

Ditel

1653 1st Avenue SW
Hickory, NC 28603
(704) 328-5640

Product Types:
Fiber Optic Cabling

Diversified Computer Systems, Inc.

3775 Iris Avenue
Suite 1B
Boulder, CO 80301
(303) 447-9251

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

DNA Networks, Inc.

351 Phoenixville Pike
Malvern, PA 19355
(215) 296-7420

Product Types:
LAN Interface Cards
Local Area Networks

Doelz Networks, Inc.

8 Mason
Irvine, CA 92718
(714) 770-1221

Product Types:
Packet Switches

Domain Systems, Inc.

5840 Corporate Way
West Palm Beach, FL 33407
(407) 686-7911

Product Types:
Test, Monitor and Control Equipment

Dorlen Products

7424 West Layton Avenue
Greenfield, WI 53220
(414) 282-4840

Product Types:
Telephone Room Environment

Dove Computer Corp.

1200 N. 23rd Street
Wilmington, NC 28405
(919) 763-7918

Product Types:
Bridges
LAN Interface Cards
Routers

Dover Instrument Corp.

200 Flanders Road
P.O. Box 200
Westboro, MA 01581
(508) 366-1456

Product Types:
Fiber Optic Cabling

Dowty RFL Industries, Inc.

Powerville Road
Boonton, NJ 07005
(201) 334-3100

Product Types:
Fiber Optic Modems
Modems
T1 Multiplexers

Dragon Systems, Inc.

90 Bridge Street
Newton, MA 02158
(617) 965-5200

Product Types:
Voice Recognition

DSC Communications Corp.

3040 N. 1st Street
San Jose, CA 95134
(408) 954-5795

Product Types:
Digital Cross Connect Systems
File Servers
Gateways
LAN Interface Cards
Local Area Networks
T1 Multiplexers
T1 Resource Managers

DSP Technology Corp.

1325 Capital Parkway
Suite 109
Carrollton, TX 75006
(214) 245-8831

Product Types:
Audio/Audiographic Teleconferencing

DTK Computer, Inc.

15711 E. Valley Boulevard
City of Industry, CA 91744
(818) 333-7533

Product Types:

Diskless PCs
File Servers
LAN Interface Cards

DTSS, Inc.

Buck Road
P.O. Box 70
Hanover, NH 03755
(603) 643-6600

Product Types:

PC-to-Host Communications Products

Dupont Connector Systems

515 Fishing Creek Road
New Cumberland, PA 17070
(717) 938-7607

Product Types:

Fiber Optic Cabling

**Dynamic Microprocessor
Associates**

60 E. 42nd Street
New York, NY 10165
(212) 687-7115

Product Types:

Asynchronous Communications Software

**Dynatech Communications
Corp.**

991 Annapolis Way
Woodbridge, VA 22191
(703) 550-0011

Product Types:

Channel Service Units/Data Service
Units (CSUs/DSUs)
Data PBXs
Digital Cross Connect Systems
Electronic Matrix Switches
Modems
Network Management Systems
Packet Switches
T1 Multiplexers
X.25 Packet Assemblers/Disassemblers
(PADs)

Dytel Corp.

50 E. Commerce Drive
Schaumburg, IL 60173
(312) 519-9850

Product Types:

Voice Messaging Systems

E-Tech Research

2700 Augustine Drive #275
Santa Clara, CA 95054
(408) 982-0270

Product Types:

Modems

Eagle Telephonics, Inc.

375 Oser Avenue
Hauppauge, NY 11785
(516) 273-6700

Product Types:

Key and Hybrid Systems

Earth Computer Technologies

P.O. Box 8067
10525 Lawson River Avenue
Fountain Valley, CA 92708
(714) 964-5784

Product Types:

Diskless PCs
LAN Interface Cards

Eastman Kodak Co.

343 State Street
6th Floor, Building 10
Rochester, NY 14650
(716) 724-2829

Product Types:

Desktop Video Communications

Eaton Corp.

Electronic Instrumentation Division
5340 Alla Road
Los Angeles, CA 90066
(213) 822-3061

Product Types:

Microwave Antennas

Ecco Industries, Inc.

130 Centre Street
Danvers, MA 01923
(508) 777-7750

Product Types:

Voice Recognition

Edimax Computer

3020 Scott Boulevard
Santa Clara, CA 95054
(408) 496-1105

Product Types:

Diskless PCs
File Servers
LAN Interface Cards

EF Data Corp.

1030 N. Stadem Drive
Tempe, AZ 85281
(602) 968-0447

Product Types:

Modems

Eicon Technology Corp.

2196 32nd Avenue
Lachine, PQ, Canada H8T 3H7
(514) 631-2592

Product Types:

Gateways
Modems
PC-to-Host Communications Products
Routers

Electra Communications Corp.

222 W. Colinas Boulevard
Irving, TX 75039
(214) 869-1822

Product Types:

Fiber Optic Carriers

**Electro Standards Laboratory,
Inc.**

36 Western Industrial Drive
Cranston, RI 02921
(401) 943-1164

Product Types:

Modems
Test, Monitor and Control Equipment

Electrodata, Inc.

23020 Miles Road
Bedford Heights, OH 44128
(216) 663-3333

Product Types:

Modems
Test, Monitor and Control Equipment

**Electronic Information
Technology, Inc.**

25 Just Road
Fairfield, NJ 07006
(201) 227-1447

Product Types:

PC-to-Fax Communications

**Electronic Systems
Technology, Inc.**

1031 N. Kellogg
Kennewick, WA 99336
(509) 735-9092

Product Types:

Modems

**Electronic Tele-
Communications, Inc.**

3620 Clearview Parkway
Atlanta, GA 30340
(414) 455-7990

Product Types:

Voice Response Systems

Emcom Corp.

820 Jupiter Road
Plano, TX 75074
(214) 423-7183

Product Types:
Network Management Systems

Emerald Technology, Inc.

18912 N. Creek Parkway
Bothell, WA 98011
(206) 485-8200

Product Types:
Modems
PC-to-Host Communications Products

Emulex Corp.

3545 Harbor Boulevard
P.O. Box 6725
Costa Mesa, CA 92626
(714) 662-5600

Product Types:
PC-to-Host Communications Products

Encom Products Co., Inc.

502 Lower Hopewell Road
Oxford, PA 19363
(215) 932-9600

Product Types:
Intercom Systems

Encom Telecom & Technology Inc.

3264 Saturn Court
Norcross, GA 30092
(404) 446-8668

Product Types:
Satellite Earth Station Equipment

Enhanced Systems, Inc.

6961 Peachtree Industrial Boulevard
Norcross, GA 30092
(404) 662-1503

Product Types:
Telephone Management Systems
Voice Messaging Systems
Voice Response Systems

Enigma Logic, Inc.

2151 Salvio Street
Suite 301
Concord, CA 94520
(415) 827-5707

Product Types:
Microcomputer Encryption and Access Control

Ensign-Bickford Optics Corp.

16-18 Ensign Drive
Avon, CT 06001
(203) 678-0371

Product Types:
Fiber Optic Cabling

Eotec Corp.

420 Frontage Road
West Haven, CT 06516
(203) 934-7961

Product Types:
Fiber Optic Cabling

Equinox Systems, Inc.

14260 SW 119 Avenue
Miami, FL 33186-6108
(800) DATA-PBX or (305) 255-3500

Product Types:
Data PBXs
T1 Multiplexers

Ericsson Information Systems, Inc.

730 International Parkway
Richardson, TX 75081
(214) 669-9900

Product Types:
Central Office Switches

Ericsson Business Communications Inc.

1900 W. Crescent Avenue
Anaheim, CA 92801
(714) 533-5100

Product Types:
Automatic Call Distribution Systems
Microwave Communications
PBX Systems

Esprit Systems, Inc.

2115 Ringwood Avenue
San Jose, CA 95131
(408) 954-9900

Product Types:
Alphanumeric Display Terminals
Diskless PCs

Everex Systems, Inc.

48431 Milmont Drive
Fremont, CA 94538
(415) 498-1111

Product Types:
Modems

Excelan, Inc.

2180 Fortune Drive
San Jose, CA 95131
(408) 434-2237

Product Types:
Local Area Networks
Test, Monitor and Control Equipment

Executone Information Systems, Inc.

6 Thorndal Circle
Darien, CT 06820
(203) 655-6500

Product Types:
Automatic Call Distribution Systems
Key and Hybrid Systems
PBX Systems

Experdata, Inc.

10301 Toledo Avenue S.
Bloomington, MN 55437
(612) 831-2122

Product Types:
Test, Monitor and Control Equipment

Extrema Systems International Corp.

10805 Parkridge Boulevard
Reston, VA 22091
(703) 648-3181

Product Types:
Voice Recognition

Extrom

125 Cabot Court
Hauppauge, NY 11788
(516) 434-1200

Product Types:
Key and Hybrid Systems

Eyotel Communications, Inc.

522 7th Street
Suite 320
New Westminster, BC, Canada V3M 5T5
(604) 525-2511

Product Types:
Desktop Video Communications
Videoconferencing

Facit, Inc.

University Center
P.O. Box 9540
400 Commercial Street
Manchester, NH 03108-9540
(603) 647-2700

Product Types:
Alphanumeric Display Terminals

Fairchild Data Corp.

350 N. Hayden Road
Scottsdale, AZ 85257
(602) 949-1155

Product Types:
Modems
Satellite Earth Station Equipment

Falco Data Products Inc.

1294 Hammerwood Avenue
Sunnyvale, CA 94089
(408) 745-7123

Product Types:
Alphanumeric Display Terminals

Fanon/Courier Corp.

14811 Myford Road
Tustin, CA 92680
(714) 669-9890

Product Types:
Intercom Systems

FAR Systems, Inc.

7898 High Ridge Road
Fort Atkinson, WI 53538
(414) 563-2221

Product Types:
Voice Response Systems

Faraday, Inc.

805 S. Maumee Street
Tecumseh, MI 49286
(517) 423-2111

Product Types:
Intercom Systems

Fastcomm Communications Corp.

12347 E. Sunrise Valley Drive
Reston, VA 22091
(703) 620-3900

Product Types:
Modems

FEL Computing Inc.

10 Main Street
P.O. Box 72
Williamsville, VT 05362
(802) 348-7171, (800) 728-6829

Product Types:
PC-to-Host Communications Products

Fenwal, Inc.

400 North Main Street
Ashland, MA 01721
(617) 881-2000

Product Types:
Telephone Room Environment

Ferranti Datacom Inc.

1288 Reamwood Avenue
Sunnyvale, CA 94089
(408) 747-0300

Product Types:
Modems

Ferro Technique Ltd.

695 Montee de Liesse
Montreal, PQ, Canada H4T 1P9
(514) 341-3450

Product Types:
Fiber Optic Cabling

Fiber Optek Interconnect Corp.

232 New Hackensack Road
Wappingers Falls, NY 12590
(914) 462-6356

Product Types:
Fiber Optic Cabling

Fiber Optic Development Systems, Inc.

125 Quaratina Street
Santa Barbara, CA 93101
(805) 965-2589

Product Types:
Fiber Optic Cabling

FiberCom, Inc.

P.O. Box 11966
Roanoke, VA 24022
(703) 342-6700

Product Types:
Bridges
Fiber Optic Local Area Networks
Fiber Optic Modems
LAN Interface Cards
Local Area Networks
Modems

Fiberguide Industries, Inc.

33 Poplar Drive
Stirling, NJ 07980
(201) 647-6601

Product Types:
Fiber Optic Cabling

Fibermux Corp.

9310 Topanga Canyon Boulevard
Chatsworth, CA 91311
(818) 709-6000

Product Types:
Multiplexers

Fiberoptic Fabrications

56 Hudson Street
Northboro, MA 01532
(617) 393-3753

Product Types:
Fiber Optic Cabling

Fibersense & Signals Inc.

2144 Danforth Avenue
Toronto, ON, Canada M4C 1J9
(416) 425-1772

Product Types:
Fiber Optic Cabling

Fibronics International, Inc.

Communications Way
Hyannis, MA 02601-1892
(617) 778-0700

Product Types:
Fiber Optic Cabling
Fiber Optic Local Area Networks
Fiber Optic Modems
Modems

Fike Metal Products Corp.

704 South 10th Street
Blue Springs, MO 64015
(816) 229-3405

Product Types:
Telephone Room Environment

First Phone of New England

300 Ocean Avenue
Revere, MA 02151
(617) 286-6000

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Fischer International Systems Corp.

4073 Merchantile Avenue
Naples, FL 33942
(813) 643-1500

Product Types:
Electronic Mail
Microcomputer Encryption and Access Control

FOCS

15 Midstate Drive
Auburn, MA 01501
(508) 832-6208

Product Types:
Fiber Optic Cabling

Formex Manufacturing Inc.

6590 Jimmy Carter Boulevard
Norcross, GA 30071
(404) 447-1393

Product Types:
Fiber Optic Cabling

Fort Worth Tower Co.

P.O. Box 8597
Fort Worth, TX 76124
(817) 457-3060 or (800) 433-T816

Product Types:
Microwave Towers

Fotec, Inc.

Schrafft Center, P.O. Box 246
Boston, MA 02129
(617) 241-7810

Product Types:
Fiber Optic Cabling
Fiber Optic Test Equipment
Test, Monitor and Control Equipment

Foundation Instruments Inc.

24 Colonnade Road
Nepean, ON, Canada K2E 7J6
(613) 226-4000

Product Types:
Fiber Optic Cabling
Fiber Optic Modems
Modems

Four C Enterprises, Inc.

51 Patrick Lane
Branford, CT 06405
(203) 481-5275

Product Types:
Test, Monitor and Control Equipment

Frederick Engineering, Inc.

10200 Old Columbia Road
Columbia, MD 21046
(301) 290-9000

Product Types:
Digital Cross Connect Systems
Test, Monitor and Control Equipment

Frontier Technologies Corp.

3510 N. Oakland Avenue
Milwaukee, WI 53211
(414) 964-8689

Product Types:
Asynchronous Communications Software

**FTC Communications, Inc./
National Gateway Telecom**

90 John Street
New York, NY 10038
(212) 669-9700 or (800) 221-5428

Product Types:
Interstate Private Line Facilities

FTG Data Systems

10801 Dale Street
Suite J-2
Stanton, CA 90680
(714) 995-3900

Product Types:
PC-to-Host Communications Products

Fujitsu America Inc.

Transmission Div.
1100 E. Campbell Road
Richardson, TX 75081
(800) 777-3278

Product Types:
Microwave Communications
Modems
Network Management Systems
SONET-based Systems

Fujitsu America, Inc.

Telecommunications Div.
3055 Orchard Drive
San Jose, CA 95134
(408) 946-8777

Product Types:
Satellite Earth Station Equipment

**Fujitsu Business
Communication Systems, Inc.**

3190 Mira Loma Avenue
Anaheim, CA 92806
(714) 630-7721

Product Types:
Automatic Call Distribution Systems
Key and Hybrid Systems
PBX Systems

**Fujitsu Imaging Systems of
America, Inc.**

Commerce Park, Corporate Drive
Danbury, CT 06810
(408) 432-1300

Product Types:
Facsimile

G&H Technology, Inc.

Brechlock Div.
750 W. Ventura Boulevard
Camarillo, CA 93010-5834
(805) 484-0543

Product Types:
Fiber Optic Cabling

Gabriel Electronics, Inc.

P.O. Box 70
Scarborough, ME 04774
(207) 883-5161

Product Types:
Microwave Antennas

GAI-Tronics Corp.

P.O. Box 31
Reading, PA 19603-0031
(215) 372-5151

Product Types:
Intercom Systems

Galacticomm

4101 SW 47th Avenue
Suite 101
Ft. Lauderdale, FL 33314
(305) 583-5990

Product Types:
Modems

Galileo Electro-Optics

Galileo Park
P.O. Box 550
Sturbridge, MA 01518
(508) 347-9191

Product Types:
Fiber Optic Cabling

Gamma Link, Inc.

2452 Embarcadero Way
Palo Alto, CA 94303
(415) 856-7421

Product Types:
PC-to-Fax Communications

GammaLink, Inc.

133 Caspian Court
Sunnyvale, CA 94089
(408) 744-1430

Product Types:
File Servers

Gandalf Data, Inc.

1020 S. Noel Avenue
Wheeling, IL 60090
(312) 541-6060

Product Types:
Data PBXs
Local Area Networks
Modems
Protocol Conversion Systems
T1 Multiplexers
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers
(PADs)

Gateway Communications, Inc.

2941 Alton Avenue
Irvine, CA 92714
(714) 553-1555

Product Types:
Bridges
Gateways
LAN Interface Cards
Local Area Networks
PC-to-Host Communications Products

GBI Communications

721 Charcot Avenue
San Jose, CA 94131
(408) 943-6666

Product Types:
Voice Response Systems

GE Information Services

401 N. Washington Street
Rockville, MD 20850
(301) 340-4000

Product Types:
Value Added Networks (VANs)

General Business Technology, Inc.

1891 McGaw Avenue
Irvine, CA 92714
(714) 261-1891

Product Types:
Alphanumeric Display Terminals

General Cable Co.

Fiber Optics Div.
160 Fieldcrest Avenue
Box 7810
Edison, NJ 08818-7810
(201) 225-4780

Product Types:
Fiber Optic Cabling

General DataComm, Inc.

1579 Straits Turnpike
Middlebury, CT 06762-1299
(203) 574-1118

Product Types:
Channel Service Units/Data Service Units (CSUs/DSUs)
Data PBXs
Modems
Multiplexers
Network Management Systems
Protocol Conversion Systems
T1 Multiplexers
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers (PADs)

General Digital Corp.

198 Freshwater Boulevard
Enfield, CT 06082
(203) 741-7171

Product Types:
Alphanumeric Display Terminals

General Electric Co., Mobile Communications Div.

Mountain View Road
Lynchburg, VA 24502
(804) 528-7000

Product Types:
Cellular Telephones

General Fiber Optics, Inc.

98 Commerce Road
Cedar Grove, NJ 07009
(201) 239-3400

Product Types:
Fiber Optic Cabling

General Micro Systems

P.O. Box 5330
Hopkins, MN 55343
(612) 937-1442

Product Types:
PC-to-Host Communications Products

Genesis Electronics Corp.

3078 Prospect Park Drive
Rancho Cordova, CA 95670
(916) 638-7575

Product Types:
Voice Response Systems

George-Ingraham Corp.

4605 Stonegate Ind. Boulevard
P.O. Box 1869
Stone Mountain, GA 30086-1869
(404) 296-0804

Product Types:
Fiber Optic Cabling

Geostar Corp.

1001 22nd Street
NW, Suite 500
Washington, DC 20037
(202) 887-0870

Product Types:
Mobile Satellite Communications

Gestetner Corp.

Gestetner Park
Yonkers, NY 10703
(914) 968-6666

Product Types:
Facsimile

Glenco Engineering, Inc.

721 W. Algonquin Road
Arlington Heights, IL 60004
(312) 392 2492

Product Types:
Microcomputer Encryption and Access Control

Global Land Mobile Satellite, Inc.

1 Plaza Square, Suite 204
Port Arthur, TX 77640
(409) 983-3339

Product Types:
Mobile Satellite Communications

Globesat Express

419 Wakara Way
Research Park
Salt Lake City, UT 84108
(801) 584-2587

Product Types:
Mobile Satellite Communications

GN Netcom

6400 Flying Cloud Drive
Minneapolis, MN 55344
(612) 941-0690

Product Types:
Telephone Headsets

Gould Fiber Optics Operation

6730 Baymeadow Drive
Suite D
Glen Burnie, MD 21061
(301) 787-8300

Product Types:
Fiber Optic Cabling

GPT Video Systems

737 Canal Street
Building 35A
Stamford, CT 06902
(203) 348-6600

Product Types:
Desktop Video Communications

GRALIN associates, inc.

3613 Old Easton Road
Doylestown, PA 18901
(215) 340-2411

Product Types:
Voice Messaging Systems

Granada Systems Design, Inc.

245 Fifth Avenue
New York, NY 10016
(212) 686-6945

Product Types:
Voice Response Systems

Granger Associates

3101 Scott Boulevard
Santa Clara, CA 95054-3394
(408) 727-3101

Product Types:
Digital Cross Connect Systems

Granite Telcom Corp.

669 E. Industrial Park Drive
Manchester, NH 03103
(603) 644-5500

Product Types:
Voice Response Systems

Grapevine LAN Products, Inc.

15323 NE 90th
Redmond, WA 98052
(206) 869-2707

Product Types:
LAN Interface Cards
Local Area Networks

Graphnet Inc.

329 Alfred Avenue
Teaneck, NJ 07666
(201) 837-5100

Product Types:
Value Added Networks (VANs)

Grass Valley Group, Inc.

P.O. Box 1114
Grass Valley, CA 95954
(916) 478-3000

Product Types:
Digital Cross Connect Systems
Infrared Communications Systems
Videoconferencing

Graycor Laser Systems

5021 N. 55th Avenue
Suite 3
Glendale, AZ 85301
(602) 265-2680

Product Types:
Infrared Communications Systems

GTE International Systems Corp.

140 First Avenue
Waltham, MA 02254
(617) 466-3363

Product Types:
Central Office Switches
Satellite Earth Station Equipment

GTE Spacenet Corp.

1700 Old Meadow Road
McLean, VA 22102
(703) 848-1000

Product Types:
VSAT Network Services

GTE Telemessenger, Inc.

9150 Royal Lane
Suite 130
Irving, TX 75063
(214) 929-7880

Product Types:
Voice Messaging Systems

H-F Computing Services Inc.

191 Eglinton Avenue East
Suite 302
Toronto, ON, Canada M4P1K1
(416)485-5403

Product Types:
Microcomputer Encryption and Access Control

H-three Systems

100 Park Drive
P.O. Box 12557
Research Triangle Park, NC 27709
(919) 549-8334

Product Types:
LAN Interface Cards

Hadax Electronics, Inc.

11 Teaneck Road
Ridgefield Park, NJ 07660
(201) 807-1155

Product Types:
Network Management Systems

Halle Telecommunications Inc.

1006 State Tower Building
Syracuse, NY 13202
(315) 476-4602

Product Types:
Pay Telephones

Halley Systems, Inc.

2730 Orchard Parkway
San Jose, CA 95134
(408) 432-2600

Product Types:
Bridges

Harcorn Security Corp.

130 William Street
8th Floor
New York, NY 10038
(212) 766-1802

Product Types:
Microcomputer Encryption and Access Control

Hard Engineering, Inc.

8005 L & N Drive
Huntsville, AL 35801
(205) 533-2663

Product Types:
Test, Monitor and Control Equipment

Harris Corp.

Digital Telephone Systems Div.
300 Bel Marin Keys Boulevard
Novato, CA 94949
(415) 382-5000

Product Types:
Alphanumeric Display Terminals
Automatic Call Distribution Systems
FM and TV Subcarrier Communications
PBX Systems

Harris Corp., Farinon Div.

1691 Bayport Avenue
San Carlos, CA 94070
(415) 594-3000

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

Hawkeye Grafix, Inc.

Box 1400
Oldsmar, FL 34677
(813) 855-5846

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

Hayes Microcomputer Products, Inc.

P.O. Box 105203
Atlanta, GA 30348
(813) 855-5846

Product Types:
Asynchronous Communications Software
Modems

Headlands Communications Corp.

P.O. Box 8
Tiburon, CA 94920
(415) 435-0770

Product Types:
Asynchronous Communications Software

Hekimian Laboratories, Inc.

9298 Gaither Road
Gaithersburg, MD 20877
(301) 840-1217

Product Types:
Network Management Systems
Test, Monitor and Control Equipment

Henkles and McCoy, Inc.

985 Jolly Road
Blue Bell, PA 19422
(215) 283-7600

Product Types:
Telephone Room Environment

Henricks Technologies

3924 Green Industrial Way
Atlanta, GA 30341
(404) 452-8420

Product Types:
Modems

Hewlett-Packard Co.

19091 Pruneridge Avenue
Cupertino, CA 95014
(800) 752-0900

Product Types:
Alphanumeric Display Terminals
Bridges
Fiber Optic Cabling

File Servers
Gateways
LAN Interface Cards
Local Area Networks
Test, Monitor and Control Equipment

Hilgraeve, Inc.

Genesis Centre
111 Conant Avenue
Suite A
Monroe, MI 48161
(313) 243-0576

Product Types:
Asynchronous Communications Software

Hitachi America Ltd.

Telecommunications Div.
2990 Gateway Drive
Norcross, GA 30071
(404) 446-8820

Product Types:
Facsimile
PBX Systems

Hitachi Electric USA, Inc.

50 Main Street
White Plains NY 10606
(914) 993-0990

Product Types:
Fiber Optic Cabling

Holmes Microsystems

2620 S. 900 W.
Salt Lake City, UT 84119
(801) 975-9929

Product Types:
Modems

Homisco, Inc.

190 Lee Burbank Highway
Revere, MA 02151
(617) 286-1220

Product Types:
Telephone Management Systems

Honeywell Opto-Electronics

830 E. Arapaho Road
Richardson, TX 75081
(214) 470-4271

Product Types:
Fiber Optic Cabling

**Houston Computer Service,
Inc.**

11001 S. Wilcrest Drive
Suite 200
Houston, TX 77099
(713) 493-9900

Product Types:
Alphanumeric Display Terminals

HTL Telemanagement, Ltd.

3901 National Drive
Burtonsville, MD 20866
(301) 236-0780

Product Types:
Telephone Management Systems

Hughes Communications, Inc.

P.O. Box 92424
Los Angeles, CA 90009
(213) 607-4000

Product Types:
Mobile Satellite Communications

Hughes LAN Systems

1225 Charleston Road
Mountain View, CA 94043
(415) 966-7300

Product Types:
Local Area Networks
Network Access Control Devices

Hughes Network Systems

11717 Exploration Lane
Germantown, MD 20874
(301) 428-5500

Product Types:
Data Encryption Devices
Mobile Satellite Communications
Packet Switches
Satellite Earth Station Equipment
Videoconferencing
VSAT Network Services

Human Designed Systems, Inc.

3440 Market Street
Philadelphia, PA 19104
(215) 382-5000

Product Types:
Alphanumeric Display Terminals

Hy-Tek Manufacturing

92 Forrest Street
Fox Lake, IL 60020
(312) 587-1207

Product Types:
Voice Recognition

ICOT Corp.

3801 Zanker Road
P.O. Box 5143
San Jose, CA 95150
(408) 433-3300

Product Types:
Gateways
PC-to-Host Communications Products

IDACOM Electronics, Inc.

4211 95th Street
Edmonton, AL, Canada T63 5R6
(403) 462-4545

Product Types:
Test, Monitor and Control Equipment

IDEA Courier, Inc.

P.O. Box 29039
Phoenix, AZ 85038
(602) 894-7475

Product Types:
Alphanumeric Display Terminals

IDEAssociates, Inc.

29 Dunham Road
Billerica, MA 01821
(617) 663-6878

Product Types:
Alphanumeric Display Terminals
PC-to-Host Communications Products

Image Data Corp.

11550 IH-10 West
San Antonio, TX 78230
(512) 641-8340

Product Types:
Desktop Video Communications
Videoconferencing

IMC Networks

1342 Bell Avenue
Unit 3E
Tustin, CA 92680
(714) 259-1020

Product Types:
LAN Interface Cards

IN-NET Corp.

15150 Avenue of Science
San Diego, CA 92128-3495
(619) 487-3693

Product Types:
Fiber Optic Local Area Networks

Indesys, Inc.

2425 Garcia Avenue
Mountain View, CA 95129
(415) 940-6077

Product Types:
FM and TV Subcarrier Communications

The Info Group

46 Park Street
Framingham, MA 01701
(508) 872-8583

Product Types:
Telephone Management Systems

Infonet

2100 E. Grand Avenue
El Segundo, CA 90245
(213) 335-2600

Product Types:
Value Added Networks (VANs)

Information Analysis Systems Corp.

2 Brookside Lane
Mansfield Center, CT 06250
(203) 429-1691

Product Types:
Asynchronous Communications Software

Information Conversion Services, Inc.

1625 S. Fairview
Park Ridge, IL 60068
(312) 266-8378

Product Types:
Microcomputer Encryption and Access Control

Information Technologies, Inc.

14505 N. Hayden Road
Scottsdale, AZ 85260
(602) 998-1033

Product Types:
PC-to-Host Communications Products

Informer Computer Terminals, Inc.

12781 Pala Drive
Garden Grove, CA 92641
(714) 891-1112

Product Types:
Alphanumeric Display Terminals

Infotext Systems Inc.

1067 E. State Parkway
Schaumburg, IL 60173
(708) 490-1155

Product Types:
Telephone Management Systems

InfoSafe Corp.

2137 Flinstone Drive
Tucker, GA 30084
(404) 491-8044

Product Types:
Microcomputer Encryption and Access Control

Infotron Systems Corp.

9 North Olney Avenue
Cherry Hill, NJ 08003
(609) 424-9400

Product Types:
Bridges
Communications Processors
Data PBXs
Electronic Matrix Switches
Gateways

Multiplexers
Network Management Systems
T1 Multiplexers
T1 Resource Managers

Inmac Corp.

2465 Augustine Road
Santa Clara, CA 95052
(408) 727-1970

Product Types:
Modems

Innosys, Inc.

2020 Challenger Drive
Suite 101
Alameda, CA 94501
(415) 769-7717

Product Types:
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Innovative Electronics, Inc.

10110 USA Today Way
Miramar, FL 33025
(305) 624-1644

Product Types:
PC-to-Host Communications Products

Innovative Technology, Inc.

1000 Holcomb Woods Parkway
Suite 422
Roswell, GA 30076
(404) 998-9970

Product Types:
Voice Messaging Systems
Voice Response Systems

Institutional Communications Co.

2000 Corporate Ridge
McLean, VA 22102
(703) 827-5995

Product Types:
Fiber Optic Carriers

Instrumentation Services Inc.

957 Winnetka Avenue North
Minneapolis, MN 55427
(612) 544-8916

Product Types:
Protocol Conversion Systems

Intecolor Corp.

2150 Boggs Road
Duluth, GA 30136
(404) 623-9145

Product Types:
Alphanumeric Display Terminals

InteCom, Inc.

601 InteCom Drive
Allen, TX 75002
(214) 727-9141

Product Types:
Automatic Call Distribution Systems
PBX Systems

Integrated Data Concepts

P.O. Box 93428
Los Angeles, CA 90093
(213) 469-3380

Product Types:
Voice Response Systems

Integrated Design Engineering

1078 Headquarters Park Drive
Fenton, MO 63026
(314) 343-0005

Product Types:
Alphanumeric Display Terminals

Integrated Telecom Corp.

630 International Parkway
Richardson, TX 75081
(214) 234-3340

Product Types:
Network Management Systems

Intelco Corp.

8 Craig Road
Acton, MA 017209
(508) 264-4485

Product Types:
Fiber Optic Test Equipment
Test, Monitor and Control Equipment

Intellicall Vending Inc.

2155 Chenault Drive
Suite 410
Carrollton, TX 75006-5023
(214) 416-0022

Product Types:
Pay Telephones

Intelligent Information Systems

92 Kansas Street
Hackensack, NJ 07601
(201) 343-8353

Product Types:
Alphanumeric Display Terminals

INTELSAT

3400 International Drive NW
Washington, DC 20008
(202) 944-6800

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Inter-Tel, Inc.

6505 W. Chandler Boulevard
Chandler, AZ 85226
(602) 961-9000

Product Types:
Key and Hybrid Systems
PBX Systems

Interand Corp.

3200 W. Petersen Avenue
Chicago, IL 60659
(312) 478-1700

Product Types:
Desktop Video Communications
Videoconferencing

Interlink Computer Sciences, Inc.

47370 Fremont Boulevard
Fremont, CA 94538
(415) 657-9800

Product Types:
Bridges
Gateways
Routers

International Business Machines Corp. (IBM)

Old Orchard Road
Armonk, NY 10504
Contact your local IBM representative

Product Types:
Alphanumeric Display Terminals
Asynchronous Communications Software
Bridges
Channel Extenders
Communications Processors
Electronic Matrix Switches
Fiber Optic Local Area Networks
Gateways
LAN Interface Cards
Local Area Networks
Modems
Network Management Systems
PC-to-Host Communications Products
Protocol Conversion Systems
Value Added Networks (VANs)
Voice Recognition
Voice Response Systems

International Communications Equipment

17945 Sky Park Circle
Suite E
Irvine, CA 92714
(714) 660-0191

Product Types:
Diskless PCs
LAN Interface Cards

International Data Sciences, Inc.

7 Wellington Road
Lincoln, RI 02865
(401) 333-6200

Product Types:
Modems
Network Management Systems
Test, Monitor and Control Equipment

International Microwave Corp.

65 Commerce Road
Stamford, CT 06902
(203) 323-5599

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

International Voice Products, Inc.

14251-B Chambers Road
Tuston, CA 92680
(714) 544-1711

Product Types:
Voice Recognition

Interoptics

770 Airport Boulevard
Burlingame, CA 94010
(415) 347-7727

Product Types:
Fiber Optic Cabling
Fiber Optic Modems
Modems

Interphase Corp.

13800 Senlac
Dallas, TX 75234
(214) 350-9000

Product Types:
LAN Interface Cards

Intel Systems

P.O. Box 4384
Berkeley, CA 94704
(415) 649-0404

Product Types:
Voice Response Systems

InterVoice, Inc.

1850 N. Greenville Avenue
Richardson, TX 75081
(214) 669-3988

Product Types:
Voice Recognition
Voice Response Systems

Intraplex, Inc.

59 Porter Road
P.O. Box 2427
Littleton, MA 01460-3427
(508) 486-3722

Product Types:
T1 Multiplexers

IRE, Inc.

5024 Campbell Boulevard
Suite B
Baltimore, MD 21236
(301) 529-7500

Product Types:
Data Encryption Devices

Isher Inc.

2995 Copper Road
Santa Clara, CA 95051
(408) 735-8220

Product Types:
Infrared Communications Systems

Isolation Systems Ltd.

26 Six Point Road
Toronto, ON, Canada M8Z 2W9
(416) 231-1248

Product Types:
Microcomputer Encryption and Access
Control

Italcable USA, Inc.

6 W. 48th Street
11th Floor
New York, NY 10036
(212) 764-6310

Product Types:
Interstate Switched Facilities

ITT—Electro Optical

Products Div.
7635 Plantation Road
Roanoke, VA 24019
(703) 563-0371

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Iwatsu America, Inc.

430 Commerce Boulevard
Carlstadt, NJ 07072
(201) 935-8580

Product Types:
Facsimile
Key and Hybrid Systems

JAE Electronics, Inc.

1901 E. Carnegie Avenue
Suite A
Santa Ana, CA 92705-5504
(714) 250-8770

Product Types:
Fiber Optic Cabling

JBM Electronics

4645 LaGuardia
St. Louis, MO 63134-9906
(314) 731-7781

Product Types:
Modems
Protocol Conversion Systems

JC Information Systems

161 Whitney Place
Fremont, CA 94539
(415) 659-8440

Product Types:
Diskless PCs
File Servers
LAN Interface Cards

JDS MicroProcessing

22661 Lambert Street
Suite 206
El Toro, CA 92630
(714) 770-2263

Product Types:
PC-to-Host Communications Products
Protocol Conversion Systems

JDS Optics, Inc.

146 Colonnade Road
Nepean, ON, Canada K2E 7R4
(613) 727-1303

Product Types:
Fiber Optic Cabling

Johnson Electronics

4301 Metric Drive
Winter Park, FL 32792
(305) 677-4030

Product Types:
FM and TV Subcarrier Communications

Jones Futurex, Inc.

10933 Trade Center Dr.
Rancho Corova, CA 95670
(916) 635-3972

Product Types:
Data Encryption Devices
Microcomputer Encryption and Access Control

Jupiter Technology, Inc.

78 Fourth Avenue
Waltham, MA 02154
(617) 890-4555

Product Types:
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Kanda Telecom, Inc.

1807 W. Braker Lane
Austin, TX 78758
(512) 834-8711

Product Types:
Key and Hybrid Systems

Kaptron, Inc.

3460 W. Bayshore
Palo Alto, CA 94303
(415) 493-8008

Product Types:
Fiber Optic Cabling

Kapusi Laboratories

4701 Patrick Henry Drive #1702
Santa Clara, CA 95054
(408) 496-1086

Product Types:
Test, Monitor and Control Equipment

KEA Systems, Ltd.

2150 W. Broadway, Suite 412
Vancouver, BC, Canada V6K 4L9
(604) 732-7411 or (800) 663-8702

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

Kentrox Industries, Inc.

P.O. Box 10704
Portland, OR 97210
(408) 432-6000

Product Types:
Channel Service Units/Data Service Units (CSUs/DSUs)

Key Concepts, Inc.

316 S. Eddy Street
South Bend, IN 46617
(219) 234-4207

Product Types:
Microcomputer Encryption and Access Control

Keystar

9220 E. Valley Boulevard
Rosemead, CA 91770
(818) 573-3338

Product Types:
Key and Hybrid Systems

Kimtron Corp.

1709 Junction Court, 380
San Jose, CA 95112
(408) 436-6550

Product Types:
Alphanumeric Display Terminals
Local Area Networks

KMW Systems Corp.

100 Shepherd Mountain Plaza
Austin, TX 78730-5014
(512) 338-3000

Product Types:
PC-to-Host Communications Products
Protocol Conversion Systems

Konica Business Machines U.S.A., Inc.

500 Day Hill Road
Windsor, CT 06095
(203) 683-2222

Product Types:
Facsimile

Kurzweil Applied Intelligence Inc.

411 Waverly Oaks Road
Waltham, MA 02154
(617) 893-5151, (800) 238-6423

Product Types:
Voice Recognition

L A Business Systems, Inc.

497 Pleasant Avenue
Highland Park, IL 60035
(312) 433-6477

Product Types:
PC-to-Fax Communications

L&R Communications Ltd.

P.O. Box 3807
2301 Bridgeport Drive
Sioux City, IA 51102
(712) 252-4101

Product Types:
Microwave Towers

Lamdek Fiber Optics

A Div. of Eastman Kodak, Co.
901 Elmgrove Road
Rochester, NY 08873-1284
(716) 726-9893

Product Types:
Fiber Optic Cabling

LANEX Corp.

10727 Tucker Street
Beltsville, MD 20705
(301) 595-4700

Product Types:
Bridges
Local Area Networks

Lanier Voice Products

1700 Chantilly Drive
Atlanta, GA 30324
(404) 329-8000

Product Types:
Key and Hybrid Systems
PBX Systems

Lanmaster

1401 N. 14th Street
Temple, TX 76501
(800) 441-6189

Product Types:
Diskless PCs
File Servers
LAN Interface Cards

LANNET Data Communication Ltd.

151 Passaic Street
Rochelle Park, NJ 07662
(201) 587-8822

Product Types:
LAN Interface Cards
Local Area Networks
Test, Monitor and Control Equipment

LansPlus Canada Inc.

277 De La Commune E.
Montreal, PQ, Canada H2Y 1J2
(514) 875-9023

Product Types:
LAN Interface Cards

Lantana Technology

4393 Viewridge Avenue
Suite A
San Diego, CA 92123
(619) 565-6400

Product Types:
Bridges
LAN Interface Cards

Larse Corp.

4600 Patrick Henry Drive
Santa Clara, CA 95054
(408) 988-6600

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)

Laser Diode Systems

Two Olsen Avenue
Edison, NJ 08820
(201) 549-9000

Product Types:
Infrared Communications Systems

Laser Precision Corp.

1231 Hart Street
Utica, NY 13502
(315) 797-4449

Product Types:
Fiber Optic Test Equipment

Laser Today International

1924 Old Middlefield Way
Suite A
Mountain View, CA 94043
(415) 961-3015

Product Types:
PC-to-Fax Communications

Laventhol & Horwath

1845 Walnut Street
Philadelphia, PA 19103
(215) 299-1700

Product Types:
Telephone Room Environment

LDL

4561 E. McDowell Road
Suite 211
Phoenix, AZ 85008
(602) 244-0707

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

LED Systems, Inc.

2450 Central Avenue
Suite H
Boulder, CO 80301
(303) 447-9998

Product Types:
Infrared Communications Systems

Lee Dan Communications, Inc.

155 Adams Avenue
Hauppauge, NY 11788
(516) 231-1414

Product Types:
Intercom Systems

Lee Data Corp.

7075 Flying Cloud Drive
Eden Prairie, MN 55344
(612) 828-0300

Product Types:
Alphanumeric Display Terminals

LeeMah DataCom Security Corp.

3948 Trust Way
Hayward, CA 94545
(415) 786-0790

Product Types:
Microcomputer Encryption and Access
Control
Network Access Control Devices

Lemcom Systems, Inc.

2104 W. Peoria Avenue
Phoenix, AZ 85029
(602) 944-1543

Product Types:
Communications Processors
Protocol Conversion Systems

Liberty Electronics

332 Harbor Way
South San Francisco, CA 94080
(415) 742-7000

Product Types:
Alphanumeric Display Terminals

Licom, Inc.

200 Fairbrook Drive
Herndon, VA 22070

Liebert Corp.

Product Types:
Telephone Room Environment

Light Control Systems, Inc.

2 Bridgeview Circle #14
Tyngsboro, MA 01879
(617) 649-9870

Product Types:
Fiber Optic Cabling

Lightwave Communications, Inc.

650 Danbury Road
Ridgefield CT 06887
(203) 438-3591

Product Types:
Fiber Optic Modems
Modems

Lightwave Technologies, Inc.

6737 Valijejan Avenue
Van Nuys, CA 91406
(818) 786-7873

Product Types:
Fiber Optic Cabling

Linear Systems Ltd.

1760 Sargent Avenue
Winnipeg, MN, Canada R3H 0C7
(204) 785-2228

Product Types:
Microcomputer Encryption and Access
Control

Link Technologies, Inc.

47339 Warm Springs Boulevard
Fremont, CA 94539
(415) 651-8000

Product Types:
Alphanumeric Display Terminals

Linker Systems, Inc.

13612 Onkayha Circle
Irvine, CA 92720
(714) 552-1904

Product Types:
Voice Messaging Systems
Voice Response Systems

Linkon Corp.

226 E. 54th Street
Suite 301
New York, NY 10022
(212) 753-2544

Product Types:
Voice Response Systems

Lite-on USA

726 S. Hillview Drive
Milpitas, CA 95035
(408) 946-4873

Product Types:
PC-to-Fax Communications

LiTel

Corporate Hill 1
200 Old Wilson Bridge Road
Worthington, OH 43085
(614) 436-1211

Product Types:
Fiber Optic Carriers

LiTel Telecommunications Corp.

200 Old Wilson Bridge Road
Worthington, OH 43085
(614) 433-9200

Product Types:
Interstate Private Line Facilities

Livewire Speech Systems

5397 Eglinton Avenue W., Suite S103
Etobicoke, ON, Canada M9C 5K6
(416) 622-6723

Product Types:
Voice Response Systems

Lockheed Advanced Marine Systems

3929 Calle Fortunada
San Diego, CA 92123
(619) 569-3797

Product Types:
Fiber Optic Cabling

Longshine Technology

2013 N. Capitol Avenue
San Jose, CA 95132
(408) 942-1746

Product Types:
LAN Interface Cards
Modems

Loral TerraCom

9020 Balboa Avenue
San Diego, CA 92123
(619) 278-4100

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

Lotus Development Corp.

55 Cambridge Parkway
Cambridge, MA 02142
(617) 577-8500

Product Types:
FM and TV Subcarrier Communications

Lunzer Industrial Diamonds

48 W. 48th Street
New York, NY 10036
(212) 819-0300

Product Types:
Fiber Optic Cabling

Luxcom, Inc.

3848 Bay Center Place
Hayward, CA 94545
(415) 786-1200

Product Types:
Multiplexers

LXE

303 Research Drive
Norcross, GA 30092-2993
(404) 447-4224

Product Types:
Alphanumeric Display Terminals

LYNX Communications Corp.

53 Winchester Street
Newton, MA 02161
(617) 965-2000

Product Types:
Voice Response Systems

M-Test Equipment

P.O. Box 460008
San Francisco, CA 94146
(415) 861-2382

Product Types:
Test, Monitor and Control Equipment

M/A-Com MAC Inc.

5 Omni Way
Chelmsford, MA 01824
(508) 272-3100

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

MacProducts USA

8303 Mopac Expressway, Suite 218
Austin, TX 78759
(512) 343-9441

Product Types:
Modems

Macrotel International

3540 NW 56th Street
Suite 201
Fort Lauderdale, FL 33309
(305) 484-4000

Product Types:
Key and Hybrid Systems

Madge Networks, Inc.

1580 Oakland Road
C-206
San Jose, CA 95131
(408) 441-1300

Product Types:
LAN Interface Cards

Madison Cable Corp.

125 Goddard Memorial Drive
Worcester, MA 01603
(617) 752-7320

Product Types:
Fiber Optic Cabling

MAGNA

2540 N. First Street
Suite 302
San Jose, CA 95151
(408) 433-5467

Product Types:
Microcomputer Encryption and Access
Control

MAI Basic Four, Inc.

14101 Myford Road
Tustin, CA 92680
(714) 731-5100

Product Types:
Alphanumeric Display Terminals

Malco/Microdot Co.

306 Pasadena Avenue
South Pasadena, CA 91030
(818) 799-9171

Product Types:
Fiber Optic Cabling

Manage, Inc.

40 Nichol Road
P.O. Box 175
Chicopee, MA 01013
(413) 592-9123

Product Types:
Fiber Optic Modems
Modems

**Management Access Control
Systems, Inc.**

2517 Highway 35, Building D
Suite 202
Manasquan, NJ 08736
(201) 223-6616

Product Types:
Telephone Management Systems

**Management Science
America, Inc.**

3445 Peachtree Road
NE
Atlanta, GA 30326
(404) 239-2000

Product Types:
PC-to-Host Communications Products

Mark Antenna Products, Inc.

2180 S. Wolf Road
Des Plaines, IL 60018
(708) 298-9420

Product Types:
Microwave Antennas
Satellite Earth Station Equipment

Marubeni America

200 Park Avenue
42nd Floor
New York, NY 10166-0199
(212) 599-3700

Product Types:
Key and Hybrid Systems

**Massachusetts Bay
Transportation Authority
(MBTA)**

120 Boylston Street
Boston, MA 01226
(617) 722-3314

Product Types:
Fiber Optic Carriers

Math Associates, Inc.

2200 Shames Drive
Westbury, NY 11590
(516) 334-6800

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Fiber Optic Cabling

Matrix, Inc.

1 Catamore Boulevard
P.O. Box 4342
East Providence, RI 02914
(401) 434-3040

Product Types:
Fiber Optic Cabling

Maxivox Inc.

438 Papin Avenue
Sainte-Foy, PQ, Canada G1P 3T9

Product Types:
Intercom Systems

MBG Telcom Software

370 Lexington Avenue
New York, NY 10017
(212) 687-8580

Product Types:
Telephone Management Systems

**MCCA American Satellite
Service Corp.**

Capital Towers Building, Suite 1500
Jackson, MS 31201
(601) 977-0888

Product Types:
Mobile Satellite Communications

**McCaw Space Technologies,
Inc.**

409 9th Avenue SW
Portland, OR 97205-3208
(206) 827-4500

Product Types:
Mobile Satellite Communications

McCormack & Dodge

1225 Worcester Road
Natick, MA 01760
(617) 655-8200

Product Types:
PC-to-Host Communications Products

**McDonnell Douglas Applied
Communications Systems**

2560 North First Street
P.O. Box 49019
San Jose, CA 95161
(408) 922-7066 or (800) 435-8880

Product Types:
Fiber Optic Cabling

MCI Communications Corp.

1133 19th Street NW
Washington, DC 20036
(202) 872-1600

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities
Videoconferencing

MCI International, Inc.

1100 King Street
Building 2
Rye Brook, NY 10573
(914) 937-3444

Product Types:
Interstate Private Line Facilities

MCTel, Inc.

5070 Parkside Avenue
Suite 1300
Philadelphia, PA 19131
(215) 879-3820

Product Types:
Microcomputer Encryption and Access
Control

Medbar Enterprises, Inc.

A Division of PortaFax Corp.
71-08 51st Avenue
Queens, NY 11377
(718) 335-0404

Product Types:
Facsimile

Megabit Communications, Inc.

90 W. Country Road C
St. Paul, MN 55117
(612) 481-0921

Product Types:
Channel Extenders

Megadata

35 Orville Drive
Bohemia, NY 11716-2598
(516) 589-6800

Product Types:
Modems

Melita Electronics Labs, Inc.

6630 Bay Circle
Norcross, GA 30071
(404) 446-7800

Product Types:
Voice Response Systems

Memorex Telex Corp.

6422 E. 41st Street
Tulsa, OK 74135
(918) 627-1111

Product Types:
Alphanumeric Display Terminals
Automatic Call Distribution Systems
Channel Extenders
Integrated Voice/Data Terminals
Local Area Networks

Memotec Data Inc.

600 McCaffrey Street
Montreal, PQ, Canada H4T 1N1
(514) 738-4781

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
Multiplexers
Network Management Systems
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers
(PADs)

Meret, Inc.

1815 24th Street
Santa Monica, CA 90404
(213) 828-7496

Product Types:
Fiber Optic Cabling
Infrared Communications Systems

Meridian Data, Inc.

5615 Scotts Valley Drive
Scotts Valley, CA 95066
(408) 438-3100

Product Types:
File Servers

Method Systems, Inc.

3511 Lost Nation Road #202
Willoughby, OH 44094
(216) 942-2100

Product Types:
Multiplexers
Protocol Conversion Systems

Methode Electronics

7444 W. Wilson Avenue
Chicago, IL 60656
(312) 867-9600

Product Types:
Fiber Optic Cabling

Metro Tel-DDI

490 Gianni Street
Santa Clara, CA 95054
(408) 988-5200

Product Types:
Test, Monitor and Control Equipment

MFJ Enterprises

921 Louisville Road
Starkville, MS 39759
(601) 323-5869

Product Types:
Modems

Miami Voice Corp.

5215 NW 74th Avenue
Miami, FL 33166
(800) 877-7556

Product Types:
Voice Messaging Systems

Micom Communications Corp.

4100 Los Angeles Avenue
P.O. Box 8100
Simi Valley, CA 93063
(805) 583-8600

Product Types:
Data PBXs
Gateways
Modems
Multiplexers
Packet Switches
PC-to-Host Communications Products
Protocol Conversion Systems
T1 Multiplexers
X.25 Packet Assemblers/Disassemblers
(PADs)

Micro DecisionWare, Inc.

2995 Wilderness Place
Boulder, CO 80301
(303) 443-2706

Product Types:
PC-to-Host Communications Products

Micro Seven, Inc.

P.O. Box 5597
Beaverton, OR 97006
(503) 629-5935

Product Types:
Test, Monitor and Control Equipment

Micro-Tel, Inc.

6325 The Corners Parkway
Suite 403
Norcross, GA 30092
(404) 447-5408

Product Types:
Telephone Management Systems

Micro Tempus Inc.

440 Dorchester Boulevard W., #300
Montreal, PQ, Canada H2Z 1V7
(514) 397-9512

Product Types:
PC-to-Host Communications Products

Microcom, Inc.

Software Div.
55 Federal Road
Danbury, CT 06810
(203) 798-3800

Product Types:
Asynchronous Communications Software
Bridges
Modems

Network Management Systems
PC-to-Host Communications Products

Microdyne Corp.

P.O. Box 7213
Ocala, FL 32672-0213
(904) 687-4633

Product Types:
Satellite Earth Station Equipment

Microflect Co.

3575 25th Street SE
Salem, OR 97302
(503) 363-9267

Product Types:
Microwave Towers

MicroFrame, Inc.

2551 Route 130
Cranbury, NJ 08512
(609) 395-7800

Product Types:
Network Access Control Devices

MicroGate Corp.

9501 Capital of Texas Highway #105
Austin, TX 78759
(512) 345-7791

Product Types:
Modems
PC-to-Host Communications Products

Microlink Industries, Ltd.

4064 McConnell Drive
Burnaby, BC, Canada V5A 3A8
(604) 420-0366

Product Types:
PC-to-Fax Communications

Microlog Corp.

20270 Goldenrod Lane
Germantown, MD 20874
(301) 428-3227

Product Types:
Voice Messaging Systems
Voice Response Systems

Microplex Systems Ltd.

265 E. 1st Avenue
Vancouver, BC, Canada V5T 1A7
(604) 875-1461

Product Types:
Modems

MicroPlot Systems, Inc.

1897 Red Fern Drive
Columbus, OH 43229
(614) 882-4786

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

Microscience

8601 Dunwoody Place
Suite 136
Atlanta, GA 30338
(404) 998-6551

Product Types:
Data PBXs

Microtek Lab, Inc.

16901 S. Western Avenue
Gardena, CA 90247
(213) 321-2121

Product Types:
PC-to-Fax Communications

Microtel, Inc.

7100 W. Camino Real
Suite 311
Boca Raton, FL 33433
(305) 392-2244

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities

Microterm, Inc.

3630 S. Geyer Road
Suite 300
Sunset Hills, MO 63127
(314) 822-4111

Product Types:
Alphanumeric Display Terminals

Microtronix Systems Ltd.

120 Bessemer Road
London, ON, Canada N6E 1R2
(519) 681-3430

Product Types:
X.25 Packet Assemblers/Disassemblers
(PADs)

Microvoice Corp.

1 Vanderbilt
Irvine, CA 92718
(714) 859-1091

Product Types:
Voice Response Systems

Microwave Networks Inc.

10795 Rockley Road
Houston, TX 77099
(713) 495-7123

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

MidAmerican Communications

2918 N. 72nd Street
Omaha, NE 68134
(402) 392-6800

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Minolta Corp.

101 Williams Drive
Ramsey, NJ 07446
(201) 825-4000

Product Types:
Facsimile

Mita Copystar America, Inc.

777 Terrace Avenue
P.O. Box 813
Hasbrouck Heights, NJ 07604
(201) 288-6900

Product Types:
Facsimile

Mitek Systems, Inc.

2033 Chennault Drive
Carrollton, TX 75006
(214) 490-4090

Product Types:
Gateways

Mitel Inc.

5400 Broken Sound Blvd.
Boca Raton, FL 33431
(407) 994-8500

Product Types:
Automatic Call Distribution Systems
Key and Hybrid Systems
PBX Systems

Mitsuba Corp.

650 Terrace Drive
San Dimas, CA 91773
(714) 592-2866

Product Types:
Modems

**Mitsubishi Electronics
America, Inc.**

5757 Plaza Drive
Cypress, CA 90630
(714) 220-2791

Product Types:
Facsimile
Fiber Optic Cabling

Mitsubishi International Corp.

Communication Equipment Sales Div.
879 Supreme Drive
Bensenville, IL 60106
(708) 860-4200

Product Types:
Cellular Telephones

Mobile Satellite Corp.

65 Valley Stream Parkway
Suite 110
Malvern, PA 19355
(215) 640-9660

Product Types:
Mobile Satellite Communications

Mobile Satellite Services, Inc.

P.O. Box 2688
Crossville, TN 38555
(615) 484-3421

Product Types:
Mobile Satellite Communications

Modems Plus, Inc.

3180 A Presidential Drive
Atlanta, GA 30340
(404) 458-2232

Product Types:
PC-to-Host Communications Products

Molex Inc.

2222 Wellington Court
Lisle, IL 60532
(708) 969-4550

Product Types:
Fiber Optic Cabling

**Monroe Systems for Business,
Inc.**

The American Road
Morris Plains, NJ 07950
(201) 993-2000

Product Types:
Facsimile

Moscom Corp.

300 Main Street
East Rochester, NY 14445
(716) 385-6440

Product Types:
Telephone Management Systems

Moseley Associates, Inc.

111 Castilian Drive
Goleta, CA 93117
(805) 968-9621

Product Types:
FM and TV Subcarrier Communications

Moses Computers

15466 Los Gatos Boulevard
Los Gatos, CA 95032
(408) 358-1550

Product Types:
LAN Interface Cards

Mossberg Industries, Inc.

255 Warwick Industrial Drive
Warwick, RI 02886
(401) 732-1880

Product Types:
Fiber Optic Cabling

Motorola Cellular Systems

1501 W. Shure Drive
Arlington Heights, IL 60004
(708) 632-6014

Product Types:
Cellular Telephones

Motorola Computer Systems, Inc.

10700 N. DeAnza Boulevard
Cupertino, CA 95014
(408) 255-0900

Product Types:
File Servers
Local Area Networks

Motorola, Inc.

1301 E. Algonquin Road
Schaumburg, IL 60196
(708) 576-3836

Product Types:
Microwave Communications
Mobile Satellite Communications
Short-Haul Microwave Communications
Systems
Voice Recognition

MPPi, Ltd.

2200 Lehigh Avenue
Glenview, IL 60025
(312) 998-8401

Product Types:
Microcomputer Encryption and Access
Control

MPSI Systems, Inc.

8848 Red Oak Boulevard
Charlotte, NC 28217
(704) 527-8888

Product Types:
Voice Response Systems

Multi Soft, Inc.

123 Franklin Corner Road
Lawrenceville, NJ 08648
(609) 896-4100

Product Types:
PC-to-Host Communications Products

Multi-Tech Systems, Inc.

2205 Woodale Drive East
New Brighton, MN 55112
(612) 631-3550

Product Types:
Gateways
LAN Interface Cards
Modems
Multiplexers
PC-to-Host Communications Products

**MultiComm
Telecommunications Corp.**

1755 S. Jefferson Davis Highway
Arlington, VA 22202
(703) 685-2500

Product Types:
FM and TV Subcarrier Communications

MultiLink

One Market Street
Lynn, MA 01901
(617) 595-7577

Product Types:
Audio/Audiographic Teleconferencing

Murata Business Systems, Inc.

5560 Tennyson Parkway
Plano, Texas 75023
(214) 392-1622

Product Types:
Facsimile

**Mutual Signal Corp., Div. of
Walker Telecommunications**

400 Oyster Point Boulevard
South San Francisco, CA 94080
(415) 952-7762

Product Types:
Fiber Optic Carriers

Mux Lab, Inc.

165 Graveline
St. Laurent, PQ, Canada H4T 274
(514) 735-2741

Product Types:
Modems

Mylex Corp.

47650 Westinghouse Drive
Fremont, CA 94539
(415) 683-4600

Product Types:
LAN Interface Cards

Nady Systems Inc.

1145 65th Street
Oakland, CA 94608
(415) 652-2411

Product Types:
Telephone Headsets

**National Applied Computer
Technologies**

P.O. Box 1870
Orem, UT 84058
(801) 225-6248

Product Types:
Telephone Management Systems

National Semiconductor Corp.

Quadram Products Group
One Quad Way
Norcross, GA 30093
(404) 923-6666

Product Types:
Gateways
PC-to-Host Communications Products

**National Telecommunications
Network**

1350 Piccard Drive
Rockville, MD 20850
(301) 258-9717

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities

Natural Microsystems Corp.

8 Erie Drive
Natick, MA 01760
(617) 655-0700

Product Types:
Modems
Voice Messaging Systems

Navtel, Inc.

55 Renfrew Drive
Markham, ON, Canada L3R 8H3

Product Types:
Test, Monitor and Control Equipment

**Navy Resale and Services
Support Office**

Naval Station New York Staten Island
Staten Island, NY 10305-5097
(718) 390-3932

Product Types:
Pay Telephones

NBI, Inc.

Box 9001
3450 Mitchell Lane
Boulder, CO 80301
(303) 444-5710

Product Types:
Electronic Mail
Local Area Networks

NCR Comten

2700 Snelling Avenue N.
St. Paul, MN 55113
(612) 638-7777

Product Types:
Communications Processors

NCR Corp.

1700 S. Patterson Boulevard
Dayton, OH 45479
(513) 445-5000

Product Types:
Local Area Networks

NDK International, Inc. (USA)

1211 Avenue of the Americas, 41st Floor
New York, NY 10036
(212) 704-6884

Product Types:
X.25 Packet Assemblers/Disassemblers
(PADs)

NEC

Switching Systems Div.
1525 Walnut Hills Lane
Irving, TX 75038
(214) 580-9100

Product Types:
Central Office Switches

NEC America Inc.

Radio & Transmission Div.
2740 Prosperity Avenue
Fairfax, VA 22031
(703) 560-2010

Product Types:
Automatic Call Distribution Systems
Cellular Telephones
Channel Service Units/Data Service
Units (CSUs/DSUs)
Facsimile
Key and Hybrid Systems
Microwave Communications
Modems
Network Management Systems
Audio/Audiographic Teleconferencing
PBX Systems
Videoconferencing
Voice Messaging Systems

**NEC America, Radio &
Transmission Div.**

14040 Park Center Road
Herndon, VA 22071
(703) 834-4363, (800) 433-2745

Product Types:
Digital Cross Connect Systems
Satellite Earth Station Equipment
Short-Haul Microwave Communications
Systems

NEC Electronics

401 Ellis Street
Mountain View, CA 94039
(415) 960-6000

Product Types:
Fiber Optic Cabling

NEC, Switching Systems Div.

1525 Walnut Hills Lane
Irving, TX 75038
(214) 580-9100

Product Types:
SONET-based Systems

NEC Technologies, Inc.

1414 Massachusetts Avenue
Boxborough, MA 01719
(508) 264-8000

Product Types:
Telephone Management Systems

Netcom Research, Inc.

201 Technology Drive
Irvine, CA 92718
(714) 727-0724

Product Types:
Diskless PCs
LAN Interface Cards

Netlink, Inc.

3214 Spring Forest Road
Raleigh, NC 27604
(919) 878-8612

Product Types:
Communications Processors
Protocol Conversion Systems

Netrix Corp.

13595 Dulles Technology Drive
Herndon, VA 22071
(703) 742-6000

Product Types:
Packet Switches

Netronix, Inc.

1372 N. McDowell Boulevard
Petaluma, CA 94952
(707) 762-2703

Product Types:
Bridges
Fiber Optic Local Area Networks
LAN Interface Cards
Local Area Networks

Netserv, Inc.

8900 Shoal Creek Boulevard
Suite #109
Austin, TX 78758
(512) 453-8844

Product Types:
Fiber Optic Cabling

**Network Communications
Corp.**

10120 W. 76th Street
Eden Prairie, MN 55344
(612) 944-8559

Product Types:
Test, Monitor and Control Equipment

**Network Equipment
Technologies, Inc. (N.E.T.)**

800 Saginaw Drive
Redwood City, CA 94063
(415) 780-5753

Product Types:
T1 Multiplexers
T1 Resource Managers

**Network Equipment
Technologies, Inc. (N.E.T.)**

Access Products Div.
26 Castilian Drive
Santa Barbara, CA 93117
(805) 685-1411

Product Types:
Modems
Multiplexers
X.25 Packet Assemblers/Disassemblers
(PADs)

**Network Facilities
Professionals**

7665 Commerce Way, Suite 60
Minneapolis, MN 55344
(612) 934-2655

Product Types:
Telephone Management Systems

Network General Corp.

1945A Charleston Road
Mountain View, CA 94043
(415) 965-1800

Product Types:
Test, Monitor and Control Equipment

Network Interface Corp.

15019 W. 95th Street
Lenexa, KS 66215
(913) 894-2277

Product Types:
LAN Interface Cards

Network Products, Inc.

4020 Stirrup Creek Drive
Research Triangle Park, NC 27709
(919) 544-8080

Product Types:
Data PBXs

Network Research Corp.

2380 N. Rose Avenue
Oxnard, CA 93030
(805) 485-2700

Product Types:

PC-to-Host Communications Products

Network Resources Corp.

2450 Autumnvale Drive
San Jose, CA 95131
(408) 263-8100

Product Types:

Bridges
Gateways
LAN Interface Cards
Routers

Network Software Associates, Inc. (NSA)

22982 Mill Creek
Laguna Hills, CA 92653
(714) 768-4013

Product Types:

Modems
PC-to-Host Communications Products

Network Systems Corp.

7600 Boone Avenue North
Brooklyn Park, MN 55428
(612) 424-4888

Product Types:

Channel Extenders
Local Area Networks
Routers

Networth, Inc.

8101 Ridge Point Drive
Irving, TX 75063
(214) 869-1331

Product Types:

LAN Interface Cards
Local Area Networks

Newbridge Networks

593 Herndon Parkway
Herndon, VA 22070
(703) 834-3600

Product Types:

Digital Cross Connect Systems
Multiplexers
Network Management Systems
T1 Multiplexers
T1 Resource Managers

Newport Corp.

18235 Mount Baldy Circle
Fountain Valley, CA 92708
(714) 963-9811

Product Types:

Fiber Optic Cabling

Nissei Electric USA, Inc.

3 Reuten Drive
Closter, NJ 07624
(201) 768-0085

Product Types:

Facsimile

Nitsuko America Corp.

4 Forest Parkway
Shelton, CT 06484
(203) 928-8407

Product Types:

Facsimile

Niwot Networks

1930 Central Avenue
Suite E
Boulder, CO 80301
(303) 444-7765

Product Types:

Routers

NKT (US) Inc.

300 Knickerbocker Road
Cresskill, NJ 07626
(201) 871-0620

Product Types:

Fiber Optic Cabling

Nokia-Mobira Inc.

2300 Tall Pines Drive
Suite 100
Largo, FL 34641
(813) 536-5553

Product Types:

Cellular Telephones

Norlight

579 D'Onofrio Drive
2nd Floor
Madison, WI 53719
(608) 833-8332

Product Types:

Fiber Optic Carriers

North American Industries Inc.

12000 Crown Point
Suite 175
San Antonio, TX 78233
(512) 590-0037

Product Types:

Pay Telephones

North American Mobile Satellite, Inc.

114 5th Avenue
12th Floor
New York, NY 10011
(212) 206-1953

Product Types:

Mobile Satellite Communications

North Supply

600 Industrial Parkway
Overland Park, KS 66031
(913) 791-7000

Product Types:

Fiber Optic Cabling

Northern Telecom, Inc.

200 Athens Way
Nashville, TN 37228-1803
(615) 734-4000

Product Types:

Automatic Call Distribution Systems
Central Office Switches
Integrated Voice/Data Terminals
Key and Hybrid Systems
Local Area Networks
Network Management Systems
Audio/Audiographic Teleconferencing
Packet Switches
PBX Systems
Short-Haul Microwave Communications Systems
SONET-based Systems
Voice Messaging Systems
Voice Response Systems

Northern Telecom Canada Ltd.

Optical Systems Div.
P.O. Box 807
1370 Fletcher Road
Saskatoon, SK, Canada S7K 3L7
(306) 384-5100

Product Types:

Cellular Telephones
Fiber Optic Cabling

Northwestern Bell Phones

9394 Dodge Road
Suite 100
Omaha, NE 68114
(402) 390-8600

Product Types:

Facsimile
Key and Hybrid Systems

Norton-Lambert Corp.

P.O. Box 4085
Santa Barbara, CA 93140
(805) 964-6767

Product Types:

Asynchronous Communications Software

Nova-Net Communications, Inc.

41 Inverness Drive East
Englewood, CO 80112
(303) 799-0990

Product Types:

VSAT Network Services

NovAtel Communications, Ltd.

1020 64 Avenue NE
Calgary, AB, Canada T2E 7V8
(403) 295-4500

Product Types:
Cellular Telephones

Novell, Inc.

122 E. 1700 S.
Provo, UT 84601
(801) 379-5900

Product Types:
Gateways
LAN Interface Cards
Local Area Networks
PC-to-Host Communications Products
Routers

NSG America, Inc.

28 Worlds Fair Drive
Somerset, NJ 08873
(201) 469-9650

Product Types:
Fiber Optic Cabling

NTI Group, Inc.

3265 Kifer Road
Santa Clara, CA 95051
(408) 739-2180

Product Types:
Gateways
LAN Interface Cards
Local Area Networks
Routers

NTX Communications Corp.

508 Tasman Drive
Sunnyvale, CA 94089
(408) 747-1444

Product Types:
Channel Extenders
Communications Processors

Nu Data, Inc.

A32 Fairview Avenue
Little Silver, NJ 07739
(201) 842-5757

Product Types:
Modems
Test, Monitor and Control Equipment

NYNEX Corp.

335 Madison Avenue
New York, NY 10017
(212) 370-7400

Product Types:
Centrex Services
Interstate Private Line Facilities
Interstate Switched Facilities

OAZ Communications, Inc.

15032 C, Redhill Avenue
Tustin, CA 92680
(714) 259-0909

Product Types:
PC-to-Fax Communications

OBS Software

115 Sansome Street
San Francisco, CA 94104
(415) 391-9555

Product Types:
PC-to-Host Communications Products

Octel Communications Corp.

890 Tasman Avenue
Milpitas, CA 95035
(408) 942-6500

Product Types:
Voice Messaging Systems

Octocom Systems, Inc.

225 Ballardvale Street
Wilmington, MA 01887
(508) 658-6050

Product Types:
Modems
Network Management Systems

Oki Telecom, Cellular Telephone Div.

22-08 Route 208
Fairlawn, NJ 07410
(201) 646-0011

Product Types:
Cellular Telephones

Okidata Corp.

532 Fellowship Road
Mount Laurel, NJ 08054
(609) 235-2600

Product Types:
Facsimile
Modems

Okiok Data Ltd.

3945 Street Marin Boulevard West
Laval, PQ, Canada H7T 1B7
(514) 681-1681

Product Types:
Microcomputer Encryption and Access Control

Olentangy Associates

1550 W. Henderson Road
Suite W-126
Columbus, OH 43220
(614) 457-1284

Product Types:
Telephone Management Systems

Olivetti USA

765 U.S. Highway 202
Somerville, NJ 08876-1289
(201) 526-8200

Product Types:
Facsimile

OMM Corp.

4200 Wisconsin Avenue NW
Suite 106
Washington, DC 20016
(202) 234-2117

Product Types:
Asynchronous Communications Software

Omnitel, Inc.

3500 W. Warren Avenue
Fremont, CA 94538
(415) 490-2202

Product Types:
Modems

Omnivoice, Inc.

280 N. Park Avenue
Suite 108
Warren, OH 44482
(216) 393-3246

Product Types:
Voice Response Systems

On-Line Software International, Inc.

Two Executive Drive
Fort Lee, NJ 07024
(201) 592-0009

Product Types:
PC-to-Host Communications Products

One Plus

1614 Wood Avenue
Colorado Springs, CO 80907
(719) 574-0300

Product Types:
Telephone Management Systems

Oneac Corporation

27944 North Bradley Road
Libertyville, IL 60048
(312) 680-5999

Product Types:
Telephone Room Environment

Optel Communications, Inc.

322 Eighth Avenue
New York, NY 10001
(212) 741-9000

Product Types:
Desktop Video Communications
Videoconferencing

Optelecom, Inc.

15930 Luanne Drive
Gaithersburg, MD 20877
(301) 840-2121

Product Types:
Fiber Optic Cabling
Fiber Optic Modems
Modems
Multiplexers

Optical Cable Corp.

870 Harrison Avenue
P.O. Box 999
Salem, VA 24153
(703) 389-9900

Product Types:
Fiber Optic Cabling

Optical Data Systems, Inc.

1226 Exchange Drive
Richardson, TX 75081
(214) 234-6400

Product Types:
Fiber Optic Cabling
Fiber Optic Modems
Modems

Optical Fiber Technologies Inc. (OFTI)

5 Fortune Drive
Billerica, MA 01821
(617) 663-6629

Product Types:
Fiber Optic Cabling

Opticoil Div.

172 Framingham Road
Marlborough, MA 01752-3270
(508) 485-5283

Product Types:
Fiber Optic Cabling

Opticore Products

Olin Brass
Shamrock Street
East Alton, IL 62024
(618) 258-2657

Product Types:
Fiber Optic Cabling

Optilink Corp.

1310-C Redwood Way
P.O. Box 750699
Petaluma, CA 94975-0699
(707) 795-9444

Product Types:
SONET-based Systems

Optimum Electronics, Inc.

425 Washington Avenue
North Haven, CT 06473
(203) 239-6098

Product Types:
Network Access Control Devices

Opto-Electronics, Inc.

2538 Speers Road
Oakville, ON, Canada L6L 5K9
(416) 827-6214

Product Types:
Fiber Optic Cabling
Fiber Optic Test Equipment
Test, Monitor and Control Equipment

Opto-Tech Industries

5315 Dividend Drive
Decatur, GA 30035
(404) 987-7234

Product Types:
Intercom Systems

Oriel Corp.

P.O. Box 872
250 Long Beach Boulevard
Stratford, CT 06497
(203) 377-8282

Product Types:
Fiber Optic Cabling

OST, Inc.

14225-F Sullyfield Circle
Chantilly, VA 22021
(703) 817-0400

Product Types:
Network Management Systems
Packet Switches
X.25 Packet Assemblers/Disassemblers (PADs)

OTC Australia

50 Main Street
12th Floor
White Plains, NY 10606
(914) 683-6400

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Overseas**Telecommunications, Inc. (OTI)**

1033 N. Fairfax Street
Suite 404
Alexandria, VA 22314
(703) 549-7635

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

OZ Optics Ltd.

West Carleton Industrial Park
244 Westbrook Road
Carp, ON, Canada K0A 1L0
(613) 831-0981

Product Types:
Fiber Optic Cabling

Pacer Software, Inc.

1900 W. Park Drive
Suite 280
Westborough, MA 01581
(508) 898-3300

Product Types:
Asynchronous Communications Software

Pacific Pay Telephone Co. Inc.

16545 Gault Street
Van Nuys, CA 91406
(818) 781-5700

Product Types:
Pay Telephones

Pacific Telesis Group

140 New Montgomery Street
San Francisco, CA 94105
(415) 394-3000

Product Types:
Centrex Services
Interstate Private Line Facilities
Interstate Switched Facilities

Packet/PC Inc.

270 Farmington Avenue
Farmington, CT 06032
(203) 678-1961

Product Types:
PC-to-Host Communications Products

Panasonic Co.

Two Panasonic Way
Secaucus, NJ 07094
(201) 392-4741

Product Types:
Cellular Telephones
Facsimile
Key and Hybrid Systems
PC-to-Fax Communications
Telephone Answering Machines

Pansophic Systems, Inc.

2400 Cabot Drive
Lisle, IL 60532
(708) 505-6000

Product Types:
PC-to-Host Communications Products

Passport Communications, Inc.

2755 Campus Drive
Suite 175
San Mateo, CA 94403
(415) 571-9583

Product Types:
Gateways
PC-to-Host Communications Products

PATTON Electronics, Inc.

7958 Cessna Avenue
Gaithersburg, MD 20879
(301) 795-1000

Product Types:
Modems

Pay-Tel Phone Systems

14472 Wicks Boulevard
San Leandro, CA 94577
(415) 483-6502

Product Types:
Pay Telephones

PC-Office

4631 Viewridge Avenue
San Diego, CA 92123
(619) 268-3235

Product Types:
LAN Interface Cards

Pearson Technologies

18656 Merridy Street
Northridge, CA 91324-1503
(818) 885-7191

Product Types:
Fiber Optic Cabling

Penril DataCom

Data Communications Div.
300 Quince Orchard Boulevard
Gaithersburg, MD 20878
(301) 921-8600

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
Multiplexers
X.25 Packet Assemblers/Disassemblers
(PADs)

Peoples Telephone Co. Inc.

8041 NW 14th Street
Miami, FL 33126
(305) 593-9667

Product Types:
Pay Telephones

Perception Technology

40 Shawmut Park
Canton, MA 02021
(617) 821-0320

Product Types:
Voice Response Systems

Perfect Terminal, Inc.

42307 Osgood Road
Fremont, CA 94538
(415) 656-8383

Product Types:
Alphanumeric Display Terminals

Performance Software, Inc.

575 S. Lake Boulevard
Richmond, VA 23236
(804) 794-1012

Product Types:
PC-to-Host Communications Products

Performance Technology

8000 IH 10 W. #800
San Antonio, TX 78230
(512) 349-2000

Product Types:
Bridges
LAN Interface Cards

Periphonics Corp.

4000 Veterans Highway
Bohemia, NY 11716
(516) 467-0500

Product Types:
Voice Response Systems

Perle Systems, Inc.

1980 Springer Road
Lombard, IL 60148
(312) 932-4171

Product Types:
Protocol Conversion Systems

Persoft, Inc.

465 Science Drive
Madison, WI 53711
(608) 273-6000

Product Types:
Asynchronous Communications Software
PC-to-Host Communications Products

**Philadelphia Insulated Wire
Co., Inc.**

333 New Albany Road
Moorestown, NJ 08057
(609) 235-6700

Product Types:
Fiber Optic Cabling

Phillips Cables Ltd.

520 King Street W.
Brockville, ON, Canada K6V 5W4
(613) 345-5666

Product Types:
Fiber Optic Cabling

Phoenix Microsystems, Inc.

991 Discovery Drive
Huntsville, AL 35806
(205) 721-1200, (800) 866-8410

Product Types:
Digital Cross Connect Systems
Test, Monitor and Control Equipment

Phone Base Systems, Inc.

8620 Westwood Center Drive
Vienna, VA 22180
(703) 893-8600

Product Types:
Voice Recognition

PhoneMate Inc.

20665 Manhattan Place
Torrance, CA 90501
(213) 618-9910

Product Types:
Telephone Answering Machines

Phonetix Corp.

1290 Bay Street
Suite 202
Toronto, ON, Canada M5R 2C3
(416) 922-5742

Product Types:
Voice Response Systems

Photon Kinetics

4900 SW Griffith Drive
Suite 150
Cedarton, OR 97005
(503) 644-1960

Product Types:
Fiber Optic Test Equipment

Pirelli Cable Corp.

P.O. Box 50
2 Tower Drive
Wallingford, CT 06492
(203) 265-5533

Product Types:
Fiber Optic Cabling

**Pitney Bowes Facsimile
Systems**

3191 Broadbridge Avenue
Stratford, CT 06497
(203) 381-7000

Product Types:
Facsimile
PC-to-Fax Communications

Plant Equipment, Inc.

28075 Diaz Road
Temecula, CA 92390
(714) 676-4802

Product Types:
Key and Hybrid Systems

Plantronics Futurecomms, Inc.

7630 Hayward Road
P.O. Box 3159
Frederick, MD 21701-3159
(301) 662-5901

Product Types:
Packet Switches
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Plantronics Inc.

345 Encinal Street
Santa Cruz, CA 95060-2132
(408) 426-5858

Product Types:
Telephone Headsets

Plexco

3240 N. Mannheim Road
Franklin Park, IL 60131
(708) 455-0600

Product Types:
Fiber Optic Cabling

Plexcom, Inc.

65 Moreland Road
Simi Valley, CA 93065
(805) 522-3333

Product Types:
Bridges
Fiber Optic Modems
LAN Interface Cards
Modems

PMI

4536 SE 50
Portland, OR 97206
(503) 777-8844

Product Types:
Voice Recognition

POINT 4 Data Corp.

15442 Del Amo
Tustin, CA 92680
(714) 259-0777

Product Types:
PC-to-Host Communications Products

Poly-Optical Products Inc.

1615 E. Carnegie Avenue
Santa Ana, CA 92705
(714) 250-8557

Product Types:
Fiber Optic Cabling

Polygon, Inc.

1024 Executive Parkway
St. Louis, MO 63141
(314) 576-7709

Product Types:
Asynchronous Communications Software

Power Technology, Inc.

P.O. Box 9769
Little Rock, AR 72219
(501) 568-1995

Product Types:
Fiber Optic Cabling

Practical Peripherals, Inc.

31245 LaBaya Drive
Westlake Village, CA 91362
(818) 706-0333

Product Types:
Modems

Precision Small Parts, Ltd.

205 Industrial Parkway N.
Aurora, ON, Canada L4G 3V5
(416) 841-5544

Product Types:
Fiber Optic Cabling

Precision Software, Inc.

P.O. Box 9090
Clearwater, FL 34618
(813) 536-0312

Product Types:
Voice Response Systems

Premier Telecom Products, Inc.

600 Industrial Parkway
Industrial Airport, KS 66031
(913) 791-7000

Product Types:
Key and Hybrid Systems

Prentice Corp.

266 Caspian Drive
Sunnyvale, CA 94088-3544
(408) 734-9810

Product Types:
Data PBXs

Prime Computer, Inc.

Prime Park
Natick, MA 01760
(617) 655-8000

Product Types:
Alphanumeric Display Terminals
Local Area Networks

Prime Factors Inc.

1470 E. 20th Avenue
Eugene, OR 97403
(503)345-4334

Product Types:
Microcomputer Encryption and Access Control

Processing Innovations

10471 S. Brookhurst Street
Anaheim, CA 92804
(714) 535-5432

Product Types:
Voice Response Systems

Processing Telecom Technologies, Inc.

4955 Corporate Drive
Huntsville, AL 35806
(205) 837-7880

Product Types:
Test, Monitor and Control Equipment

Proctor and Associates

15050 NE 36th Street
Redmond, WA 98052
(206) 881-7000

Product Types:
Key and Hybrid Systems

Progressive Computing, Inc.

28 Greenwood Court
Glen Ellyn, IL 60137
(708) 744-7610

Product Types:
Test, Monitor and Control Equipment

Proteon, Inc.

Two Technology Drive
Westborough, MA 01581
(508) 898-2800

Product Types:
Fiber Optic Local Area Networks
Infrared Communications Systems
LAN Interface Cards
Local Area Networks
Routers

Protocol Computers, Inc.

26630 Agoura Road
Calabasas, CA 91302
(818) 880-4900

Product Types:
Protocol Conversion Systems

**Public Service Company of
Oklahoma (PSO)**

P.O. Box 106A
Oklahoma City, OK 73018
(405) 381-2921

Product Types:
Fiber Optic Carriers

PureData Ltd.

180 W. Beaver Creek Road
Richmond Hill, ON, Canada L4B 1B4
(416) 731-6444

Product Types:
Fiber Optic Local Area Networks
LAN Interface Cards
Local Area Networks

Pyle-National Co.

1334 N. Kostner Avenue
Chicago, IL 60651
(312) 342-6300

Product Types:
Fiber Optic Cabling

**Pyrotronics, Div. of Baker
Industries**

8 Ridgedale Avenue
Cedar Knolls, NJ 07927
(201) 267-1300

Product Types:
Telephone Room Environment

Qualcomm, Inc.

10555 Sorrento Valley Road
San Diego, CA 92121
(619) 587-1121

Product Types:
Mobile Satellite Communications

**Quantum Software Systems,
Ltd.**

175 Terrence Matthews Crescent
Kanata, ON, Canada K2M 1W8
(613) 591-0931

Product Types:
LAN Interface Cards

Quartz Products Corp.

Fibre Optiques Industries
688 Somerset Street
P.O. Box 1347
Plainfield, NJ 07061
(201) 757-4545

Product Types:
Fiber Optic Cabling

Quasitronics, Inc.

211 Vandale Drive
Houston, PA 15342
(800) 245-4192, in Pennsylvania (412)
745-2663

Product Types:
Data PBXs

Questronics, Inc.

3570 SW Temple
Salt Lake City, UT 84115
(801) 262-9923

Product Types:
Test, Monitor and Control Equipment

Qume Corp.

500 Yosemite Drive
Milpitas, CA 95035
(408) 942-4000

Product Types:
Alphanumeric Display Terminals

QWEST

17304 Preston Road
Suite 1400
Dallas, TX 75252-5728
(214) 931-3727

Product Types:
Interstate Private Line Facilities

R-Columbia Products Co. Inc.

2008 Saint Johns Avenue
Highland, IL 60035
(708) 432-7915

Product Types:
Telephone Headsets

R.P. Cargille Labs Inc.

55 Commerce Road
Cedar Grove, NJ 07009
(201) 239-6633

Product Types:
Fiber Optic Cabling

Rabbit Software Corp.

7 Great Valley Parkway
Malvern, PA 19355
(215) 647-0440

Product Types:
Gateways
PC-to-Host Communications Products

Racal-Guardata, Inc.

480 Spring Park Place
Suite 900
Herndon, VA 22070
(703) 471-0892

Product Types:
Data Encryption Devices
Network Access Control Devices

Racal-InterLan, Inc.

155 Swanson Road
Boxborough, MA 01719
(617) 263-9929

Product Types:
Local Area Networks

Racal-Milgo, Inc.

1601 North Harrison Parkway
P.O. Box 407044
Sunrise, FL 33340
(305) 475-1601

Product Types:
Data Encryption Devices
Electronic Matrix Switches
Modems
Multiplexers
Network Management Systems
T1 Multiplexers
T1 Resource Managers
X.25 Packet Assemblers/Disassemblers
(PADs)

Racal-Quanta Communications

5415 E. LaPalma Avenue
Anaheim, CA 92807
(714) 970-2966

Product Types:
Fiber Optic Modems
Modems

Racal-Vadic, Inc.

1525 McCarthy Boulevard
Milpitas, CA 95035
(408) 432-8008

Product Types:
Fiber Optic Modems
Modems

Racon, Inc.

12628 Interurban Avenue South
Seattle, WA 98168-3383
(206) 241-1110

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

**Racore Computer Products,
Inc.**

170 Knowles Drive
Los Gatos, CA 95030
(408) 374-8290

Product Types:
Diskless PCs
LAN Interface Cards
Local Area Networks

RAD Data Communications, Inc.

151 W. Passaic Street
Rochelle Park, NJ 07662
(201) 587-8822

Product Types:
Bridges
Fiber Optic Local Area Networks
Fiber Optic Modems
Local Area Networks
Multiplexers
Protocol Conversion Systems
T1 Multiplexers

Radiall, Inc.

150 Long Beach Boulevard
Stratford, CT 06497
(203) 386-1030

Product Types:
Fiber Optic Cabling

Rauland-Borg Corp.

3450 W. Oakton Street
Skokie, IL 60076-2951
(708) 267-1300

Product Types:
Intercom Systems

Raychem Corp.

300 Constitution Drive
Menlo Park, CA 94025
(415) 361-3333

Product Types:
Fiber Optic Cabling

Raycom Systems, Inc.

6395 Gunpark Drive
Boulder, CO 80301
(303) 530-1620

Product Types:
Bridges
Channel Extenders
Fiber Optic Cabling
Fiber Optic Local Area Networks
Fiber Optic Modems
Modems
Multiplexers

RCA Globcom/a Division of MCI International

201 Centennial Avenue
Piscataway, NJ 08854
(800) 526-3969

Product Types:
Interstate Switched Facilities

RCI Corp.

180 S. Clinton Avenue
Rochester, NY 14646
(716) 475-8000

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities
Interstate Switched Facilities

Redcom Laboratories, Inc.

1 Redcom Center
Victor, NY 14564
(716) 924-7550

Product Types:
Automatic Call Distribution Systems
Digital Cross Connect Systems
Key and Hybrid Systems
PBX Systems

Reifenhauser-Van Dorn Co.

355 Cherry Hill Drive
Danvers, MA 01923
(617) 777-4257

Product Types:
Fiber Optic Cabling

Reliance Electric Comm/Tec Group

8600 West Bryn Mawr Avenue
Chicago, IL 60631
(312) 693-0400

Product Types:
Telephone Room Environment

Remee Products Corp.

41 Bridge Street
Florida, NY 10921
(800) 431-3864, (914) 651-4431

Product Types:
Fiber Optic Cabling

Renegade C. Software, Inc.

2464 El Camino Real
Suite 525
Santa Clara, CA 95051
(408) 727-7764

Product Types:
Voice Messaging Systems

Renex Corp.

1513 Davis Ford Road
Woodbridge, VA 22192
(703) 494-2200

Product Types:
Protocol Conversion Systems
Test, Monitor and Control Equipment
X.25 Packet Assemblers/Disassemblers (PADs)

Resdel Communications Inc.

201 Technology Drive
Irvine, CA 92718
(714) 727-1911

Product Types:
Short-Haul Microwave Communications Systems

Retawmatic Corp.

Box 460
Grand Central Station
New York, NY 10017
(212) 687-0890

Product Types:
Telephone Room Environment

Ricoh Corp.

5 Dedrick Place
West Caldwell, NJ 07006
(201) 882-2000

Product Types:
Facsimile
PC-to-Fax Communications

Ring Communications, Inc.

57 Trade Zone Drive
Ronkonkoma, NY 11779
(516) 585-7464

Product Types:
Intercom Systems

RJE Communications, Inc.

765 N. Mary Avenue
Sunnyvale, CA 94086
(408) 245-7532

Product Types:
Telephone Management Systems

Rochester Corp.

751 Old Brandy Road
Culpeper, VA 22701
(703) 825-2111

Product Types:
Fiber Optic Cabling

Rockwell Communications Systems

Rockwell International Corp.
P.O. Box 568842
Dallas, TX 75356-8842
(800) 2-TELCOM

Product Types:
SONET-based Systems

Rockwell International Corp.

Collins Div.
1225 N. Alma Road
Dallas, TX 75356-8842
(214) 996-5340

Product Types:
Short-Haul Microwave Communications Systems

Rockwell International Corp.

Switching Systems Div.
1431 Opus Place
Downers Grove, IL 60515
(708) 960-8000

Product Types:
Automatic Call Distribution Systems
Microwave Communications

Rockwell Telecommunications, Inc.

Wescom Telephone Products Div.
8245 S. Lemont Road
Downers Grove, IL 60516
(708) 985-9000

Product Types:
Digital Cross Connect Systems

Rohm Corp.

8 Whatney
Irvine, CA 92713
(714) 855-2131

Product Types:
Modems

Rohn, Division of UNR, Inc.

6718 W. Plank Road
P.O. Box 2000
Peoria, IL 61656
(708) 697-4400

Product Types:
Microwave Towers

Rolm Co.

4900 Old Ironsides Drive
Santa Clara, CA 95054
(408) 986-1000

Product Types:
Automatic Call Distribution Systems
Integrated Voice/Data Terminals
PBX Systems
Voice Messaging Systems

Ropir Communications Inc.

1500 Hunterloop Road
Montgomery, AL 36108
(205) 263-2311

Product Types:
Audio/Audiographic Teleconferencing

S Squared Electronics

10 Halyard Road
Valley Stream, NY 11581
(516) 791-1175

Product Types:
Modems

S. I. Tech, Inc.

P.O. Box 609
Geneva, IL 60134
(708) 232-8640

Product Types:
Fiber Optic Cabling
Fiber Optic Modems
Modems
Multiplexers

Sage-Mark, Inc.

1270 E. Broadway, Suite 102
Tempe, AZ 85282
(602) 894-1336

Product Types:
Voice Response Systems

SaleMaker Software

P.O. Box 531650
Grand Prairie, TX 75053
(214) 264-2626

Product Types:
Telephone Management Systems

Samsung Information Systems America, Inc.

3655 N. First Street
San Jose, CA 95134
(408) 434-5400

Product Types:
Diskless PCs
Facsimile
File Servers
LAN Interface Cards

San/Bar Corp.

9999 Muirlands Parkway
Irvine, CA 92718
(714) 855-9911

Product Types:
Key and Hybrid Systems
Microwave Communications

The Santa Cruz Operation, Inc.

400 Encinal Street
Santa Cruz, CA 95061
(408) 425-7222

Product Types:
Bridges
Gateways
PC-to-Host Communications Products
Routers

Sanyo Business Systems Corp.

51 Joseph Street
Moonachie, NJ 07074
(201) 440-9300

Product Types:
Facsimile
Key and Hybrid Systems
Telephone Answering Machines

Satellite Mobile Telephone Co.

57 E. 11th Street
New York, NY 10003
(212) 777-4740

Product Types:
Mobile Satellite Communications

Satellite Transmission Systems Inc.

125 Kennedy Drive
Hauppauge, NY 11788
(516) 231-1919

Product Types:
Satellite Earth Station Equipment

Savin Corp.

9 West Broad Street
Stamford, CT 06904
(203) 967-5000

Product Types:
Facsimile

Science Dynamics

1919 Springdale Road
Cherry Hill, NJ 08003
(609) 424-0068

Product Types:
Voice Response Systems

Scientific Technology, Inc.

1201 San Antonio Road
Mountain View, CA 94043
(415) 965-0910, (800) 221-7060

Product Types:
Infrared Communications Systems
Integrated Voice/Data Terminals

Scientific-Atlanta, Inc.

1 Technology Parkway
Atlanta, GA 30348
(404) 441-4000

Product Types:
Satellite Earth Station Equipment
VSAT Network Services

Scientific Development Technologies

121 S. Webster
Naperville, IL 60540
(708) 355-7331

Product Types:
Telephone Management Systems

Scitec Communication Systems

26 Valley Road
Middletown, RI 02840
(401) 849-4353

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
T1 Multiplexers
T1 Resource Managers

Scott Instruments Corp.

1111 Willow Springs Drive
Denton, TX 76205
(817) 387-9514

Product Types:
Voice Recognition

SCS/Compute

5680 Oakbrook Parkway
Suite 149
Norcross, GA 30093
(404) 368-1040

Product Types:
Asynchronous Communications Software

Sealectro

40 Lindemann Drive
Trumbull, CT 06611
(203) 372-4118

Product Types:
Fiber Optic Cabling

Security Microsystems, Inc.

215 Cromwell Avenue
Staten Island, NY 10305
(718) 667-1019

Product Types:
Microcomputer Encryption and Access
Control

Seiko Instruments USA Inc.

2990 W. Lomita Boulevard
Torrance, CA 90505
(213) 517-7841

Product Types:
Fiber Optic Cabling

Selecterm, Inc.

153 Andover Street
Danvers, MA 01923
(617) 246-1300

Product Types:
Asynchronous Communications Software

**Sequel Data Communications
Inc.**

P.O. Box 4069
Cary, NC 27511
(919) 469-9510

Product Types:
Data PBXs

Shaffstall Corp.

7901 East 88th Street
Indianapolis, IN 46256
(317) 842-2077

Product Types:
Protocol Conversion Systems

**Shared Resource Exchange,
Inc.**

17919 Waterview Parkway
Dallas, TX 75252-8018
(214) 907-6700

Product Types:
PBX Systems

Sharp Electronics Corp.

Sharp Plaza
Mahwah, NJ 07430
(201) 529-8200

Product Types:
Facsimile

**Shure Teleconferencing
Systems**

222 Hartrey Avenue
Evanston, IL 60202-3696
(800) 447-4873

Product Types:
Audio/Audiographic Teleconferencing
Videoconferencing

Siecor Corp.

P.O. Box 13625
Research Triangle Park, NC 27709
(919) 481-5100

Product Types:
Fiber Optic Cabling
Fiber Optic Local Area Networks
Local Area Networks
Test, Monitor and Control Equipment

**Siemens Information Systems,
Inc.**

5500 Broken Sound Boulevard
Boca Raton, FL 33487
(407) 994-8800

Product Types:
Automatic Call Distribution Systems
Central Office Switches
Key and Hybrid Systems
PBX Systems
T1 Multiplexers

**Siemens Transmission
Systems**

2411 W. 14th Street
Tempe, AZ 85281
(602) 921-5881

Product Types:
Digital Cross Connect Systems

Sierra Electronics

970 McLaughlin Avenue
San Jose, CA 95122
(408) 292-4025

Product Types:
Test, Monitor and Control Equipment

Simpact Associates

9210 Sky Park Court
San Diego, CA 92123
(619) 565-1865

Product Types:
Voice Response Systems

Simplex Wire and Cable Corp.

P.O. Box 479
Portsmouth, NH 03801
(603) 436-6100

Product Types:
Fiber Optic Cabling

Simware Inc.

20 Colonnade Road
Ottawa, ON, Canada K2E 7M6
(613) 727-1779

Product Types:
PC-to-Host Communications Products

Skylink Corp.

1800 30th Street
Boulder, CO 80301
(303) 442-8866

Product Types:
Mobile Satellite Communications

**Skyswitch Satellite
Communications Co.**

350 Indiana Street
Suite 200
Golden, CO 80401-5001
(303) 277-0300

Product Types:
Satellite Earth Station Equipment

Smarteam

19205 Parthencia Street
Suite J
Northridge, CA 91324
(818) 886-9726

Product Types:
Modems

**Societe Anonyme de
Telecommunications (SAT)**

133 Seaview Drive
Secaucus, NJ 07094
(201) 865-4541

Product Types:
SONET-based Systems

Soft-Com Inc.

140 W. 22nd Street
New York, NY 10011
(212) 242-9595

Product Types:
Telephone Management Systems
Voice Messaging Systems
Voice Response Systems

Softel Inc.

Shedd Hill Road
Stoddard, NH 03464
(408) 432-6000

Product Types:
PC-to-Host Communications Products

SoftKlone Distributing Corp.

327 Office Plaza Drive
Tallahassee, FL 32301
(904) 878-8564

Product Types:
Asynchronous Communications Software

Softronic, Inc.

5085 List Drive
Colorado Springs, CO 80919
(719) 593-9540

Product Types:
Asynchronous Communications Software

Software Clearing House, Inc.

895 Central Avenue
Cincinnati, OH 45202
(513) 579-0455

Product Types:
PC-to-Host Communications Products

Software Corporation of America

800 Summer Street
Stamford, CT 06901
(203) 359-2773

Product Types:
PC-to-Host Communications Products

Software Directions, Inc.

1572 Sussex Tpke.
Randolph, NJ 07869
(201) 584-8466

Product Types:
Microcomputer Encryption and Access Control

Software Synergy, Inc.

230 Park Avenue
Suite 539
New York, NY 10169
(212) 697-0360

Product Types:
PC-to-Host Communications Products

Solid State Electronics Corp.

18646 Parthenia Street
Northridge, CA 91324
(818) 993-8257

Product Types:
FM and TV Subcarrier Communications

Solid State Systems, Inc.

National Telecom Business
Communications Inc.
1300 Shiloh Road NE
Kennesaw, GA 30144
(404) 423-2200

Product Types:
Automatic Call Distribution Systems
PBX Systems

Solitaire Telecommunications Corp.

2100 Roswell Road
Suite 200-C
Marietta, GA 30062
(404) 971-4811

Product Types:
Key and Hybrid Systems

Sonic Systems

1347 Fourth Street
Santa Monica, CA 90401
(213) 458-9999

Product Types:
Voice Response Systems

Sony Corp.

Sony Drive
Park Ridge, NJ 07656
(201) 930-1000

Product Types:
Mobile Satellite Communications

Sophco, Inc.

3210 Valmont
Boulder, CO 80020
(303) 444-1542

Product Types:
Microcomputer Encryption and Access Control

Source System, Inc.

740 Annoreno Drive
Addison, IL 60101
(708) 628-1055

Product Types:
Telephone Room Environment

SouthernNet, Inc.

61 Perimeter Park
Atlanta, GA 30341
(404) 458-4927

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities
Interstate Switched Facilities

Southwest Microwave Inc.

707 W. Geneva Drive
Tempe, AZ 85282
(602) 968-5995

Product Types:
Microwave Communications
Short-Haul Microwave Communications Systems

Southwestern Bell Corp.

One Bell Center, Room 8T2
St. Louis, MO 63101
(314) 235-9553

Product Types:
Centrex Services
Facsimile
Interstate Private Line Facilities
Interstate Switched Facilities

Southwestern Bell Freedom Phone

7486 Shadeland Station Way
Indianapolis, IN 46268
(317) 841-8006

Product Types:
Key and Hybrid Systems

SpanTel, Inc.

8350 NW 52nd Terrace, Suite 100
Miami, FL 33166
(800) 234-7726

Product Types:
FM and TV Subcarrier Communications

Specialty Connector

2100 Earlywood Drive
Franklin, IN 46131
(317) 738-2800

Product Types:
Fiber Optic Cabling

SpectraFAX Corp.

209 S. Airport Road
Naples, FL 33942
(813) 643-5060

Product Types:
PC-to-Fax Communications

Spectran Corp.

50 Hall Road
Sturbridge, MA 01566
(508) 347-2261

Product Types:
Fiber Optic Cabling

Spectrum Cellular Corp.

2710 Stemmons Freeway, 800 N. Tower
Dallas, TX 75207
(214) 630-9825

Product Types:
Modems

Spectrum Signal Processing Inc.

240 H Street
Blaine, WA 98230
(800) 663-8986

Product Types:
Voice Recognition

Speech Plus, Inc.

1293 Anvilwood Drive
Sunnyvale, CA 94089
(415) 964-7023

Product Types:
Voice Recognition

Speech Systems Inc.

18356 Oxnard Street
Tarzana, CA 91356
(818) 881-0885

Product Types:
Voice Recognition

Spider Systems

12 New England Executive Park
Burlington, MA 01803
(617) 270-3510

Product Types:
Test, Monitor and Control Equipment

SRX Inc.

17919 Waterview Parkway
Dallas, TX 75252-8018
(214) 907-6700

Product Types:
Automatic Call Distribution Systems

Standard Microsystems Corp.

35 Marcus Boulevard
Hauppauge, NY 11788
(516) 273-3100

Product Types:
LAN Interface Cards
Local Area Networks

Starkey Laboratories Inc.

6700 Washington Avenue South
Eden Prairie, MN 55344
(612) 941-6401

Product Types:
Telephone Headsets

Startel Corp.

17661 Cowan Avenue
Irvine, CA 92714
(714) 863-8700

Product Types:
Automatic Call Distribution Systems
Interstate Switched Facilities

Stentofon Communications, Inc.

6119 Connecticut Avenue
Kansas City, MO 64120
(816) 231-7200

Product Types:
Intercom Systems

Sterling Software

Systems Software Div.
11050 White Rock, #100
Rancho Cordova, CA 95670
(916) 635-5535

Product Types:
PC-to-Host Communications Products

Stok Software, Inc.

92-30 56th Avenue
Elmhurst, NY 11373
(718) 699-9393

Product Types:
Voice Response Systems

Stonehouse & Co.

4100 Spring Valley Road
Suite 400
Dallas, TX 75244
(214) 960-1566

Product Types:
Telephone Management Systems

Storm Products Co.

116 Shore Drive
Hinsdale Industrial Park
Hinsdale, IL 60521
(708) 323-9121

Product Types:
Fiber Optic Cabling

StrataCom, Inc.

3175 Winchester Boulevard
Campbell, CA 95008
(408) 370-2333

Product Types:
Network Management Systems
T1 Resource Managers

Street Electronics

6420 Via Reao
Carpinteria, CA 93013
(805) 684-4593

Product Types:
Voice Recognition

Stromberg-Carlson Corp.

400 Rinehart Road
Lake Mary, FL 32746
(407) 333-5000

Product Types:
Central Office Switches

Structured Software Solutions Inc.

4031 W. Plano Parkway
Suite 205
Plano, TX 75093
(214) 985-9901

Product Types:
PC-to-Host Communications Products

Sumitomo Electric USA

78 Alexander Drive
P.O. Box 13445
Research Triangle Park, NC 27709
(919) 541-8100, (800) 358-7378

Product Types:
Channel Extenders
Fiber Optic Cabling

Summa Four

2456 Brown Avenue
Manchester, NH 03103
(603) 625-4050

Product Types:
Telephone Management Systems

Sun Microsystems, Inc.

2550 Garcia Avenue
Mountain View, CA 94043
(415) 960-1300

Product Types:
File Servers
Local Area Networks

Sverdrup Corp.

801 N. 11
St. Louis, MO 63101
(314) 436-7600

Product Types:
Microwave Towers

Swintec Corp.

320 West Commercial Avenue
Moonachie, NJ 07074
(201) 935-0115

Product Types:
Facsimile

Swintek

587 Division Street
Campbell, CA 95008-6905
(408) 378-8091

Product Types:
Voice Recognition

Swisscomp Inc.

5312 56th Commerce Park Boulevard
Tampa, FL 33610
(813) 628-0906

Product Types:
Voice Recognition

SwitchView

25151 Paseo de Alicia
Suite 200
Laguna Hills, CA 92653
(714) 830-1763

Product Types:
Telephone Management Systems

Sykes Datatronics

375 Orchard Street
Rochester, NY 14606
(716) 458-8000

Product Types:
Telephone Management Systems

Sync Research

13891 Newport Avenue
Tustin, CA 92680
(714) 669-8020

Product Types:
X.25 Packet Assemblers/Disassemblers
(PADs)

Synex Systems Corp.

800-1176 W. Georgia Street
Vancouver, BC, Canada V6E 4A2
(604) 688-8271

Product Types:
PC-to-Host Communications Products

**SynOptics Communications,
Inc.**

501 E. Middlefield Road
Mountain View, CA 94043
(415) 960-1100

Product Types:
Bridges
Local Area Networks

Syntellect, Inc.

15810 N. 28th Avenue
Phoenix, AZ 85023
(602) 264-5900

Product Types:
Voice Response Systems

T-Com

805 E. Middlefield
Mountain View, CA 94043
(415) 964-3415

Product Types:
Test, Monitor and Control Equipment

**Tadiran Electronics Industries,
Inc.**

5733 Myerlake Circle
Rubin Icot Center
Clearwater, FL 33520
(813) 536-3222

Product Types:
Automatic Call Distribution Systems
Key and Hybrid Systems
PBX Systems

Talk-A-Phone Co.

5013 N. Kedzie Avenue
Chicago, IL 60625
(312) 539-1100

Product Types:
Intercom Systems

Talking Technology, Inc.

4383 Piedmont Avenue
Oakland, CA 94611
(415) 652-9600

Product Types:
Voice Response Systems

TALX Corp.

1850 Borman Court
St. Louis, MO 63146
(314) 434-0046

Product Types:
Voice Response Systems

Tandem Computers Inc.

19191 Valco Parkway
Location 4-40
Cupertino, CA 95014-2599
(408) 725-6000

Product Types:
Channel Extenders

Tandy Corp./Radio Shack

1500 One Tandy Center
Ft. Worth, TX 76102
(817) 390-3011

Product Types:
Alphanumeric Display Terminals
Facsimile
LAN Interface Cards
Local Area Networks

Tangram Systems Corp.

188 MacKenan Drive
Cary, NC 27511
(919) 481-4444

Product Types:
PC-to-Host Communications Products

Target Technologies, Inc.

16 Knight Street
Norwalk, CT 06851
(203) 866-6010

Product Types:
Voice Response Systems

Tau-tron, Inc.

10 Lyberty Way
Westford, MA 01886
(508) 692-5100

Product Types:
Test, Monitor and Control Equipment

TCL, Inc.

47621 Westinghouse Drive
Fremont, CA 94539
(415) 657-3800

Product Types:
LAN Interface Cards
Local Area Networks

Technology Concepts, Inc.

40 Tall Pine Drive
Sudbury, MA 01776
(508) 443-7311

Product Types:
Asynchronous Communications Software

Tek-Com Corp.

2343 Bering Drive
San Jose, CA 95131
(408) 435-9515

Product Types:
Modems

Tekelec, Inc.

26540 Agoura Road
Calabasas, CA 91302
(818) 880-5656

Product Types:
Test, Monitor and Control Equipment

Teknekron Infoswitch Corp.

P.O. Box 612487
Richardson, TX 75261
(817) 354-0661

Product Types:
Automatic Call Distribution Systems

Teknigraphics, Inc.

4635 SW Freeway, #510
Houston, TX 77027
(713) 623-0089

Product Types:
PC-to-Host Communications Products

Teknophone Corp.

255 Executive Drive
Plainview, NY 11803
(516) 576-2000

Product Types:
Cellular Telephones

TekTone Sound & Signal Manufacturing, Inc.

P.O. Box 12427
Lake Park, FL 33403-0427
(407) 844-2383

Product Types:
Intercom Systems

Tektronix, Inc.

Communications Div.
625 SE Salmon Street
Redmond, OR 97756
(408) 432-6000

Product Types:
Fiber Optic Test Equipment
Test, Monitor and Control Equipment

Tel Electronics

705 E. Main Street
American Fork, UT 84003
(801) 756-9606

Product Types:
Telephone Management Systems

Tel Plus Communications, Inc.

8000 N. Federal Highway
Boca Raton, FL 33487
(407) 997-9999

Product Types:
Voice Messaging Systems

Telco Research

1207 17th Avenue S
Nashville, TN 37212
(615) 329-0031

Product Types:
Telephone Management Systems

Telco Systems

48430 Milmont Drive
Fremont, CA 94537
(415) 490-3111

Product Types:
Multiplexers
T1 Resource Managers

Telcom MIS, Inc.

1200 Wall Street W
Lyndhurst, NJ 07071
(201) 935-9200

Product Types:
Telephone Management Systems

Telcom Technologies

761 Corporate Center Drive
Pomona, CA 97168
(714) 620-7711

Product Types:
Automatic Call Distribution Systems

Telcor Systems Corp.

4 Strathmore Road
Natick, MA 01760
(508) 653-3995

Product Types:
Modems
Network Management Systems

Tele-America Communications Inc.

2829 Lakeland Drive
Suite 1200
Jackson, MS 39208
(601) 939-7939

Product Types:
Pay Telephones

Tele-Comm Ltd.

185 Great Neck Road
Suite 240
Great Neck, NY 11021
(516) 829-2000

Product Types:
Pay Telephones

Tele-Path Industries, Inc.

3602 Melrose Avenue NW
Roanoke, VA 24017
(703) 982-8844

Product Types:
Test, Monitor and Control Equipment

Telebit Corp.

1310 Chesapeake Terrace
Sunnyvale, CA 94089
(415) 940-4834

Product Types:
Modems

Telebyte Technology, Inc.

270 E. Pulaski Road
Greenlawn, NY 11740
(516) 423-3232

Product Types:
Modems
Multiplexers
Test, Monitor and Control Equipment

Telecalc, Inc.

4122 128th Avenue SE
Bellevue, WA 98006-1214
(206) 643-0300

Product Types:
Telephone Management Systems

Telecom Canada

410 Laurier Avenue W., Room 1160
Ottawa, ON, Canada K1P 6H5
(613) 560-3009

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities
Value Added Networks (VANs)

Telecommunications Data Services

17993 Cowan
Irvine, CA 92714
(714) 474-7744

Product Types:
Packet Switches

Telecommunications Software

469 Union Avenue
Westbury, NY 11590
(516) 334-4747

Product Types:
Telephone Management Systems

Telecommunications Systems Management, Inc.

93 Centre Point Drive
St. Charles, MO 63303
(314) 441-6100

Product Types:
Telephone Management Systems

Telecommunications Techniques Corp.

20410 Observation Drive
Germantown, MD 20874
(301) 353-1550

Product Types:
Test, Monitor and Control Equipment

Telecommunications Technology, Inc.

Unit of General Signal
195 South Milpitas Boulevard
Milpitas, CA 95035
(408) 945-1700, (800) 444-4884

Product Types:
Digital Cross Connect Systems
Microwave Communications

TeleConcepts, Inc.

36 Holly Drive
Newington, CT 06111-2243
(203) 666-5666

Product Types:
Key and Hybrid Systems

**Teleconferencing Systems
International**

925 Tonne Road
Elk Grove Village, IL 60007
(708) 228-5444

Product Types:
Audio/Audiographic Teleconferencing

Teleconnect

500 Second Avenue SE
Cedar Rapids, IA 52401
(319) 366-6600

Product Types:
Fiber Optic Carriers

TeleCorp Products

20830 Rutland Drive, Suite 106
Southfield, MI 48075
(313) 569-7100

Product Types:
Telephone Management Systems

Telecorp Systems, Inc.

1000 Holcomb Woods Parkway
Suite 410A
Roswell, GA 30076
(414) 449-6991

Product Types:
Voice Response Systems

Telect Inc.

Building 12, Spokane Industrial Park
Spokane, WA 99216-1686
(509) 926-6000, (800) 551-4567

Product Types:
Fiber Optic Cabling

Teledial, Inc.

125 Schmidt Boulevard
Farmingdale, NY 11735
(516) 293-8400

Product Types:
Key and Hybrid Systems

Telefile, Inc.

17131 Daimler Street
Irvine, CA 92714
(714) 250-1830

Product Types:
Network Management Systems

Telegence Corp.

5655 Lindero Canyon Road
Suite 722
Westlake Village, CA 91362
(818) 707-3200

Product Types:
Data PBXs

Telegenix, Inc.

26 Olney Avenue
P.O. Box 5550
Cherry Hill, NJ 08003
(609) 424-5220

Product Types:
Alphanumeric Display Terminals

Telegiaison, Inc.

3501, Ashby
St. Laurent, PQ, Canada H4R 2K3
(514) 333-5333

Product Types:
Voice Messaging Systems
Voice Response Systems

Telematics International, Inc.

1201 Cypress Creek Road
Fort Lauderdale, FL 33309
(305) 772-3070

Product Types:
Packet Switches

Telemet America, Inc.

515 Wythe Street
Alexandria, VA 22314
(703) 548-2042

Product Types:
FM and TV Subcarrier Communications

Telenet Communications Corp.

12490 Sunrise Valley Drive
Reston, VA 22096
(703) 689-6000

Product Types:
Packet Switches
Value Added Networks (VANS)
X.25 Packet Assemblers/Disassemblers
(PADs)

Telenetics Corp.

5109 E. La Palma Avenue
Anaheim, CA 92807
(714) 779-2766

Product Types:
Modems
X.25 Packet Assemblers/Disassemblers
(PADs)

Telenex Corp.

13000 Midlantic Drive
P.O. Box 879
Mount Laurel, NJ 08054
(609) 234-7900

Product Types:
Electronic Matrix Switches
Network Management Systems
Test, Monitor and Control Equipment

Telenova, Inc.

102 Cooper Court
Los Gatos, CA 95030
(408) 395-2260

Product Types:
PBX Systems

Telephone Sales & Service Co.

25 DeForest Street
Amityville, NY 11701
(516) 842-4800

Product Types:
Intercom Systems

Telephonic Equipment Corp.

17401 Armstrong Avenue
Irvine, CA 92714
(714) 250-9400

Product Types:
Audio/Audiographic Teleconferencing
Automatic Call Distribution Systems
Voice Messaging Systems
Voice Response Systems

Teleport Communications

1 World Trade Center
Suite 2649
New York, NY 10048
(212) 701-9560

Product Types:
Fiber Optic Carriers

TeleProcessing Products, Inc.

4565 East Industrial Street
Simi Valley, CA 93063
(803) 522-8147

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)
Modems
Multiplexers
Protocol Conversion Systems
Test, Monitor and Control Equipment

Telerate

One World Trade Center
New York, NY 10048
(212) 938-5200

Product Types:
FM and TV Subcarrier Communications

Teleray, Inc.

P.O. Box 24064
Minneapolis, MN 55424
(612) 941-3300

Product Types:
Alphanumeric Display Terminals

Telesat Canada

333 River Road
Ottawa, ON, Canada K1L 8B9
(613) 746-5920

Product Types:
Mobile Satellite Communications

TeleSciences Transmission Systems, Inc.

48761 Kato Road
Fremont, CA 94538
(415) 498-1400

Product Types:
Microwave Communications
Short-Haul Microwave Communications
Systems

Telesphere Communications, Inc.

2 Mid America Plaza, Suite 500
Oak Brook Terrace, IL 60181
(312) 954-7700

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

TeleVideo Systems, Inc.

550 E. Brokaw Road
San Jose, CA 95161
(408) 954-8333

Product Types:
Alphanumeric Display Terminals
Diskless PCs
File Servers

TELINQ Systems, Inc.

1651 N. Glenville Drive
Richardson, TX 75081
(214) 669-7750

Product Types:
Test, Monitor and Control Equipment

Tellabs, Inc.

4951 Indiana Avenue
Lisle, IL 60532
(312) 969-8800

Product Types:
Data PBXs
Digital Cross Connect Systems
Multiplexers
Audio/Audiographic Teleconferencing
X.25 Packet Assemblers/Disassemblers
(PADs)

Telrad Telecommunications, Inc.

135 Crossways Park Drive
Woodbury, NY 11797
(516) 921-8300

Product Types:
Integrated Voice/Data Terminals
Key and Hybrid Systems

Telsort

P.O. Box 43360
Austin, TX 78745
(512) 462-2994

Product Types:
Telephone Management Systems

Teltone Corp.

10801 120th Avenue NE
Kirkland, WA 98033
(206) 827-9626

Product Types:
Data PBXs
T1 Multiplexers

Telxon Corp.

3330 W. Market Street
Akron, OH 44313
(800) 321-2424, (216) 867-3700

Product Types:
Voice Recognition

Texas Instruments, Inc.

P.O. Box 181153
Austin, TX 78718
(800) 527-3500

Product Types:
Fiber Optic Cabling
Voice Recognition

Texas Wiring Co.

1520-A W. Tucker Boulevard
Arlington, TX 76013
(817) 261-2367

Product Types:
Pay Telephones

Thomas & Betts Corp.

Optoelectronic Products Div.
1001 Frontier Road
Bridgewater, NJ 08807
(201) 685-1600

Product Types:
Fiber Optic Cabling

Thomas-Conrad Corp.

1908-R Kramer Lane
Austin, TX 78758
(512) 836-1935

Product Types:
LAN Interface Cards
Local Area Networks

3Com Corp.

3165 Kifer Road
Santa Clara, CA 95052
(408) 562-6400

Product Types:
Bridges
Diskless PCs
Electronic Mail
File Servers
Gateways
LAN Interface Cards
Local Area Networks
Modems
Routers

3M Photodyne

3760 Calle Tecate
Camarillo, CA 93012
(805) 388-8378

Product Types:
Fiber Optic Test Equipment

ThumbScan, Inc.

335 Eisenhower Lane South
Lombard, IL 60148
(312) 932-8844

Product Types:
Microcomputer Encryption and Access
Control

Tiara Computer Systems, Inc.

2700 Garcia Avenue
Mountain View, CA 94043
(415) 965-1700

Product Types:
LAN Interface Cards
Local Area Networks

TIE/communications, Inc.

12 Commerce Drive
Shelton, CT 06484
(203) 926-2000

Product Types:
Automatic Call Distribution Systems
Facsimile
Key and Hybrid Systems
PBX Systems
Voice Messaging Systems

TIL Systems, Inc.

225 Stedman Street
Suite 27
Lowell, MA 01851
(508) 970-1189

Product Types:
Modems

Timeplex, Inc.

400 Chestnut Ridge Road
Woodcliff Lake, NJ 07675
(201) 391-1111

Product Types:
Digital Cross Connect Systems
Network Management Systems
Packet Switches
T1 Resource Managers

Times Fiber Communications

358 Hall Avenue
Wallingford, CT 06492
(203) 265-8585, (800) 243-6904

Product Types:
Fiber Optic Cabling

TITN, Inc.

24301 Southland Drive
Suite 200
Hayward, CA 94545
(415) 785-5970

Product Types:
Test, Monitor and Control Equipment

TIW Systems, Inc.

1284 Geneva Drive
Sunnyvale, CA 94089
(408) 734-3900

Product Types:
Satellite Earth Station Equipment

TNS

15239 Country Ridge
Chesterfield, MO 63017
(314) 532-7960

Product Types:
Telephone Management Systems

TOA Electronics, Inc.

601 Gateway Boulevard
Suite 300
South San Francisco, CA 94080
(415) 588-2538

Product Types:
Intercom Systems

**Tone Commander Systems,
Inc.**

P.O. Box 97039
Redmond, WA 98073
(206) 883-3600

Product Types:
Intercom Systems

Top Microsystems

2005 De La Cruz Boulevard
Suite 118
Santa Clara, CA 95050
(408) 980-9813

Product Types:
Diskless PCs
File Servers
LAN Interface Cards

TOPS

950 Marina Village Parkway
P.O. Box 4016
Alameda, CA 94501
(415) 769-9669

Product Types:
Electronic Mail
LAN Interface Cards
Local Area Networks

Toshiba America, Inc.

Telecom Systems Div.
9740 Irvine Boulevard
Irvine, CA 92675
(714) 583-3000

Product Types:
Facsimile
Integrated Voice/Data Terminals
LAN Interface Cards
Key and Hybrid Systems
PBX Systems

Total-Tel USA

140 Little Street
Belleville, NJ 07109
(201) 751-5510

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

TotalCom

5932 Northwest Highway
Chicago, IL 60631
(312) 775-2400

Product Types:
Pay Telephones

Trans-Lux

110 Richards Avenue
Norwalk, CT 06856
(203) 653-4321

Product Types:
Facsimile

**Transaction Recording
Systems**

13865 NW Cornell Road
Portland, OR 97229
(503) 646-5321

Product Types:
Telephone Management Systems

Transit Communications, Inc.

P.O. Box 90425
Pasadena, CA 91109-0425
(818) 791-3951

Product Types:
Mobile Satellite Communications

Traveling Software, Inc.

18702 N. Creek Parkway
Bothell, WA 98011
(206) 483-8088

Product Types:
Asynchronous Communications Software

Trax Softworks, Inc.

10801 National Boulevard
Sos Angeles, CA 90064-4126
(213) 475-8729

Product Types:
Protocol Conversion Systems

Tri Metro

P.O. Box 27025
Glendale, CA 91204
(818) 244-5137

Product Types:
Voice Response Systems

Tri-Data Corp.

3270 Scott Road
Santa Clara, CA 95054
(408) 727-3270

Product Types:
Gateways
Protocol Conversion Systems
Routers

Tri-Ex Tower Corp.

7182 Rasmussen Avenue
Visalia, CA 93291
(209) 651-2171

Product Types:
Microwave Towers

**Tridom Corp., Subsidiary of
AT&T**

840 Franklin Court
Marietta, GA 30067
(404) 426-4261

Product Types:
Satellite Earth Station Equipment

Trigram Systems

5840 Northumberland Street
Pittsburgh, PA 15217
(412) 422-8976

Product Types:
Microcomputer Encryption and Access
Control

Trisystems Corp.

74 Northeastern Boulevard
Unit 22
Nashua, NH 03062
(603) 883-0558

Product Types:
Gateways

Triton Technologies, Inc.

200 Middlesex Turnpike
Iselin, NJ 08830
(201) 855-9440

Product Types:
Asynchronous Communications Software

TRT Telecommunications Corp.

1331 Pennsylvania Avenue NW
Suite 1100
Washington, DC 20004
(202) 879-2200

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

TRW Connector Div.

1501 Morse Avenue
Elk Grove Village, IL 60007
(708) 981-6000

Product Types:
Fiber Optic Cabling

TRW Information Networks Div.

23800 Hawthorne Boulevard
Torrance, CA 90505
(213) 373-9161

Product Types:
Bridges
LAN Interface Cards
Local Area Networks

TSB International

Systems Div.
5399 Eglinton Avenue, Suite 115
Etobicoke, ON, Canada M9C 5K6
(416) 622-7010

Product Types:
Telephone Management Systems

TSL/Aud-Cyn

1259 Route 46
Parsippany, NJ 07054
(201) 334-4042

Product Types:
Telephone Management Systems

Tymnet/McDonnell Douglas

2710 Orchard Parkway
San Jose, CA 95134
(408) 435-7744

Product Types:
Packet Switches
PC-to-Host Communications Products

T1 Systems, Inc.

1658 Cole Boulevard
Golden, CO 80401
(303) 674-2470

Product Types:
Voice Response Systems

Ultra Network Technologies

101 Daggett Drive
San Jose, CA 95134
(408) 922-0100

Product Types:
Local Area Networks

Unex

3 Liberty Way
Westford, MA 01886
(617) 692-9505

Product Types:
Audio/Audiographic Teleconferencing
Telephone Headsets

Ungermann-Bass, Inc.

3900 Freedom Circle
Santa Clara, CA 95052-8030
(408) 496-0111

Product Types:
Bridges
Fiber Optic Local Area Networks
Gateways
LAN Interface Cards
Local Area Networks
Routers

Unisync, Inc.

1380 W. 9th Street
Upland, CA 91786
(714) 985-5088

Product Types:
Gateways
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Unisys Corp.

Township Line & Jolly Roads, P.O. Box 500
Blue Bell, PA 19424
(215) 542-3501

Product Types:
Alphanumeric Display Terminals

United Ropeworks (USA) Inc.

P.O. Box 306
151 Commerce Drive
Montgomeryville, PA 18936
(215) 368-6611

Product Types:
Fiber Optic Cabling

United Software Security, Inc.

8133 Leesburg Pike, Suite 800
Vienna, VA 22180-2705
(703) 556-0007

Product Types:
Microcomputer Encryption and Access Control

Univation

513 Valley Way
Milpitas, CA 95035
(408) 263-1200

Product Types:
LAN Interface Cards

Universal Antennas, Inc.

RSI Co.
909 E. Collins Boulevard
Richardson, TX 75081
(214) 690-8865

Product Types:
Satellite Earth Station Equipment

Universal Data Systems, Inc.

5000 Bradford Drive
Huntsville, AL 35805
(205) 721-8000

Product Types:
Channel Service Units/Data Service Units (CSUs/DSUs)
Modems
Multiplexers
PC-to-Host Communications Products

Up-Right Inc.

1775 Park Street
Selma, CA 93662
(800) 437-0770 or (800) 442-0770

Product Types:
Microwave Towers

US Public Communications Inc.

280 Snow Drive
Suite 14
Birmingham, AL 35209
(205) 945-7441

Product Types:
Pay Telephones

US Robotics, Inc.

8100 N. McCormick Boulevard
Skokie, IL 60076
(708) 982-5001

Product Types:
Modems

US Sage

2005 Tree Fork Lane
Suite 125
Longwood, FL 32750
(407) 331-4400

Product Types:
LAN Interface Cards

US Sprint Communications Co.

8140 Ward Parkway
Kansas City, MO 64114
(816) 276-6000

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities
Videoconferencing

US Takachiho Corp.

10722 Los Vaqueros Circle
Los Alamitos, CA 90720
(714) 761-3844

Product Types:
Telephone Answering Machines

US Telecom International, Inc.

211 Main Street
Suite 401
P.O. Box 2358
Joplin, MO 64802
(417) 781-7000

Product Types:
Voice Response Systems

US West Inc.

7800 E. Orchard Road
Englewood, CO 80111
(303) 793-6500

Product Types:
Centrex Services
Interstate Private Line Facilities
Interstate Switched Facilities

Vance Systems Inc.

Dulles Business Park
3901-V Centerview Drive
Chantilly, VA 22021
(703) 471-9402

Product Types:
Local Area Networks

Veam—Div. of Litton Systems

100 New Wood Road
Watertown, CT 06795
(203) 274-9681

Product Types:
Fiber Optic Cabling

Vector Software

370 Lexington Avenue
New York, NY 10017
(212) 686-5558

Product Types:
Telephone Management Systems

Verbex Voice Systems

1090 King Georges Post Road
Edison, NJ 08837
(201) 267-7507

Product Types:
Voice Recognition

Verilink Corp.

145 Bytech Drive
San Jose, CA 95134
(408) 945-1199

Product Types:
Channel Service Units/Data Service
Units (CSUs/DSUs)

Verimation, Inc.

P.O. Box 154
Northvale, NJ 07047
(201) 767-4795

Product Types:
Electronic Mail

Versitron

Div. of Keene Corp.
9005 Junction Drive
Annapolis Junction, MD 20701
(301) 497-8694

Product Types:
Fiber Optic Local Area Networks
Fiber Optic Modems
Modems

Versyss Corp.

One Dedham Place
Dedham, MA 02026
(617) 329-7800

Product Types:
Alphanumeric Display Terminals

Vertex Communications Corp.

2600 Longview Street
P.O. Box 1277
Kilgore, TX 75662
(214) 984-0555

Product Types:
Satellite Earth Station Equipment

Videophone, Inc.

8159 Alameda Road
Houston, TX 77054
(713) 741-1971

Product Types:
Videoconferencing

Viking Electronics, Inc.

1531 Industrial Street
Hudson, WI 54016
(715) 386-8861

Product Types:
Intercom Systems

Viking Manufacturing Co., Inc.

12559 Holiday Drive
Alsip, IL 60658
(708) 396-1075

Product Types:
Pay Telephones

VIR, Inc.

105 James Way
Southampton, PA 18966
(215) 364-8866

Product Types:
Modems
Network Management Systems

Virginia A. Ostendorf Inc.

P.O. Box 2896
Littleton, CO 80161-2896
(303) 797-3131

Product Types:
Audio/Audiographic Teleconferencing

Visentech Systems, Inc.

1825 E. Plano Parkway
Suite 160
Plano, TX 75074
(214) 423-1677

Product Types:
Alphanumeric Display Terminals

Visionary Electronics, Inc.

141 Parker Street
San Francisco, CA 94118
(415) 751-8811

Product Types:
Modems

Visual Technology, Inc.

1703 Middlesex Street
Lowell, MA 01851
(508) 459-4903

Product Types:
Alphanumeric Display Terminals

Vitalink Communications Corp.

6607 Kaiser Drive
Fremont, CA 94555
(415) 794-1100

Product Types:
Bridges
Routers
Videoconferencing

Vitel International

5 Hanover Square
12th Floor
New York, NY 10004
(212) 809-9797

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Vitesse Semiconductor Co.

741 Calla Plano
Camarillo, CA 93010
(805) 388-3700

Product Types:
SONET-based Systems

VMX Inc.

110 Rose Orchard Way
San Jose, CA 95134
(408) 943-0878

Product Types:
Voice Messaging Systems
Voice Response Systems

Voice Control Products, Inc.

1140 Broadway, Suite 1402
New York, NY 10001
(212) 683-4684

Product Types:
Voice Recognition

Voice Control Systems

14140 Midway Road
Dallas, TX 75244
(214) 386-0300

Product Types:
Voice Recognition
Voice Response Systems

Voice Processing Corp.

One Main Street
Cambridge, MA 02142
(617) 494-0100

Product Types:
Voice Recognition

Voice Response, Inc.

1910 E. Kimberly Road
Davenport, IA 52807
(319) 355-5381

Product Types:
Voice Response Systems

Voice International, Inc.

2953 Bunker Hill Lane
Santa Clara, CA 95054
(408) 980-4000

Product Types:
Voice Messaging Systems

Vocetek Corp.

19 Alpha Road
Chelmsford, MA 01820
(508) 250-9393

Product Types:
Voice Messaging Systems
Voice Response Systems

Votan

4487 Technology Drive
Fremont, CA 94538-6377
(415) 490-7600

Product Types:
Voice Recognition
Voice Response Systems

Votrax, Inc.

38455 Hills Tech Drive
Farmington Hills, MI 48331
(313) 553-0580

Product Types:
Voice Messaging Systems
Voice Response Systems

VTEK

1625 Olympic Boulevard
Santa Monica, CA 90404
(800) 345-2256, (213) 452-5966

Product Types:
Voice Recognition

Vycor Technology Inc.

5411 Berwyn Road
Berwyn Heights, MD 20740
(301) 220-4450

Product Types:
Telephone Management Systems

Walker Richer & Quinn, Inc.

2825 Eastlake Avenue E.
Seattle, WA 98102
(206) 324-0350

Product Types:
PC-to-Host Communications Products

Walker Telecommunications Corp.

200 Osser Avenue
Hauppauge, NY 11788
(516) 435-1100

Product Types:
Fiber Optic Carriers

Wall Data, Inc.

17769 NE 78th Place
Redmond, WA 98052
(206) 883-4777

Product Types:
Gateways
PC-to-Host Communications Products
Protocol Conversion Systems
X.25 Packet Assemblers/Disassemblers (PADs)

Wandel & Goltermann, Inc.

1030 Swabia court
Research Triangle Park, NC 27709
(919) 544-5730

Product Types:
Fiber Optic Test Equipment
Test, Monitor and Control Equipment

Wang Information Services Corp.

One Industrial Avenue
Lowell, MA 01851
(617) 459-5000

Product Types:
Voice Messaging Systems
Voice Response Systems

Wang Laboratories, Inc.

One Industrial Avenue
Lowell, MA 01851
(508) 459-5000.

Product Types:
Local Area Networks
Network Management Systems
Value Added Networks (VANs)

Warren Communications

Newtown Road
Littleton, MA 04160
(617) 486-9551

Product Types:
Telephone Room Environment

Waterloo Microsystems, Inc.

3597 Parkway Lane
Suite 300
Norcross, GA 30092
(404) 441-9252

Product Types:
Electronic Mail
Gateways
Local Area Networks
PC-to-Host Communications Products

WATLAN, Inc.

160 Columbia Street W., Unit 3
Waterloo, ON, Canada N2L 3L3
(519) 746-0550

Product Types:
Bridges
Diskless PCs
File Servers
Gateways
Local Area Networks

Wavetek RF Products, Inc.

5808 Churchman Bypass
Indianapolis, IN 46203
(317) 787-3332

Product Types:
Test, Monitor and Control Equipment

Weber & Scher Mfg. Co. Inc.

263 Sussex Avenue
Newark, NJ 07017
(201) 483-2240

Product Types:
Fiber Optic Cabling

Welch Allyn

4341 State Street Road
Skaneateles Falls, NY 13153
(315) 685-8351

Product Types:
Fiber Optic Cabling

Wellfleet Communications, Inc.

12 DeAngelo Drive
Bedford, MA 01730
(617) 275-2400

Product Types:
Bridges
Routers

Westell Inc.

101 Kendall Point Drive
Oswego, IL 60543
(708) 820-1919

Product Types:
Audio/Audiographic Teleconferencing
Videoconferencing

Western DataCom Co.

5083 Market Street
Youngstown, OH 44512
(216) 788-6583 or (800) 262-3311

Product Types:
Data Encryption Devices
Modems
Network Access Control Devices
Protocol Conversion Systems

Western Digital Corp.

2445 McCabe Way
Irvine, CA 92714
(714) 863-0102

Product Types:
LAN Interface Cards
Local Area Networks

Western Instrument Corp.

4050 Market Street
Ventura, CA 93003
(805) 644-1051

Product Types:
Fiber Optic Cabling

Western Telematic

5 Sterling
Irvine, CA 92718
(714) 586-9950

Product Types:
Modems

Western Union Corporation

1 Lake Street
Upper Saddle River, NJ 07458
(201) 825-5906

Product Types:
Interstate Private Line Facilities
Interstate Switched Facilities

Westinghouse Canada

Information Services Div.
3228 S. Service Road
Burlington, ON, Canada L7N 3H8
(416) 528-8811

Product Types:
Alphanumeric Display Terminals

Wicom

6758 Eton Ave.
Canoga Park, CA 91303
(818) 715-9096

Product Types:
Telephone Headsets

Wilcom Products, Inc.

Box 508
Laconia, NH 03247
(603) 524-2622

Product Types:
Test, Monitor and Control Equipment

Williams Telecommunications Group

Satellite Networks
P.O. Box 21348
Tulsa, OK 74121
(918) 588-5454

Product Types:
Fiber Optic Carriers
Interstate Private Line Facilities
VSAT Network Services

Wiltron Co.

490 Jarvis Drive
Morgan Hill, CA 95037
(408) 778-2000

Product Types:
Test, Monitor and Control Equipment

WIN Communications Corp.

200 Oser Avenue
Hauppauge, NY 11788
(516) 435-1100

Product Types:
Key and Hybrid Systems
PBX Systems

Woven Electronics

P.O. Box 189
Mauldin, SC 29662
(803) 963-5131

Product Types:
Fiber Optic Cabling

Wyse Technology, Inc.

3571 N. First Street
San Jose, CA 95134
(408) 433-1000

Product Types:
Alphanumeric Display Terminals
Diskless PCs

Xecom Inc.

374 Turquoise Street
Milpitas, CA 95035
(408) 945-6640

Product Types:
Modems

Xedon, Inc.

P.O. Box 684
Ramsey, NJ 07446
(201) 543-2400

Product Types:
Voice Response Systems

Xenon Corp.

28 Commerce Way
Woburn, MA 01801
(617) 938-3594

Product Types:
Fiber Optic Cabling

Xerox Corp.

P.O. Box 24
Rochester, NY 14692
(800) 832-6979

Product Types:
Facsimile

Xiox Co.

577 Airport Boulevard
Suite 700
Burlingame, CA 94010
(415) 375-8188

Product Types:
Telephone Management Systems

Xircom

22231 Mulholland Highway
Suite 114
Woodland Hills, CA 91364
(818) 884-8755

Product Types:
LAN Interface Cards

Xtend Communications

171 Madison Avenue
New York, NY 10016
(212) 725-2000

Product Types:
Telephone Management Systems

**YamaTech Connectivity
Solutions**

1255 Laird Boulevard
Montreal, PQ, Canada H3P 2T1
(514) 737-5434

Product Types:
LAN Interface Cards

York Technologies

210 N. Glenoaks Boulevard
Burbank, CA 91502
(818) 955-8927

Product Types:
Fiber Optic Test Equipment

York Technology Inc.

Research Park
139 Wall Street
Princeton, NJ 08540
(609) 924-7676

Product Types:
Fiber Optic Cabling

Zenith Electronics Corp.

1000 Milwaukee Avenue
Glenview, IL 60025
(708) 391-8000

Bridges
LAN Interface Cards
Local Area Networks

Zentec Corp.

2400 Walsh Avenue
Santa Clara, CA 95051
(408) 727-7662

Product Types:
Alphanumeric Display Terminals

Zoom Telephonics, Inc.

207 South Street
Boston, MA 02111
(617) 423-1072

Product Types:
Modems ■

Directory of Communications Consultants



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Synopsis

Editor's Note

Communications consultants perform a variety of services, including network design, hardware evaluation and selection, and system implementation, as well as market research and product design. Some consultants serve clients worldwide, while others limit their practices to local areas. Consulting firms may specialize in certain types of applications, such as military operations, health care facilities, or financial organizations, or in various technology areas, such as T1, integrated voice/data, or ISDN.

Selecting the right consultant for a particular application involves a great deal of research and evaluation. This annually revised "Directory of Communications Consultants" is designed to help with the critical selection process. Comparison columns list all pertinent information about each firm and the services it provides; we have included an entry for "Affiliations," to help verify that a prospective consultant is unbiased. The directory contains listings of many voice and data communications consultants. Consultants interested in being included on our mailing list for next year are encouraged to contact us.

Solving communications problems sometimes requires the services of a professional consultant. Choosing the best consultant for a particular application always involves research. This report contains information that can help an organization make this important decision. It examines the idea of consulting in general, communications consulting in particular, and offers some suggestions for the effective use of consultants. Comparison columns listing many firms engaged in such disciplines as telecommunications, data communications, and office automation follow this discussion.

Analysis

Consultants—Why Use Them?

Consultants help management analyze problems associated with corporate goals, objectives, policies, strategies, administration, and organization. They can recommend solutions to these problems and help implement them if necessary.

Consultants offer a number of benefits, but objectivity is probably the most important. A consultant is generally impartial and free of corporate politics—someone who can get to the heart of an issue without prejudice. A consultant also is more likely to have a wide variety of experiences from which to offer guidance. Such experience can be important for anticipating problems, selecting the best course of action, and predicting the expected results. Analytical skills gained from years of experience often allow the consultant to separate *real* problems from *perceived* ones. Most importantly, one thing consultants generally have, which a manager often does not, is *time*. They can sidestep the numerous interruptions faced by a manager each day, thus maximizing their skills to benefit the client.

When Should You Use a Consultant?

Before hiring a consultant, an organization must decide whether it actually needs one. This decision may involve an evaluation of the ability of in-house personnel to complete certain tasks associated with a communications project. The lack of in-house personnel to complete the project is another primary consideration.

Once the need for a consultant has been established, management must decide what goals the communications consultant should accomplish for the organization. This knowledge is essential to conducting a proper search. Additionally, prospective consultants should be evaluated according to the same criteria.

Generally speaking, an organization should consider engaging a consultant when one or more of the following conditions exists.

- Money can be saved by upgrading a communications system or by reorganizing a department.
- The in-house staff cannot handle the project.
- An impartial needs assessment must be performed to substantiate the fact that a problem actually exists.
- New ideas or techniques are needed.
- An organization needs help with a problem it has tried, but failed, to solve.
- Specialized skills in such areas as PBX evaluation and network design are needed.
- Industry skills are necessary to help get a project under way and completed on time.
- An impartial opinion on handling system analysis or conversion is required.

Services Available

Communications consultants can provide numerous services, but the client must choose what it needs. The client may require skills in only certain areas, some of which follow.

- Evaluating the current system
- Taking equipment inventories
- Verifying service billing records
- Evaluating and selecting systems, including developing requests for proposals (RFPs) when required
- Integrating operations within the context of overall corporate objectives
- Identifying the required management information
- Selecting facilities
- Designing a network
- Achieving optimum network performance
- Controlling costs
- Installing a system
- Training for a new communications system
- Organizing a communications department

Selecting A Consultant

Consultant selection involves several key tasks:

1. Define all aspects of the assignment.
2. Obtain names of consulting organizations that could meet your requirements. Business associates, communications user groups, the Yellow Pages, and this report are excellent sources.
3. Select at least three candidates for consideration and make reference checks before inviting them for an interview.
4. If, after preliminary discussions, you are satisfied that a candidate could do the job, ask him or her to submit a formal proposal.
5. Study and evaluate the proposals carefully, being

sure to use the same criteria for judging each submission.

6. Make your selection.
7. Obtain necessary approvals from senior management to hire the candidate.
8. Negotiate a contract with that consultant. There are numerous consultants, but it is prudent to narrow the search to a few, good prospects before selection.

Narrow the Selection Field

The answers to some key questions are essential to narrowing the selection field. These questions include:

1. What is the history of the firm and the credentials of its principals?

2. What is the consultant's major area of expertise?
3. What professional standards does the firm follow?
4. Who are the consultant's previous clients?
5. How much of the consultant's business is repeat business?
6. Can the firm devote the resources necessary to complete a project?
7. Does the firm have applicable communications experience?
8. Will the firm submit a written proposal stating the objectives and work to be performed?
9. Are fees estimated in advance?
10. Do fees appear reasonable when compared to those from competing consultants?

Obtaining the Proposal

After narrowing the selection and thoroughly checking references of applicable candidates, obtain a proposal outlining all aspects of the project. The proposal should cover the following items:

—A definition of the problem.

—A statement of objectives.

—A statement of the scope and nature of the job.

—A discussion of project methodology.

—An organization chart showing duties and responsibilities of each staff member.

—An estimate of the project's duration.

—Financial statements, including a projection of professional fees.

Costs and Caveats

The client should understand how a consultant will be paid. Consultants are generally compensated through one of the following means: a per diem or hourly fee; a bracket quote with an upper and lower range; a fixed amount; or a retainer, which helps ensure the consultant's availability over a defined time period. Managers should be particularly wary of a consultant who offers to save the organization money on communications expenses—typically phone bills—for a percentage of the savings. Quite often this individual will not

render any other services after making some cost-cutting recommendations. Fortunately, the number of cost-cutting consultants has diminished greatly.

To avoid problems concerning compensation and the amount and type of services rendered, negotiate a contract with a consultant in which the types of services expected and the amount and means of compensation are clearly defined and agreed upon by both parties. Doing so can help avoid many problems that occur "after the fact."

While consultants generally offer valuable services, they are not infallible; and some in fact, may be problematic. Clients have expressed a number of typical complaints about consultants: they lack experience, they are too young, or they

are unable to stick to the client's task. Some clients have complained that a consultant pirated their employees. Others have reported consultants who merely rehashed existing ideas and opinions, offered nothing new, but charged an exorbitant fee; they have also mentioned consultants who are insensitive to their problems. When assessing a consultant's potential, it is a good idea to evaluate how well he or she will fit into the corporate culture. It is also wise to pinpoint any personal traits that could prove troublesome.

Ensuring a Successful Engagement

The success of a client/consultant relationship generally rests on both sides' willingness to cooperate and communicate fully. While there are many intricacies involved in conducting a successful project, several key points should be highlighted:

- Define the project carefully. Make sure you have determined the real problem.
- Select the consultant carefully. Don't jump at the first one to submit an attractive bid.
- Establish the responsibilities of both sides. As the client, make a commitment to the project's success. Get assurances that your consultant will do the same.
- A successful project requires management. Provide effective supervision and support by setting and maintaining the course of action, as well as conducting regular progress reviews.
- Follow up on the consultant's recommendations. Review the project approximately one month after completion and later at regular intervals, to evaluate further progress and identify problems.
- Was the project successful? Measure the results and keep management informed.

The Directory

As we mentioned earlier, there are several sources of information about communications

consultants—business associates, communications user groups, and the Yellow Pages. Datapro's "Directory of Communications Consultants" covers a wide range of project areas, such as voice communications, data communications, long-distance bypass, and office automation. The directory is updated annually.

Each listing includes the name, address, and telephone number of the firm; the person to contact for more information; the date founded; the number of active consultants on staff; the geographic area served; and a description of the services, including technology and applications specialties. To help you verify a consultant's objectivity, we have included a section that explores the consultant's affiliations with other companies.

Once again, we emphasize the importance of verifying the reputation and objectivity of the consultant before hiring. Make sure he or she is unbiased and has no conflict of interest or affiliation with a particular supplier.

The Society of Telecommunications Consultants (STC) establishes standards of excellence for its members and reinforces the contributions its members make through an annual conference and periodic input to regulatory agencies. STC members are required to swear by a code of ethics that prohibits a conflict of interest and which requires them to reveal relevant business relationships to their clients. The STC's address is:

Society of Telecommunications Consultants
1841 Broadway, Suite 1203
New York, NY 10023
Telephone (212) 582-3909

Thank You

We extend our thanks to the consulting firms listed in this directory for complying with our requests for information.

Firm	A & D Telecommunications Consulting	A-H & Associates Inc.	Abernathy Business Consultants, Inc.	ACC Long Distance Corp.
General Information				
Address	14320 W. 94th Terrace	55 New Montgomery Street, Suite 721	4 Professional Drive, Suite 113	39 State Street
Telephone Number	Lexexa, KS 66215 (913) 888-5429	San Francisco, CA 94105 (415) 974-5335	Gaithersburg, MD 20879 (301) 921-0646	Rochester, NY 14614 (716) 987-3000
Year Founded	01/01/84	01/01/85	01/01/78	02/01/82
Number of Active Consultants on Staff	1	2	4	4
Geographic Area Served	Midwest	Western U.S.	U.S.	NY, MA, CT
Customer Contact	James Blackwell	Al Armand President	Frances Smith Abernathy President	Mary Manard Mgr. Corporate Communications
Technology Specialties	Fiber optics, ISDN, key systems, LANs, PBXs, T1, teleconferencing, voice data integration	E-Mail, fiber optics, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, voice data integration, voice messaging	Comm software, E-Mail, info security, LANs, net mgmt, office automation, PC comm, private net, security, SNA nets, T1, voice data integration	Fiber optics, long-dist. alternatives, microwave, muxes, net mgmt, packet switch, private net, T1
Applications Specialties	Corporate users, educational institutions, government agencies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, service bureaus, utilities, retail chains; insurance	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, telephone operating companies
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	No
Training/Education	Yes	Yes	No	No
RFP Preparation/Evaluation	Yes	Yes	Yes	No
Strategic Planning	No	Yes	Yes	No
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	No	Vendor did not specify	Yes	No
Administrative/Management Services	—	—	—	No
Production Design and Development	No	Vendor did not specify	No	No
Cost Analysis	Yes	Yes	Yes	No
Competitive Analysis	Yes	Yes	Yes	No
Other	—	—	Capacity planning; security audit	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm	Outside companies	Outside companies	Firm, affiliated company, ACC Network Corp., ACC Local Fiber Corp.
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	—	Also provides performance analysis, computer/communications-related litigation support	—

Firm	Advanced Systems Company	Andersen Consulting	Anderson Glasgow, Inc.	ARINC Research Corp.
General Information				
Address	One Plymouth Drive	100 S. Wacker Drive, 5th Floor	1146 Walker Road	2551 Riva Road
Telephone Number	Cherry Hill, NJ 08034 (609) 428-7672	Chicago, IL 60606 (312) 507-6404	Great Falls, VA 22066 (703) 759-9696	Annapolis, MD 21401 (301) 266-4000
Year Founded	01/01/87	01/01/13	01/01/84	01/01/58
Number of Active Consultants on Staff	1	2,000	7	1,100
Geographic Area Served	NJ, NY, PA, DE	International	U.S.	U.S.
Customer Contact	Carl R. Faix	Lyle D. Ginsburg Partner Telecom Consulting	J. Anderson, R. Glasgow	R.M. Glennon Mgr. Business Development
Technology Specialties				
	Key systems, long-dist. alternatives, microwave, PBXs, PC comm, private net, security, T1, video, voice data integration, testing	LANs, security, voice data integration, telecom planning & strategy	Comm software, EDI, E-Mail, fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, net mgmt, office automation, packet switch, PBXs, PC comm, private net, SNA nets, T1, teleconferencing, voice data integration, voice messaging	Energy mgmt., LANs, long-dist. alternatives, net mgmt, office automation, packet switch, private net, satellite
Applications Specialties				
	Corporate users, financial institutions, manufacturing corporations, multiple building environment, telephone operating companies	Financial institutions, government agencies, health care facilities, utilities, Ind. Products; Consumer Prod.	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, multiple building environment, real estate developers	Corporate users, government agencies, military, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	No	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	No	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	No
Administrative/Management Services	No	Yes	Yes	No
Production Design and Development	Yes	Yes	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	No
Other	Equipment audits	—	Implementation	Integration analysis & eng.
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Firm, outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	Faix has an MSEE and was a technical consultant for RCA's corporate network for nine years. Company also has experience with professional practice clients.	Andersen Consulting is a Member Firm of the Arthur Andersen Worldwide Organization.	—	An affiliated company (Aeronautical Radio Inc.) is the communications co. supporting the scheduled airlines.

Firm	Arthur D. Little, Inc.	Arthur Young & Co.	Automated Analyst Service, Inc.	Bank Data Bank Consultants
General Information				
Address	25 Acorn Park	515 South Flower Street	P.O. Box 1847	Box 80
Telephone Number	90 Industrial Way Cambridge, MA 02140 (617) 864-5770	Los Angeles, CA 90071 (213) 977-3403	New City, NY 10956 (914) 634-7640	Carle Place, NY 11514 (516) 334-7362
Year Founded	01/01/86	1896	01/01/82	07/01/77
Number of Active Consultants on Staff	1,500	20	Varies	2
Geographic Area Served	Worldwide	U.S. and International	U.S.	U.S.
Customer Contact	Cliff Worth Private Networks Practice Mgr.	Jeanne Chapman	Nathan Mire President	Douglas Blaine Kenney President & Founder
Technology Specialties	Fiber optics, ISDN, LANs, private net, voice data integration, voice telephone systems	Electronic mail; information security; interactive audio/video; long distance alternatives; LANs; microwave; mobile radio; modems; multiplexers; See Comments	Fax, key systems, long-dist. alternatives, PBXs, PC comm, telex, voice data integration, voice messaging	Fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, trading room technology
Applications Specialties	Corporate users, government agencies, international	Corporate users; education; financial; government; health care; utilities	Corporate users, educational institutions, manufacturing corporations, service bureaus	Corporate users, financial institutions, international, multiple building environment, shared tenant services enterprises
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	Yes	No	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	No	Yes	Yes
Other	—	Project planning; project management; system design and implementation	—	Dealing room implementation
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Firm, affiliated company, Today's Telecom Group, Garland, TX, outside companies
Recommended Services are Available Through:	Outside companies	Consultant; outside cos.	Outside companies	Firm, affiliated company, Rakusin Architects Inc., NY
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Provides strategic and operational assistance based on a blend of technological, managerial, and competitive expertise.	Other technology areas include packet switching; private networks; radio paging; satellite; T1; voice/data integration; and voice messaging.	All principals are members of the Society of Telecommunications Consultants.	Specializes in banking and brokerage telecommunications and data communications technology and implementation.

Firm	BB&K Associates	Ben Sanford & Associates, Inc.	Booz-Allen & Hamilton, Inc.	Brandon Interscience, inc.
General Information				
Address	42 1/2 Center Street	2100 Highway 360, Suite 404	4330 East West Highway	4675 Stevens Creek Boulevard Suite 241 Santa Clara, CA 95051 (408) 243-6666
Telephone Number	Rutland, VT 05701 (802) 747-4400	Grand Prairie, TX 75050 (214) 660-2099	Bethesda, MD 20814 (301) 951-2200	
Year Founded	10/01/88	01/01/82	01/01/14	01/01/80
Number of Active Consultants on Staff	3	3	4,000	8
Geographic Area Served	North America	Texas; Southwest	Worldwide	International
Customer Contact	Vendor did not specify	Ben Sanford President	Donna Hickling Mktg. Systems Manager	Paul L. Brandon President
Technology Specialties	Key systems, long-dist. alternatives, PBXs, T1	Key systems, long-dist. alternatives, microwave, PBXs, private pay phones, T1	Comm software, EDI, energy mgmt., FCC licensing, fiber optics, info security, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, T1, teleconferencing, video, voice data integration, VSAT	Comm software, EDI, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, T1, teleconferencing, video, voice data integration, voice messaging, VSAT
Applications Specialties	Corporate users, educational institutions, financial institutions, manufacturing corporations	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	No	No	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	No	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	No	Yes	Yes
Administrative/Management Services	No	Yes	Yes	Yes
Production Design and Development	No	No	Yes	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	No	Yes	Yes
Other	—	Billing audits	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Firm, outside companies	Firm, outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Principal is on Board of Directors of Society of Telecommunications Consultants.	—	Specializes in voice, data, and video systems planning and development for switching, distribution, and networking systems. Planning and support services offered.

Firm	Call Control Systems	Callahan & Associates, Inc.	Campbell Management Advisors, Inc.	CC&I Engineering
General Information				
Address	3027 Calle Fronteras	7 S. Bayview Avenue	127 34th Street	1323 W. Main Street
Telephone Number	San Clemente, CA 92672 (714) 492-2838	Fairhope, AL 36532 (205) 928-1559	New Orleans, LA 70124 (504) 482-5400	Sun Prairie, WI 53590 (608) 837-7822
Year Founded	01/01/83	01/01/76	01/01/81	01/01/51
Number of Active Consultants on Staff	2	4	3	11
Geographic Area Served	U.S.	Southeast, Southwest	North America	U.S.; International
Customer Contact	Terry J. Smith President	Robert B. Callahan, Sr. President	Patrick E. Campbell President and CEO	Ed Pagelow - Sun Prairie Bob Reif - Fargo office
Technology Specialties	Key systems, long-dist. alternatives, PBXs	Comm software, EDI, E-Mail, fax, fiber optics, info security, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, private net, security, SNA nets, T1, teleconferencing, voice data integration, voice messaging, disaster recovery, ACD	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, wiring systems	Fiber optics, interactive audio/video, ISDN, LANs, microwave, muxes, net mgmt, packet switch, PBXs, private net, SNA nets, T1, teleconferencing, video, voice data integration
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, real estate developers, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities, prof. services; transportation	Corporate users, educational institutions, government agencies, health care facilities, multiple building environment, service bureaus, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	No	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	Yes	No
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	No	No	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	No
Other	—	—	User & mgmt. telecom. trng.	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Vendor did not specify
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Vendor did not specify
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Firm
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in providing network analysis studies on local service, FX, PL, TL, WATS, 800, calling card/collect & international usage. Also provides ARS/LCR/FRS design.	—	STC Member. Other technologies in- clude data communications and EDP	—

Firm	CIMI Corp.	Cleveland & Cleveland	Comm Consultants	Commonwealth Communications
General Information				
Address	520 Haddon Avenue	350 N. Ninth, Suite 304	22066 Cedardale Drive	Div. of C-TEC Corp.
Telephone Number	Haddonfield, NJ 08033 (609) 354-1088	Boise, ID 83702 (208) 338-1158	Diamond Bar, CA 91765 (714) 861-2353	256 N. Sherman Street Wilkes-Barre, PA 18702 (717) 820-5001
Year Founded	05/01/82	09/01/86	01/01/72	01/01/78
Number of Active Consultants on Staff	4	2	4	40
Geographic Area Served	U.S.	U.S.	Western U.S.	North America
Customer Contact	Thomas L. Nolle President	Doug Cleveland Consultant	Don Bushor Partner	Don Doff Senior Sales Manager
Technology Specialties	Comm software, EDI, E-Mail, fiber optics, info security, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, SNA nets, T1, voice data integration, voice messaging, VSAT	Comm software, E-Mail, fax, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, PBXs, PC comm, private net, radio paging, satellite, T1, teleconferencing, voice data integration, voice messaging, VSAT	Comm software, LANs, long-dist. alternatives, microwave, office automation, PBXs, voice data integration, voice messaging	Comm software, EDI, E-Mail, FCC licensing, fiber optics, interactive audio/video, ISDN, key systems, LANs, microwave, mobile radio, muxes, net mgmt, office automation, packet switch, PBXs, private net, radio paging, satellite, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT, relocation, facilities mgmt.
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, service bureaus, shared tenant services enterprises, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	No
Administrative/Management Services	No	No	No	Yes
Production Design and Development	Yes	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	No
Other	—	—	—	Telecom eng.; disaster rec.
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Firm, outside companies
Recommended Software is Available Through:	Firm, outside companies	Outside companies	Outside companies	Firm, outside companies
Recommended Services are Available Through:	Firm, outside companies	Outside companies	Outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	—	—	Specializes in telecommunications consulting, engineering, implementation, management, and relocation services to corporations, government, institutions, and utilities.

Firm	Communication Resources	Communication Resources Company, Inc.	Communications Networks Architects, Inc.	Communications Plus
General Information				
Address	Box 2018	17155 Newhope Street, Suite N	P.O. Box 32063	10408 Antioch
Telephone Number	Haddonfield, NJ 08033 (609) 429-6843	Fountain Valley, CA 92708 (712) 546-2771	Washington, DC 20007 (202) 775-8000	Overland Park, KS 66212 (913) 381-1170
Year Founded	01/01/74	05/01/75	01/01/73	01/01/83
Number of Active Consultants on Staff	2	9	12	3
Geographic Area Served	U.S.	Western U.S.	International	Midwest
Customer Contact	Lee Goeller	J.L. Supernaw President	Kathryn A. Dzubeck Executive Vice President	Ron Chilcoat President
Technology Specialties				
	ISDN, key systems, long-dist. alternatives, net mgmt, PBXs, private net, T1, teleconferencing, telex, voice data integration, voice messaging	E-Mail, fax, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, private net, private pay phones, radio paging, SNA nets, T1, teleconferencing, voice data integration, voice messaging	Comm software, EDI, E-Mail, fax, ISDN, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, SNA nets, T1, teleconferencing, voice data integration, voice messaging, VSAT	Comm software, E-Mail, fax, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, PBXs, PC comm, private net, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, long-distance calling
Applications Specialties				
	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, multiple building environment	Corporate users, educational institutions, financial institutions, international, manufacturing corporations, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	No	No	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	No
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	The two consultants with this firm have a total of over 70 years' experience in telecommunications.	Each project manager has 20 or more years' experience; firm has field offices in Livermore, CA and Phoenix, AZ; experts in public bidding.	—	—

Firm	Communications Resource Corp.	Communications Sales Dynamics, Inc.	Comsul Ltd.	ComTrol Company
General Information				
Address	522 Pass Road	2855 Campus Drive, Suite 220	7500 San Felipe, Suite 900	122 N. Kirkwood Road
Telephone Number	Gulfport, MS 39506 (601) 863-4170	San Mateo, CA 94403 (415) 570-0505	Houston, TX 77063 (800) 423-8671	Kirkwood, MO 63122 (314) 821-4545
Year Founded	11/01/85	01/01/78	01/01/67	01/01/69
Number of Active Consultants on Staff	5	5	30	4
Geographic Area Served	U.S.	U.S.; Canada	U.S.; International	E. Missouri, SW Illinois
Customer Contact	Vendor did not specify	Tony Knowles President	Michael R. Dillingham	Harry Strinmann Sales Manager
Technology Specialties				
	Comm software, EDI, fax, fiber optics, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, PBXs, PC comm, private net, private pay phones, T1, teleconferencing, voice data integration, voice messaging	Comm software, fax, ISDN, key systems, LANs, long-dist. alternatives, net mgmt, office automation, PBXs, T1, voice data integration, voice messaging, call accounting	EDI, E-Mail, fax, fiber optics, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT, cabling, universal	Fax, key systems, LANs, long-dist. alternatives, office automation, PBXs, T1, voice data integration, voice messaging, IntraLATA LD arrangements
Applications Specialties				
	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, financial institutions, government agencies, health care facilities, multiple building environment, real estate developers, architects & designers	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, trucking companies
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	No	Vendor did not specify
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	Vendor did not specify
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	No	Vendor did not specify
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	Vendor did not specify
Affiliations				
Recommended Hardware is Available Through:	Firm, outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Firm, outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Firm, outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	Sometimes, Authorized agent for South Central Bell Centrex/Essx.	No	No	No
Comments				
	—	—	—	Specializes in detailed analysis of systems by individual item, cost, and location. Experts in IntraLATA long-distance, dedicated line arrangements, and overall system design.

Firm	Consultel, Inc.	Coopers & Lybrand	CCC/Corporate Communications Consultants, Inc.	CyberLink Corp.
General Information				
Address	30 Boston Post Road	1100 Louisiana, Suite 4100	370 Lexington Avenue	1790 30th Street, Suite 300
Telephone Number	Wayland, MA 01778 (617) 647-7777	Houston, TX 77002 (713) 757-5200	New York, NY 10017 (212) 883-1191	Boulder, CO 80301 (303) 447-2122
Year Founded	01/01/82	01/01/53	01/01/79	01/01/82
Number of Active Consultants on Staff	5	47	4	12
Geographic Area Served	U.S.	U.S.; International	NY City; metropolitan	U.S.
Customer Contact	Douglas J. Mitchell President	S. Verdette Hall Director Telecommunications	Jane Laino President	Steve Toth Senior Consultant
Technology Specialties	E-Mail, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, PBXs, PC comm, private net, T1, teleconferencing, voice data integration, voice messaging	Comm software, EDI, E-Mail, fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, E-911 systems	LANs, long-dist. alternatives, PBXs, PC comm, telex, voice messaging, see comments	Comm software, energy mgmt., fax, FCC licensing, fiber optics, info security, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, satellite, SNA nets, T1, voice data integration, voice messaging, VSAT, wire/cable design
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, telephone operating companies, utilities, entertainment/sports fac.	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment, real estate developers	Corporate users, educational institutions, government agencies, military, multiple building environment, shared tenant services enterprises
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	No
Administrative/Management Services	Yes	No	Yes	Yes
Production Design and Development	Yes	No	No	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	No	Yes
Other	Implementation	Proj. mgmt. of installations	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Additional services include facility/architectural planning of raised floor environments, e.g., computer & radio dispatch centers.	Other technologies include telecommunications mgmt.; telephone bill auditing; relocations; brokerage trading rooms. Jane Laino is Exec. VP of the STC.	The firm is a member of Society of Telecommunications Consultants (STC) and the IEEE.

Firm	D C Consulting	Data/Comm, Inc.	Dataquest	DAVCOM Communications Consultants, Inc.
General Information				
Address	906 SE Wanda Drive, P.O. Box 195	Heritage Road, RD 2, Box 314	1290 Ridder Park Drive	5091 Spring Rock Terrace NE
Telephone Number	Ankeny, IA 500210195 (515) 964-9034	Barnsboro, NJ 08080 (609) 468-6060	San Jose, CA 951312398 (408) 437-8000	Roswell, GA 30075 (404) 993-7770
Year Founded	01/01/87	01/01/83	01/01/68	01/01/83
Number of Active Consultants on Staff	1	3	550	2
Geographic Area Served	Midwest	Phila., NY, Baltimore, DC	Worldwide	Southeast
Customer Contact	Dorothy A. Creswell President	C. Yahrling V.P. Technical Projects	Greg Carlsted Group Dir. Telecomm. Ind. Svc.	David L. Sulhoff President
Technology Specialties	Comm software, E-Mail, fax, modems, muxes, PC comm, SNA nets	Comm software, E-Mail, fiber optics, LANs, microwave, modems, muxes, net mgmt, office automation, packet switch, PC comm, T1	Comm software, EDI, E-Mail, fax, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, radio paging, satellite, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT, semiconductors, workstations	E-Mail, fiber optics, ISDN, LANs, long-dist. alternatives, microwave, muxes, office automation, packet switch, PBXs, private net, T1, voice data integration, voice messaging, VSAT
Applications Specialties	Corporate users, educational institutions, manufacturing corporations	Corporate users, educational institutions, financial institutions, health care facilities, multiple building environment, service bureaus	Corporate users, educational institutions, financial institutions, health care facilities, international, manufacturing corporations, multiple building environment, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, financial institutions, government agencies, manufacturing corporations, multiple building environment
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	No
RFP Preparation/Evaluation	Yes	Yes	No	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	No	Yes
Market Research and Analysis	No	No	Yes	No
Administrative/Management Services	Yes	No	No	No
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	No	Yes	No
Other	—	Documentation	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Firm, affiliated company, outside companies	Vendor did not specify	Outside companies
Recommended Software is Available Through:	Outside companies	Firm, affiliated company, Physician's choice, outside companies	Vendor did not specify	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Firm, affiliated company	Firm, parent company, Dunn and Bradstreet, subsidiary company, Focus Research, Ledgeway Group	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Specializes in OS/2 & Novell LAN design and installation, including applications design.	Specializes in worldwide market intelligence, market research, tactical and strategic analysis, surveys, pvt. consulting.	Specializes in project management skills. Designs premises cabling/fiber optic systems.

Firm	DCE Communication Consultants Ltd.	Deloitte & Touche	DeLong & Associates	Delphi Inc.
General Information				
Address	201-251 Laurier Avenue W.	250 E. Fifth Street	P.O. Box 7000-554	525 Wanaque Avenue
Telephone Number	Ottawa, ON K1P 5J6 (613) 563-0091	Cincinnati, OH 45202 (513) 784-7299	Palos Verde Peninsula, CA 90274 (213) 377-2426	Pompton Lakes, NJ 07442 (201) 839-5770
Year Founded	01/01/75	01/01/05	01/01/83	01/01/76
Number of Active Consultants on Staff	2	150	3	8
Geographic Area Served	U.S.; Canada	International	U.S.; Europe	North America, Europe, Middle East
Customer Contact	Elaine Wade Consultant	Jerry Sigler; Danny Corbett Principal	Ken DeLong Managing Partner	Carolyn Park Managing Director
Technology Specialties	E-Mail, fax, FCC licensing, fiber optics, info security, interactive audio/video, ISDN, key systems, LANs, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, security, teleconferencing, voice data integration, voice messaging, DOC licensing	Comm software, EDI, info security, key systems, LANs, long-dist. alternatives, net mgmt, office automation, PBXs, private net, security, teleconferencing, voice data integration, voice messaging, strategic planning	Comm software, EDI, E-Mail, fax, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	Comm software, EDI, info security, ISDN, LANs, modems, muxes, net mgmt, packet switch, PC comm, private net, security, SNA nets, T1, voice data integration
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, telephone operating companies, utilities, retail	Corporate users, financial institutions, health care facilities, international, manufacturing corporations, military, multiple building environment, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, international, manufacturing corporations, military, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	No
Training/Education	No	No	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	No	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	No
Administrative/Management Services	No	Yes	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	No	Yes
Other	Cable design engineering	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Firm
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	This firm assists non-Canadian equipment manufacturers with certification from department of communications and type approval (Canadian version of FCC requirements).	—	—	Specializes in computer-based training (CBT) courses, videotapes, and seminars on data and telecommunications, LANs, and PCs

Firm	Delta Telecomm Company	DigiNet Inc.	DJF Associates, Inc.	E. C. Hunter Associates, Inc.
General Information				
Address	45 Rosewood Drive	7525 SE 24th, Suite 490	2434 Highway 120, Suite 110	132 Atkinson Avenue
Telephone Number	Hawthorne Woods, IL 60047 (708) 540-9000	Mercer Island, WA 98040 (206) 232-9900	Duluth, GA 30136 (404) 476-4070	Syracuse, NY 13207 (315) 476-3811
Year Founded	01/01/81	05/01/87	12/15/83	01/01/79
Number of Active Consultants on Staff	4	3	3	4
Geographic Area Served	International	WA, OR, ID	National; International	U.S.; Canada
Customer Contact	Ron Gaj President	Phil Christensen Account Executive	Dave Funderburg President	Everest C. Hunter President
Technology Specialties				
	Fax, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, radio paging, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	Interactive audio/video, microwave, mobile radio, modems, muxes, net mgmt, private net, T1, video, voice data integration	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, satellite, T1, teleconferencing, voice data integration, voice messaging, VSAT, disaster recovery, voice/data	Comm software, EDI, E-Mail, fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, T1, teleconferencing, video, voice data integration, voice messaging, VSAT, wire & cable technologies
Applications Specialties				
	Corporate users, educational institutions, financial institutions, international, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises, lodging	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, broadcasting	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, military, multiple building environment, telephone operating companies, utilities, not-for-profit corporations
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	No	Yes	Yes
Other	Audits	—	—	Productivity imp.; pub. rel.
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Vendor did not specify	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Firm, parent company, and affiliated company, and other suppliers	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	Member of the Society of Telecommunications Consultants	—	—	On Editorial Board of Datapro Communications Alternatives. Frequent author/lecturer.

Firm	Electronic Data Systems Corp.	Electronic Labs	Elert & Associates	Engineering and Technical Services
General Information				
Address	7171 Forest Lane	105 High Clear Drive	23 Empire Drive	P.O. Box 2287
Telephone Number	Dallas, TX 75230 (214) 604-6000	Stamford, CT 06905 (203) 822-3676	St. Paul, MN 55103 (612) 228-9302	Melbourne, FL 32902-2287 (407) 724-5678
Year Founded	04/01/62	01/01/72	03/01/84	01/01/82
Number of Active Consultants on Staff	Vendor did not specify	7	16	15
Geographic Area Served	Worldwide	Westchester Cnty.; NY, CT	U.S.	International
Customer Contact	Phyllis Van Aken Market Relationships	Frank Hajdu Owner	Gary Elert President	Lloyd D. Brownhill Director of Marketing
Technology Specialties	Comm software, EDI, E-Mail, energy mgmt., fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, microwave, modems, muxes, net mgmt, PC comm, private net, satellite, security, SNA nets, T1, telconferencing, video, voice data integration, voice messaging, VSAT	Comm software, EDI, E-Mail, fax, FCC licensing, fiber optics, LANs, mobile radio, modems, muxes, office automation, PC comm, private net, satellite, security, voice messaging	E-Mail, fax, FCC licensing, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, long-dist. alternatives, microwave, mobile radio, office automation, PBXs, radio paging, T1, video, voice data integration, voice messaging, VSAT	Fiber optics, key systems, microwave, private net, satellite, VSAT, cellular radio
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, government agencies, real estate developers, service bureaus, Radio/TV stations	Educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, government agencies, international, military, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	No	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	No
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	Yes	Yes	Yes	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Vendor did not specify	Outside companies	Firm, outside companies
Recommended Software is Available Through:	Firm, parent company, affiliated company, outside companies	Vendor did not specify	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, affiliated company, subsidiary company	Firm	Outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in providing solutions for the management and movement of voice, data, and video information to customers worldwide	—	—	Specializes in all areas of satellite earth station and VSAT networking

Firm	Ergo Software, Inc.	Ernst & Young	Federal Engineering, Inc.	Flack & Kurtz Consulting Engineers
General Information				
Address	5207 Bay Road	515 S. Flower Street	2722 Merrilee Drive	475 Fifth Avenue
Telephone Number	Bensalem, PA 19020 (215) 245-8475	Los Angeles, CA 90071 (213) 977-3851	Fairfax, VA 22031 (703) 560-7500	New York, NY 10017 (212) 532-9600
Year Founded	11/01/81	Vendor did not specify	01/01/83	01/01/69
Number of Active Consultants on Staff	1	70	24	300
Geographic Area Served	SE PA, Central & S. NJ	US & International	U.S.; International	International
Customer Contact	Gary K. Berkhelser President	Veanne Chapman Sr. Manager	Susan Koepper Marketing Dept.	Walter A. Cooper Principal
Technology Specialties	Comm software, PC comm	Energy mgmt., fax, fiber optics, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, ACD/Call Centers	Comm software, EDI, E-Mail, fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT	Comm software, EDI, E-Mail, energy mgmt., fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, T1, teleconferencing, video, voice data integration, voice messaging, VSAT, computer facilities
Applications Specialties	Corporate users, government agencies, military	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, shared tenant services enterprises, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, service bureaus, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, shared tenant services enterprises, telephone operating companies, utilities, architects
Services Provided				
Equipment Evaluation	No	Yes	No	Yes
Training/Education	No	Yes	Yes	No
RFP Preparation/Evaluation	No	Yes	Yes	Yes
Strategic Planning	No	Yes	Yes	Yes
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	No	No	Yes	No
Administrative/Management Services	No	Yes	Yes	Yes
Production Design and Development	Yes	No	No	Yes
Cost Analysis	No	Yes	Yes	Yes
Competitive Analysis	No	No	Yes	Yes
Other	—	—	Network design	Plans and specifications
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Firm, outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Outside companies	Firm, affiliated company	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in the development of software for embedded systems with communications and control applications.	—	—	Specializes in Telecommunication/ Information Systems, electrical, mechanical, life safety, fire protection, and urban planning.

Firm	Florida Phone Consultants	G.R. Gordetsky Consultants, Inc.	George Kaludis Associates	Gillespie Prudhon & Associates, Inc.
General Information				
Address	3601-C S. Conway Road	11414 Windy Summit Place	2505 Hillsboro Road, Suite 302	1320 Bayport Avenue
Telephone Number	Orlando, FL 32814 (407) 282-2053	San Diego, CA 92127 (619) 487-4939	Nashville, TN 37212 (615) 297-3880	San Carlos, CA 94070 (415) 595-2145
Year Founded	01/01/84	01/01/82	11/09/77	01/01/80
Number of Active Consultants on Staff	2	3	10	5
Geographic Area Served	Eastern U.S.	U.S.	U.S.	International/Domestic
Customer Contact	Wayne F. Freeman President	Gordon Gordetsky President	Pamela Poteat Senior Consultant	Matt Prudhon, Chris Gillespie
Technology Specialties	Comm software, E-Mail, fax, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, private pay phones, satellite, T1, teleconferencing, voice data integration, voice messaging, VSAT	E-Mail, fax, fiber optics, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, private pay phones, T1, teleconferencing, telex, video, voice data integration, voice messaging, strategic planning	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, organizational issues	FCC licensing, fiber optics, microwave, teleconferencing, video, voice data integration
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, lodging, incoming call centers	Educational institutions, financial institutions, health care facilities, telephone operating companies	Corporate users, educational institutions, government agencies, health care facilities, international, manufacturing corporations, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	No
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	No	Yes	Yes	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	Yes	No
Other	—	—	Project mgmt.; interim mgmt.	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Vendor did not specify	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Vendor did not specify	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Firm, parent company	Firm, affiliated company
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	—	Provides the client experience in the data, voice, networking, and video technologies. Also serves as an on-site manager.	—

Firm	Green Consultants of VB, Inc.	Grimes and Associates	Grove Associates Inc.	Hartech, Inc.
General Information				
Address	414 22nd Street SE.	4137 Waterwheel Lane	18 B Lenox Pointe	P.O. Box 88
Telephone Number	Vero Beach, FL 32962 (407) 778-2573	Bloomfield Hills, MI 48013 (313) 626-5260	Atlanta, GA 30324 (404) 233-9611	Littleton, CO 80160 (303) 795-2813
Year Founded	02/01/84	01/01/79	01/01/81	10/01/71
Number of Active Consultants on Staff	8	1	5	1
Geographic Area Served	Southeastern U.S.	U.S.	Southeastern U.S.	U.S.
Customer Contact	Bert Green President	Donald P. Grimes President	George Grove President	James W. Hart, P.E. President
Technology Specialties	Comm software, E-Mail, energy mgmt., fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, net mgmt, office automation, PBXs, PC comm, private net, T1, teleconferencing, telex, voice data integration, voice messaging, VSAT	E-Mail, key systems, LANs, long-dist. alternatives, mobile radio, modems, muxes, office automation, packet switch, PBXs, radio paging, T1, teleconferencing, video, voice data integration, voice messaging	Fax, fiber optics, infrared short-haul trans, ISDN, key systems, long-dist. alternatives, net mgmt, office automation, PBXs, PC comm, private net, T1, teleconferencing, voice data integration, voice messaging	FCC licensing, fiber optics, infrared short-haul trans, long-dist. alternatives, microwave, mobile radio, satellite, T1, video, VSAT, broadcast station design
Applications Specialties	Corporate users, financial institutions, health care facilities, manufacturing corporations, multiple building environment, shared tenant services enterprises, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, real estate developers, service bureaus, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	No
Administrative/Management Services	No	No	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	No	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in voice and data communications design and engineering services	—	—	Microwave radio system design, two-way radio system design, LPTV station design.

Firm	Harvey S. Hershkowitz Associates, Inc.	Healthcare Communications, Inc. (HCI)	Henkels & McCoy, Inc.	Henry Adams, Inc.
General Information				
Address	519 Bloomfield Avenue, Suite 4D	11490 Commerce Park Drive Suite 120	985 Jolly Road, Code 06R	600 Baltimore Avenue
Telephone Number	Caldwell, NJ 07006 (201) 226-2059	Reston, VA 22091 (703) 648-3900	Blue Bell, PA 19422-0900 (215) 283-7800	P.O. Box 10657 Baltimore, MD 21204 (301) 296-6500
Year Founded	01/01/84	01/01/85	01/01/23	01/01/30
Number of Active Consultants on Staff	1	9	10	73
Geographic Area Served	U.S.	U.S.	Nationwide	Mid-Atlantic Reg. of U.S.
Customer Contact	Harvey S. Hershkowitz President	William G. Bouie Vice President-Technical Svcs.	James A. Mulhern Mgr. Communications Consulting	J. Markwood Harp, Sr. Communication Systems Engineer
Technology Specialties	EDI, E-Mail, fiber optics, infrared short-haul trans, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, T1, voice data integration	Comm software, fax, fiber optics, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, T1, teleconferencing, video, voice data integration, voice messaging	FCC licensing, fiber optics, LANs, microwave, office automation, packet switch, PBXs, private net, satellite, T1, video, voice data integration, voice messaging, VSAT, complex wiring	Energy mgmt., fax, fiber optics, infrared short-haul trans, interactive audio/video, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, PBXs, PC comm, radio paging, security, teleconferencing, video, voice data integration, voice messaging
Applications Specialties	Corporate users, financial institutions, telephone operating companies	Corporate users, educational institutions, health care facilities, multiple building environment, utilities	Corporate users, educational institutions, financial institutions, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, shared tenant services enterprises, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	No
Administrative/Management Services	No	Yes	Yes	Yes
Production Design and Development	Yes	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	No	No
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Firm, outside companies	Firm	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	30 years in the communications field including end-user, vendor, and consultant experience.	—	Specializes in complex wiring systems, planning and coordination with architects for new construction. Provides pragmatic solutions to clients' requirements.	Specializes in providing analysis, design, engineering, specification, and implementation services.

Firm	Hoffman Consulting	HTL Telemangement, Ltd.	Infotel Systems Corp.	Integrated Software Resources, Inc.
General Information				
Address	P.O. Box 1043	3901 National Drive	5240 Jaskow Drive	5728 Major Boulevard, Suite 500
Telephone Number	Solana Beach, CA 92075 (619) 276-7206	Burtonsville, MD 20866 (301) 236-0780	Richmond, BC V7E 5R3 (604) 596-9744	Orlando, FL 32819 (407) 351-9331
Year Founded	01/01/80	11/01/80	01/01/82	08/25/81
Number of Active Consultants on Staff	2	5	7	11
Geographic Area Served	World	U.S.; Canada	North America	U.S.; Foreign
Customer Contact	W.R. Hoffman Partner	Mary T. Freitag Vice President Marketing	Vendor did not specify	Donald R. Schmaltz
Technology Specialties	Energy mgmt., fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, PBXs, private net, T1, teleconferencing	Comm software, ISDN, long-dist. alternatives, muxes, packet switch, T1, voice data integration	LANs, net mgmt, packet switch, PBXs, voice data integration	Comm software, net mgmt, private net
Applications Specialties	Government agencies, military, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, telephone operating companies, utilities	Corporate users, international, telephone operating companies	Corporate users, international, service bureaus
Services Provided				
Equipment Evaluation	Yes	No	No	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	No	Yes
Strategic Planning	No	Yes	Yes	Yes
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	No	No	No	Yes
Administrative/Management Services	Yes	No	No	No
Production Design and Development	No	No	No	Yes
Cost Analysis	Yes	Yes	No	No
Competitive Analysis	No	Yes	No	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Affiliated company, Tandem Computers, outside companies
Recommended Software is Available Through:	Outside companies	Firm	Outside companies	Firm, outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	Sometimes receive hardware royalty from manufacturer.
Comments	—	—	—	—

Firm	Interconnect Solutions, Inc.	International System Strategies, Inc.	J. Hamilton Facilities	J. Leonard & Associates
General Information				
Address	4828-D Ronson Court 90 Industrial Way San Diego, CA 92111 (619) 560-0606	2470 Windy Hill Road, Suite 333 Atlanta, GA 30067 (404) 933-5384	P.O. Box 10129 Blacksburg, VA 24062-0129 (703) 552-9149	98 Mountanside Road Mendham, NJ 07945 (201) 543-6700
Telephone Number				
Year Founded	04/01/81	01/01/88	01/01/83	12/01/89
Number of Active Consultants on Staff	5	5	1	3
Geographic Area Served	California	U.S.; International	All areas	Northeast
Customer Contact	Allen Schneid Director of Sales	Clayton Bell Senior Consultant	John Fennick Consultant	John Leonard President
Technology Specialties	EDI, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, microwave, modems, muxes, net mgmt, office automation, private net, satellite, security, SNA nets, T1, teleconferencing, video, voice data integration, VSAT	Comm software, ISDN, LANs, modems, muxes, net mgmt, packet switch, PC comm, private net, security, SNA nets, dist. processing networks	Fiber optics, ISDN, LANs, modems, PBXs, PC comm, private net, voice data integration, integrated cable systems	Long-dist. alternatives, distribution programs
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, military, multiple building environment, real estate developers, service bureaus, telephone operating companies	Corporate users, educational institutions, government agencies, international, service bureaus	Corporate users, educational institutions, international, manufacturing corporations	Telephone operating companies, disaster recovery
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	No
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	No
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	No
Administrative/Management Services	Yes	Yes	No	No
Production Design and Development	Yes	Yes	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	No	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Firm	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, affiliated company, outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Other technologies include distributed processing networks and internet-working	—	—

Firm	J.H. Morgan Consultants	Jamison & Associates	Janine Asai	John A. Green Company
General Information				
Address	Post House Road	9204 LaRiviera Drive	18528 Tahoe Circle	4562 Royal Lane
Telephone Number	Morristown, NJ 07960 (201) 766-0969	90 Industrial Way Sacramento, CA 95826 (916) 361-3332	Fountain Valley, CA 92708 (714) 965-0446	Dallas, TX 75229-4201 (214) 357-4010
Year Founded	01/01/76	01/01/83	01/01/75	01/01/50
Number of Active Consultants on Staff	1	5	32	3
Geographic Area Served	International	CA; & 11 western states	U.S., Europe, Japan	Continental U.S.
Customer Contact	James H. Morgan Principal	Don & Jeanne Jamison	Janine Asai	John A. Green Owner
Technology Specialties				
	EDI, fiber optics, ISDN, LANs, microwave, modems, muxes, office automation, PBXs, private net, T1, voice data integration, wiring	Comm software, E-Mail, energy mgmt., fax, info security, ISDN, key systems, LANs, modems, net mgmt, office automation, PBXs, PC comm, private net, security, SNA nets, voice data integration, voice messaging	Comm software, EDI, key systems, muxes, net mgmt, office automation, PBXs, PC comm, private net, private pay phones, T1, teleconferencing, voice data integration, voice messaging	E-Mail, key systems, PBXs, security, General electrical engineering
Applications Specialties				
	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, shared tenant services enterprises, telephone operating companies, utilities, transportation	Corporate users, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, shared tenant services enterprises, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, military, multiple building environment, shared tenant services enterprises, packet switches	Corporate users, financial institutions, manufacturing corporations
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	No	Yes	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Firm, outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	Reorganizes user organizations for today's telecommunications and presents on-site seminars on advanced telecommunications.	—	—	—

Firm	John Richard Associates, Inc.	Ken Asten & Associates, Inc.	Kevin D. Murray Associates	Kingsley Associates, Inc.
General Information				
Address	24 Village Court	11000 Baird Avenue, P.O. Box 8406	P.O. Box 5004	25 Wisconsin Avenue
Telephone Number	Hazlet, NJ 07730 (201) 888-0700	Northridge, CA 91327 (818) 363-1192	Clinton, NJ 08809-5004 (201) 730-8733	Massapequa, NY 11758 (516) 731-6346
Year Founded	06/24/84	01/01/79	01/01/78	08/11/86
Number of Active Consultants on Staff	3	Varies	6	4
Geographic Area Served	Domestic; International	U.S.; Canada	International	Worldwide
Customer Contact	Vendor did not specify	Ken Asten President	Kevin D. Murray President	Chester K. Bellairs Jr. President
Technology Specialties	Private pay phones	Fiber optics, key systems, long-dist. alternatives, microwave, modems, muxes, net mgmt, PBXs, private net, T1, teleconferencing, voice data integration, voice messaging	Info security, security	Comm software, E-Mail, fax, ISDN, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, packet switch, PBXs, private net, satellite, T1, teleconferencing, telex, voice data integration, voice messaging, VSAT
Applications Specialties	Government agencies, international, manufacturing corporations, military, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, multiple building environment, telephone operating companies, utilities, entertainment industry	All applications	Corporate users, financial institutions, multiple building environment, publishing/broadcasting
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	No	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	No	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	Yes	No
Administrative/Management Services	No	Yes	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	No	Yes
Competitive Analysis	Yes	Yes	Yes	No
Other	—	Litigation support; emergency	Elect. eavesdropping detection	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	President is a member of the Society of Telecommunications Consultants and teaches university courses in telecommunications.	Professional certification: CPP-Certified Protection Professional American Society for Industrial Security.	—

Firm	Knight, O'Connor and Associates, Inc.	KPMG Peat Marwick	LanQuest Group	LanStart Inc.
General Information				
Address	2500 City West Boulevard Suite 2150 Houston, TX 77042 (713) 780-3226	3 Chestnut Ridge Road Montvale, NJ 07645 (201) 307-7625	1251 Parkmoor Avenue San Jose, CA 95126 (408) 283-8900	504 Iroquois Shore Road Oakville, ON L6H 3K4 (416) 842-2780
Telephone Number				
Year Founded	01/01/84	01/01/01	10/01/86	03/01/87
Number of Active Consultants on Staff	6	145	8	10
Geographic Area Served	U.S.; Int.; Gulf Coast	Worldwide	California, primarily	Canada
Customer Contact	Art O'Connor VP	Don Coughlin	Dr. Calvin Mick V.P. & General Mgr.	John Breakey National Sales Manager
Technology Specialties	Comm software, energy mgmt., fiber optics, info security, key systems, LANs, long-dist. alternatives, modems, net mgmt, office automation, PBXs, PC comm, private net, security, T1, teleconferencing, telex, video, voice data integration, voice messaging, data acquisition and proc.	Comm software, EDI, E-Mail, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	Comm software, E-Mail, LANs, net mgmt, PC comm	Comm software, E-Mail, fiber optics, infrared short-haul trans, LANs, long-dist. alternatives, microwave, net mgmt, office automation, PC comm, satellite, SNA nets, T1, video, VSAT
Applications Specialties	Corporate users, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities, LAN issues	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	No
Training/Education	Yes	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	No	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	No
Administrative/Management Services	Yes	Yes	No	No
Production Design and Development	Yes	No	Yes	No
Cost Analysis	Yes	Yes	No	Yes
Competitive Analysis	Yes	Yes	Yes	No
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Firm, outside companies
Recommended Software is Available Through:	Outside companies	Firm, outside companies	Outside companies	Firm, outside companies
Recommended Services are Available Through:	Outside companies	Firm, parent company, affiliated company, outside companies	Firm, outside companies	Firm, affiliated company
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Specializes in the strategic planning, design, and implementation of integrated networks. ²	LanQuest does extension LAN product listing for performance and compatibility in our Independent Network Test Lab. Helps users integrate multivendor LAN environments.	Specializes in communications planning, configuration designs, implementation, certifications, and professional training.

Firm	Laventhol & Horwath	LTK Management Systems	LTS Data Communications, Inc.	Lynch, Young & Associates Inc.
General Information				
Address	605 Third Avenue	One Sentry Parkway, Suite 4000	Roydon Drive N.	1101 Dove Street
Telephone Number	New York, NY 10158 (212) 983-4100	Blue Bell, PA 19422 (215) 941-5300	Merrick, NY 11566 (516) 783-0111	Suite 250 Newport Beach, CA 92660 (714) 752-8195
Year Founded	Vendor did not specify	01/01/86	05/01/86	01/01/76
Number of Active Consultants on Staff	Vendor did not specify	10	5	5
Geographic Area Served	Nationwide	U.S.	U.S.; International	Western U.S.
Customer Contact	B. Hopper, S.Thompson Associate, Principal	Robert E. Lee Communications Director	Jack Gencarelli President	Larry Young President
Technology Specialties	Comm software, E-Mail, energy mgmt., fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, security, SNA nets, T1, teleconferencing, voice data integration, voice messaging, VSAT	Comm software, energy mgmt., fax, ISDN, key systems, LANs, long-dist. alternatives, PBXs, PC comm, T1, voice messaging	Comm software, EDI, E-Mail, fax, fiber optics, info security, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, SNA nets, T1, telex, voice data integration, voice messaging	Comm software, E-Mail, fax, key systems, LANs, long-dist. alternatives, microwave, office automation, PBXs, T1, teleconferencing, telex, voice data integration, voice messaging, cabling design
Applications Specialties	Corporate users, educational institutions, financial institutions, health care facilities, hotel industry	Corporate users, educational institutions, financial institutions, government agencies, multiple building environment, shared tenant services enterprises	Corporate users, financial institutions, government agencies, health care facilities, international, multiple building environment, service bureaus, shared tenant services enterprises, air carriers	Corporate users, financial institutions, manufacturing corporations, multiple building environment, Legal and Prof. Svc. firms
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	No	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	No
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	No	No
Cost Analysis	Yes	Yes	No	Yes
Competitive Analysis	Yes	Yes	No	No
Other	—	—	Turnkey services	Contract negotiations
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm	Firm	Firm, outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	—	Firm provides contractors for project or facility mgmt. Firm's concept is to provide staff to act as in-house Tele/Data Communications representatives.	Larry Young is a member of the Society of Telecommunications Consultants.

Firm	Mark W. Golad Independent Consultant	MBG Associates, LTD	McDowell Romero	McGladrey & Pullen
General Information				
Address	574 Ackerman Avenue Glen Rock, NJ 07452 (201) 670-0263	370 Lexington Avenue, Suite 2008 New York, NY 10017 (212) 687-8580	131 E. Carmel Valley Road P.O. Box 1034 Carmel Valley, CA 93924 (408) 659-2558	1699 E. Woodfield Road, Suite 300 Schaumburg, IL 60173 (708) 517-7070
Telephone Number				
Year Founded	08/01/83	01/01/77	01/01/85	01/01/12
Number of Active Consultants on Staff	1	10	4	8
Geographic Area Served	NY, NJ, continental U.S.	U.S.; France	Domestic, International	U.S.
Customer Contact	Mark W. Golad Independent consultant	Michael Greenspan President	Jerry McDowell President	H. Mack Manning Principal
Technology Specialties	Comm software, LANs, long-dist. alternatives, modems, muxes, net mgmt, private net, SNA nets, T1, teleconferencing, VTAM/TCAM/NCP, IBM software	Comm software, long-dist. alternatives, net mgmt, PC comm, private net, Tariff/2 software	Fiber optics, ISDN, LANs, long-dist. alternatives, modems, muxes, net mgmt, packet switch, PC comm, private net, satellite, SNA nets, T1, voice data integration, VSAT	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, multiple building environment, service bureaus, shared tenant services enterprises, utilities	Corporate users, financial institutions, manufacturing corporations, service bureaus, retail	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, utilities
Services Provided				
Equipment Evaluation	Yes	No	Yes	Yes
Training/Education	Yes	No	Yes	Yes
RFP Preparation/Evaluation	No	No	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	No	Yes	Yes
Market Research and Analysis	No	No	Yes	Yes
Administrative/Management Services	No	No	Yes	Yes
Production Design and Development	No	Yes	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	No	Yes	Yes
Other	—	—	Organizational management	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Parent company, MBG Associates, Ltd.	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Parent company, MBG Associates, Ltd.	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Parent company, MBG Associates, Ltd.	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	Sometimes	No	No
Comments	—	Michael Greenspan has been a consultant for about 20 years, with many years of involvement in the area of Telecommunication.	Specializes in assisting both vendors and users with the integration of new voice and data technologies into their products or networks. Focus is on strategic plng. & mgmt.	—

Firm	Michael L. Rothberg Associates	Midwest Integrated Systems Laboratories, Inc.	Milstein Toccia Verbit, Inc.	Mullen Telecommunications Service
General Information				
Address	P.O. Box 6380	P.O. Box 29	1040 Kings Highway Nth	7400 E. Caley Avenue, Suite 170
Telephone Number	Somerset, NJ 08875-6380 (201) 247-0377	Watertown, WI 53094 (414) 262-8000	Cherry Hill, NJ 08034 (609) 482-1997	Englewood, CO 80111-6712 (303) 290-1090
Year Founded	01/01/80	01/01/85	01/01/89	01/01/81
Number of Active Consultants on Staff	6	5	5	1
Geographic Area Served	International	Midwest	Eastern U.S.	Worldwide
Customer Contact	Judy Morgenstern VP	James W. Romlein President	Susan Milstein President	Dale Mullen Owner & Consultant
Technology Specialties	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, LANs, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, SNA nets, T1, voice data integration, voice messaging	Comm software, E-Mail, fiber optics, infrared short-haul trans, ISDN, key systems, LANs, microwave, mobile radio, net mgmt, office automation, packet switch, PBXs, PC comm, private net, SNA nets, T1, teleconferencing, video, voice data integration, VSAT	Comm software, EDI, info security, LANs, modems, muxes, net mgmt, office automation	E-Mail, fax, ISDN, key systems, long-dist. alternatives, net mgmt, PBXs, private net, T1, voice data integration, voice messaging
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, utilities	Corporate users, government agencies, health care facilities, international, manufacturing corporations, real estate developers, service bureaus	Corporate users, educational institutions, financial institutions, government agencies, health care facilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	No
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	Yes	No	No	No
Cost Analysis	Yes	Yes	Yes	No
Competitive Analysis	Yes	No	Yes	No
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies; consultant; affiliate	Firm	Firm, outside companies	Firm
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	—	Specializes in professional services to companies seeking independent advice.	—

Firm	Multi-Tech Communications, Inc.	National Consulting Systems, Inc.	Nelson Communications, Inc.	Netcomm, Inc.
General Information				
Address	P.O. Box 273	9910 N. 48th Street	296 Newton Street	342 Madison Avenue, Suite 211
Telephone Number	Rockaway, NJ 07866 (201) 627-2518	Omaha, NE 68152 (402) 453-9292	Waltham, MA 02154 (617) 891-3800	New York, NY 10173 (212) 972-1600
Year Founded	02/25/88	01/01/84	01/01/71	06/05/81
Number of Active Consultants on Staff	1	9	5	12
Geographic Area Served	East Coast	U.S.	U.S.	Northeast U.S.
Customer Contact	Ronald E. Lewis President	James Beatty President	Bruce D. Nelson President	David P. Levin President
Technology Specialties	Fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, satellite, SNA nets, T1, voice data integration, VSAT, building-cable systems	Key systems, LANs, long-dist. alternatives, modems, net mgmt, office automation, PBXs, PC comm, teleconferencing, voice data integration, voice messaging	Fiber optics, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, T1, teleconferencing, voice data integration, voice messaging, wire & cable disaster recovery	LANs, net mgmt, office automation, voice data integration
Applications Specialties	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, health care facilities, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, financial institutions, multiple building environment
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	No	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	Yes
Administrative/Management Services	Yes	No	Yes	Yes
Production Design and Development	No	Yes	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	No	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Firm, outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Firm, outside companies
Recommended Services are Available Through:	Firm, outside companies	Outside companies	Outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Member of Society of Telecommunications Consultants and Building Industry Consulting Service International.	NCS also handles telephone bills for its clients and universities in developing telecommunications.	Bruce Nelson is president of the Society of Telecommunications Consultants.	Specializes in computer/communications engineering and systems integration services.

Firm	Network Design & Analysis Corp.	Network Resources, Inc.	North American Communications	Northeast Consulting Resources, Inc.
General Information				
Address	60 Gough Road, 2nd Floor	210 N. Bassett Street	1333 E Shepard Drive	85 Devonshire Street
Telephone Number	Markham, ON L3R 8X7 (416) 477-9534	Madison, MI 53703 (608) 258-7050	Sterling, VA 22170 (703) 478-9892	Boston, MA 02109 (617) 570-0780
Year Founded	01/01/83	01/01/87	01/01/83	10/01/84
Number of Active Consultants on Staff	12	2	5	6
Geographic Area Served	International	U.S.	National	US; Europe; Asia; Mexico
Customer Contact	Vendor did not specify	Krasna Svoboda President	Jerauld L. Olmsted President	Alden C. Purrington III
Technology Specialties	Comm software, net mgmt	Key systems, LANs, long-dist. alternatives, office automation, PBXs, private net, video, voice data integration, mgmt.; finance; inc. call cen.	E-Mail, fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, private pay phones, satellite, security, T1, teleconferencing, telex, voice data integration, voice messaging, VSAT, cable distribution	Comm software, ISDN, LANs, muxes, net mgmt, packet switch, private net, security, SNA nets, T1, voice data integration, routers/bridges
Applications Specialties	Corporate users, financial institutions, government agencies, international, telephone operating companies	Corporate users, educational institutions, government agencies, multiple building environment, real estate developers, shared tenant services enterprises, utilities, technology vendors	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, government agencies, health care facilities, manufacturing corporations, military, telephone operating companies
Services Provided				
Equipment Evaluation	No	Yes	Yes	No
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	No	Yes	Yes	Yes
Strategic Planning	No	Yes	Yes	Yes
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	No	No	No	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	No	No
Cost Analysis	No	Yes	Yes	No
Competitive Analysis	No	No	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Firm	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm	Outside companies	Outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Our company has pioneered data network design and management in Canada. We provide state of the art software products used by most major corporations	—	—	—

Firm	Owen D. Gearhart Telecommunications Consulting	Pacific Netcomm, Inc.	Patrick M. Monahan & Associates	Pennington Systems, Inc.
General Information				
Address	80 Middleton Lane	12470 SW First Street	907 N. Elm Street, Suite 300	65 S. Main Street, Building C
Telephone Number	Willingboro, NJ 08046 (609) 877-5710	Beaverton, OR 97005 (503) 641-3933	Hinsdale, IL 60521 (708) 920-5380	Pennington, NJ 08534 (609) 737-2727
Year Founded	01/01/88	01/01/83	01/01/75	01/01/77
Number of Active Consultants on Staff	1	7	18	2
Geographic Area Served	U.S.	U.S.; International	Midwest	U.S.; International
Customer Contact	Owen D. Gearhart	D.J. Dougherty Marketing Director	Richard L. Marcheschi Vice President	Stephen F. Heffner
Technology Specialties	Key systems, PBXs, see comments	Comm software, EDI, E-Mail, energy mgmt., fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	Comm software, EDI, E-Mail, fax, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, radio paging, satellite, SNA nets, T1, teleconferencing, telex, voice data integration, voice messaging, VSAT	Comm software
Applications Specialties	Corporate users, manufacturing corporations, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations	Vendor did not specify
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	No
Strategic Planning	No	Yes	Yes	Yes
Network Planning and Design	No	Yes	Yes	Yes
Market Research and Analysis	No	Yes	Yes	No
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	No	Yes	No	Yes
Cost Analysis	Yes	Yes	Yes	No
Competitive Analysis	No	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Other technologies include regulatory and tariff interpretation; central office equipment installation; CRIS/CABS billing investigation.	—	—	—

Firm	R. Bolger & Associates	RAK Associates	RAM Communications Consultants, Inc.	Richter Group
General Information				
Address	1740 Drury Lane Arlington Heights, IL 60004-4050 (708) 398-7537	17894 Clifton Park Lane Cleveland, OH 44107 (216) 228-2045	10 Woodbridge Center Drive Woodbridge, NJ 07095 (201) 636-6970	178 W. Longden Avenue Arcadia, CA 91007 (818) 445-0249
Telephone Number				
Year Founded	01/01/75	01/01/66	01/01/83	01/01/76
Number of Active Consultants on Staff	10	1	40	1
Geographic Area Served	International	U.S.	U.S.; United Kingdom	California
Customer Contact	Alfred E. Bolger President	R.A. Kuehn	Michael W. Hunter President	Dr. Henry L. Richter Owner
Technology Specialties				
	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, satellite, security, SNA nets, T1, telex, video, voice data integration, voice messaging, VSAT	Fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, long-dist. alternatives, microwave, modems, muxes, net mgmt, PBXs, private net, satellite, security, T1, teleconferencing, telex, video, voice messaging, VSAT	Comm software, E-Mail, FCC licensing, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, radio paging, T1, teleconferencing, video, voice data integration, voice messaging, mobile data communications	FCC licensing, key systems, microwave, mobile radio, muxes, office automation, PBXs, radio paging, T1
Applications Specialties				
	Corporate users, educational institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, real estate developers, telephone operating companies, utilities	Corporate users, educational institutions, government agencies
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	No
Market Research and Analysis	Yes	No	No	No
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	Yes	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	No	Yes	No
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Firm, affiliated company, outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Firm, affiliated company, outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, affiliated company, outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	Vendor did not specify	No	No
Comments				
	All consultants provided or recommended have a minimum of 10 years' background and are active in the industry.	—	Specializes in engineering, project management, and consulting services in most areas of communications. Performs mgmt. studies for emergency medical svcs. sys.	—

Firm	Robert Wade Brown & Associates	SagaTel	Sander Group, Inc.	SCS Engineering, Inc.
General Information				
Address	P.O. Box 2600	21, rue du Mont Thabor	346 Prestonfield Lane	9603 Barcelone
Telephone Number	Austin, TX 78768 (512) 453-2020	Paris, France 75001 42 96 99 00	Severna Park, MD 21146 (301) 647-6655	San Antonio, TX 78230 (512) 340-7622
Year Founded	01/01/76	06/01/80	01/01/81	01/01/83
Number of Active Consultants on Staff	2	16	1	5
Geographic Area Served	U.S.	France; Europe	Worldwide	U.S.
Customer Contact	Robert Wade Brown	Abraham Chauils President	Ronald Sander	Steven L. Davenport President
Technology Specialties	ISDN, key systems, long-dist. alternatives, PBXs, T1, teleconferencing, voice data integration, voice messaging	E-Mail, fax, ISDN, key systems, LANs, long-dist. alternatives, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, private net, satellite, T1, teleconferencing, voice data integration	Comm software, ISDN, LANs, modems, muxes, packet switch, SNA nets, DECnet; IBM; DEC integration	Comm software, E-Mail, fiber optics, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, private net, T1, teleconferencing, video, voice data integration, voice messaging
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities, political campaigns	Corporate users, educational institutions, financial institutions, government agencies, international, manufacturing corporations, military, multiple building environment, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, service bureaus, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, shared tenant services enterprises, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	No	Yes	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Outside companies	Firm, outside companies	Firm, outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in improving productivity & customer satisfaction	—	Technical training & consulting in data communications; IBM mainframe software teleprocessing systems; IBM's SNA, LU6.2, SAA, OSI products.	Specializes in providing a full range of communication and information management consulting services.

Firm	Southern Telecommunications Consultants	Spartak, Inc.	T.E. Consulting, Inc.	Tel-Analysis Corp.
General Information				
Address	4963 Meadowbrook Road	1501 Magnolia Avenue	2 Central Street	2285 S. El Camino Real
Telephone Number	Birmingham, AL 36242 (205) 991-5249	Winter Park, FL 32789 (407) 628-8877	Framingham, MA 01701 (508) 877-6494	San Mateo, CA 94403 (415) 572-8411
Year Founded	01/01/84	01/01/63	09/01/89	04/01/79
Number of Active Consultants on Staff	1	2	3	2
Geographic Area Served	Southeast U.S.	U.S.	National	Western U.S.
Customer Contact	Ronald L. Johnson President	Homer Whittaker President	Ernest D. Tunmann	James Guerrero Vice President
Technology Specialties	Comm software, EDI, E-Mail, energy mgmt., fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, T1, teleconferencing, video, voice data integration, voice messaging, VSAT	Comm software, EDI, E-Mail, FCC licensing, infrared short-haul trans, ISDN, key systems, long-dist. alternatives, microwave, modems, muxes, net mgmt, PBXs, PC comm, private net, T1, Least cost routing	Interactive audio/video, microwave, security, video, cable television	Fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, net mgmt, PBXs, PC comm, private net, private pay phones, T1, teleconferencing, voice data integration, voice messaging
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises	All telephone and data users	Corporate users, educational institutions, government agencies, health care facilities, international, military	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, multiple building environment, shared tenant services enterprises
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	No
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	This firm provides consulting services to many large companies in the Birmingham area.	Specializes in design of economically and technically viable systems to corporate clients. Expertise includes computer-based analysis and simulation of LCR.	—	Specializes in telephone cost reduction & control; telephone system planning, design, procurement, contracts, and implementation. Provides analysis of long-distance calling.

Firm	Tel-Econ Consultants, Inc.	Telchar Systems Inc.	TelCon Associates of Chicago, Inc.	TelCon Associates of St. Louis, Inc.
General Information				
Address	26 Frazer Drive	175 W. Jackson Boulevard	25W401 Hobson Road	1087 Francis Place
Telephone Number	Greenlawn, NY 11740 (516) 261-2600	Suite 1800 Chicago, IL 60604 (312) 922-0420	Naperville, IL 60540 (708) 961-0100	St. Louis, MO 63117 (314) 725-1395
Year Founded	01/01/71	01/01/76	01/01/76	09/01/76
Number of Active Consultants on Staff	3	1	2	4
Geographic Area Served	U.S.	Midwest, International	Illinois, national	U.S.
Customer Contact	Alan L. Berger President	Stephen J. Ujvarosy Managing Director	Richard J. Mead President	Allan Showtz President
Technology Specialties	Comm software, E-Mail, energy mgmt., fax, infrared short-haul trans, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, private pay phones, satellite, T1, voice data integration, voice messaging, VSAT, see Comments	Comm software, E-Mail, LANs, mobile radio, modems, net mgmt, office automation, PC comm, teleconferencing, voice messaging	Key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, PBXs, private net, satellite, T1, telex, voice data integration, voice messaging	Comm software, EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT
Applications Specialties	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises	Corporate users, educational institutions, financial institutions, international	Corporate users, educational institutions, financial institutions, manufacturing corporations	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	Yes	Yes
RFP Preparation/Evaluation	Yes	No	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	Yes
Administrative/Management Services	Yes	No	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	No	Yes	Yes
Competitive Analysis	Yes	No	No	Yes
Other	—	—	—	Network design
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Affiliated company	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Affiliated company	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Affiliated company	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Other technologies include private pay phones; radio paging; satellite; teleconf.; telex/TWX; voice/data integ.; voice messaging; VSAT; and management of company telecom.	—	Recommended services are available from consultant, affiliated companies (TelCon Associates, Inc.).	—

Firm	TelCon Associates, Inc.	Telecom Consultants Group, Inc.	Telecom Consulting Engineers	Telecom Planning Engineers
General Information				
Address	9411 Santa Fe Drive	120 S. Riverside Drive	P.O. Box 53012	705 Hibiscus Trail
Telephone Number	Overland Park, KS 66212 (913) 383-3200	Chicago, IL 60606 (312) 454-9396	Fayetteville, NC 28305-3012 (919) 391-1044	Melbourne Beach, FL 32951 (407) 725-9100
Year Founded	01/01/73	01/01/82	01/01/85	01/01/79
Number of Active Consultants on Staff	8	8	2	3
Geographic Area Served	U.S.; Canada	U.S.	North Carolina	U.S.
Customer Contact	Bruce Thatcher President	William J. Mashak President	Dan Shearin Owner	John E. Duffer President
Technology Specialties	E-Mail, energy mgmt., fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, mobile radio, modems, muxes, net mgmt, PBXs, private net, private pay phones, radio paging, T1, teleconferencing, telex, voice data integration, voice messaging	E-Mail, fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, PBXs, private net, T1, cabling sys.; base bldg. pin.	Key systems, LANs, long-dist. alternatives, net mgmt, PBXs, private net, private pay phones, 911 services, cellular svcs.	Fiber optics, LANs, long-dist. alternatives, modems, muxes, net mgmt, office automation, packet switch, PC comm, private net, satellite, SNA nets, T1, voice data integration, cabling systems
Applications Specialties	Corporate users, educational institutions, financial institutions, health care facilities, international, manufacturing corporations, multiple building environment, real estate developers, service bureaus, transportation broadcasting	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, utilities	Corporate users, educational institutions, financial institutions, government agencies, multiple building environment
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	No	Yes	No	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	Yes
Administrative/Management Services	Yes	Yes	Yes	No
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	No	Yes	Yes	No
Other	Seminar/training	—	—	Computer applications design
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Firm, outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Other technologies include private pay phones; radio paging; security; teleconferencing; video; voice/data integration; voice messaging.	Specializes in government services and cellular equipment.	Specializes in data communications, area and building cabling systems, network design, LANs, distributed computing, and integrated office communications

Firm	Telecom Resource Group, Ltd.	Telecom Resources Corp.	Telecom Services	Telecom Services Group, Ltd.
General Information				
Address	498 Edison Street	4026 E. Southport Road	250 W. 54th Street, Suite 704	505 N. LaSalle Street, Suite 550
Telephone Number	Geneva, IL 60134 (708) 232-6632	Indianapolis, IN 46237 (317) 783-7554	New York, NY 10019 (212) 245-2530	Chicago, IL 60610 (312) 822-0200
Year Founded	07/01/83	01/01/86	Vendor did not specify	01/01/78
Number of Active Consultants on Staff	6	5	4	5
Geographic Area Served	International	U.S.	International	Midwest
Customer Contact	George R. Moskoff President	Barbara A. Grothe, C.T.P. President	S. Mazonson President	John Krucek President
Technology Specialties				
	EDI, fiber optics, ISDN, LANs, long-dist. alternatives, microwave, net mgmt, PBXs, PC comm, private net, T1, voice data integration, voice messaging	E-Mail, fax, LANs, long-dist. alternatives, net mgmt, office automation, PBXs, private net, private pay phones, T1, teleconferencing, video, voice data integration, voice messaging	Comm software, EDI, E-Mail, fax, fiber optics, info security, interactive audio/video, ISDN, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PC comm, private net, private pay phones, radio paging, satellite, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT	EDI, E-Mail, fax, fiber optics, infrared short-haul trans, ISDN, key systems, long-dist. alternatives, microwave, modems, net mgmt, PBXs, PC comm, private net, T1, teleconferencing, telex, voice data integration, voice messaging, Facilities Management
Applications Specialties				
	Corporate users, educational institutions, financial institutions, health care facilities, international, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises, telephone operating companies	Corporate users, financial institutions, government agencies, health care facilities, manufacturing corporations	Corporate users, educational institutions, financial institutions, health care facilities, international, manufacturing corporations, military, multiple building environment, service bureaus, shared tenant services enterprises, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	Yes	No
Administrative/Management Services	Yes	Yes	No	Yes
Production Design and Development	No	Yes	Yes	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	—	Specializes in seminars and teaching in voice telecom and telecom management, telephone feature and etiquette training.	—	—

Firm	Telecommunications Consulting International	Telecommunications Consulting Services	Telecommunications Engineering, Inc.	Telecommunications International, Inc.
General Information				
Address	19412 Torran Rocks Terrace	220 Montgomery Street, #484	1221 Abrams, Suite 320	215 Union Boulevard, Suite 300
Telephone Number	Galthersburg, MD 20879 (301) 948-8612	San Francisco, CA 94104 (415) 433-0150	Richardson, TX 75081 (214) 644-8864	Lakewood, CO 80228 (303) 980-8993
Year Founded	01/01/80	01/01/76	01/01/79	01/01/79
Number of Active Consultants on Staff	1	4	5	30
Geographic Area Served	U.S.	West Coast	U.S.; International	U.S.; International
Customer Contact	Matthew T. Brunk	Ray Palmer Consultant	Dr. H. Charles Baker President	O. Arnold Snyder Vice President Marketing
Technology Specialties	Fax, ISDN, key systems, long-dist. alternatives, muxes, net mgmt, office automation, PBXs, private net, satellite, security, T1, teleconferencing, telex, ACDs	Comm software, E-Mail, fax, key systems, LANs, long-dist. alternatives, modems, muxes, net mgmt, PBXs, PC comm, T1, teleconferencing, telex	Info security, ISDN, muxes, net mgmt, packet switch, private net, security, T1, voice data integration, VSAT	Fiber optics, ISDN, LANs, microwave, muxes, net mgmt, PBXs, private net, T1, video, voice data integration, voice mail
Applications Specialties	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment, real estate developers, shared tenant services enterprises, utilities, transportation	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, real estate developers, service bureaus, shared tenant services enterprises	Corporate users, educational institutions, international, telephone operating companies	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, service bureaus, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	No	Yes	No	No
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	No	No	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	No	No
Other	Traffic eng. & troubleshooting	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Firm
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	TCI consult-line subscription consulting service.	Specializes in long-distance management.	Specializes in strategic planning, RFP preparation/evaluation and training. State-licensed engineers.	Specializes in voice, data, and video communications system planning, design, selection, and implementation; services include strategic planning, procurement and optimization.

Firm	Telecommunications Management Consultants	Telecommunications Management Inc.	Telecommunications Network Architects	Telemanagement Resources International, Inc.
General Information				
Address	Computer Task Group 200 Reservoir Street Needham Heights, MS 02194 (617) 449-1111	2805 Butterfield Road Oak Brook, IL 60521 (708) 571-2456	P.O. Box 1776 Safety Harbor, FL 34695 (813) 725-1444	130 Whispering Pines Court Lake Wylie, SC 29710 (803) 831-8585
Telephone Number				
Year Founded	01/01/66	01/01/73	01/01/83	01/01/82
Number of Active Consultants on Staff	55	3	5	21
Geographic Area Served	National	U.S.	International	International
Customer Contact	Nancy E. Aldrich Vice President	Larry M. Salvatori President	Donald E. Kimberlin Principal Consultant	S. Ann Earon President
Technology Specialties	EDI, E-Mail, fiber optics, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, radio paging, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging	Comm software, key systems, long-dist. alternatives, microwave, net mgmt, PBXs, private net, voice data integration, voice messaging, disaster ping.; call process.	EDI, E-Mail, energy mgmt., fax, FCC licensing, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, security, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT, FCC licensing; forensic cons.	Fax, interactive audio/video, ISDN, satellite, teleconferencing, video, voice mail; centrex
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, telephone operating companies, utilities	Corporate users, manufacturing corporations, multiple building environment, legal firms; accounting firms	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, telephone operating companies, broadcasters; transport	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, telephone operating companies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	Yes	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	No	Yes	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, parent company	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	We additionally provide complete cable plant analysis and design including Auto CAD drafting of wiring diagrams.	Specializes in vendor/customer problem solving and dispute resolution with particular expertise in the IBM/Rolex environment. Experience with integrating call processing.	—	Specializes in marketing (market research, strategic planning), communications (teleconferencing), and training (custom designed for the client).

Firm	Telematics Associates, Inc.	Telephone Analysis Co., Inc.	TeleSyne Inc.	Telkom Associates
General Information				
Address	2909 Hillcroft, Suite 640	6767 Forest Hill Avenue, Suite 305	4627 Clarendon Drive	P.O. Box 1095
Telephone Number	Houston, TX 77057 (713) 780-0040	Richmond, VA 23225 (804) 379-3446	San Jose, CA 95129 (408) 252-0393	Bala Cynwyd, PA 19004 (215) 664-1884
Year Founded	12/01/67	Vendor did not specify	1986	01/01/84
Number of Active Consultants on Staff	6	1	2	2
Geographic Area Served	National	MD, DC, VA	U.S.	Delaware Valley
Customer Contact	Joseph W. Tyler President & Senior Consultant	Gary Grimes President	Ranjana Sharma President	John Harahan
Technology Specialties	E-Mail, fax, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, radio paging, satellite, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	ISDN, long-dist. alternatives, net mgmt, PBXs, T1	Long distance alternatives; satellite; VSAT; T1; packet switching; private networks; voice/data integration	LANs, long-dist. alternatives, modems, muxes, net mgmt, private net, SNA nets, T1, teleconferencing, voice data integration, voice messaging
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, manufacturing corporations	Corporate users; government agencies; manufacturing corporations	Corporate users, financial institutions, manufacturing corporations
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	No	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	No	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	Yes	Yes
Administrative/Management Services	Yes	No	No	Yes
Production Design and Development	No	No	Yes	Yes
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	No	Yes	Yes
Other	—	—	Systems engineering and specifications based on performance analysis and functional requirements.	Provides consultants for above
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Consultant; outside cos.	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in telecommunications.	—	—	Recruits and provides consultants for voice and data users.

Firm	TelTec Services Co.	TerraCom Systems, Inc.	The Basex Group, Inc.	The Mitchell Group, Inc.
General Information				
Address	733 Fall Street	5600 Roswell Road, NE	461 Park Avenue S.	845 Crossover Lane, Suite 119
Telephone Number	SpringLake, MI 49456 (616) 846-1821	Atlanta, GA 30342 (404) 252-5400	New York, NY 10016 (212) 725-2600	Memphis, TN 38119 (901) 682-0086
Year Founded	01/01/81	10/01/84	01/01/86	01/01/80
Number of Active Consultants on Staff	2	6	3	3
Geographic Area Served	U.S.	North America	National	Southeast
Customer Contact	Elwyn G. Hudson Owner - Principal Consultant	Martin Bodelson President	Vendor did not specify	John Mitchell President
Technology Specialties	EDI, E-Mail, fax, fiber optics, info security, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, packet switch, PBXs, PC comm, private net, private pay phones, satellite, security, SNA nets, T1, teleconferencing, video, voice data integration, voice messaging, VSAT	Comm software, LANs, long-dist. alternatives, microwave, net mgmt, office automation, PBXs, PC comm, private net, T1, teleconferencing, voice data integration, voice messaging, Telemarketing inbound/outbound	EDI, E-Mail, fax, LANs, long-dist. alternatives, net mgmt, office automation, PBXs, PC comm, voice messaging	Comm software, fiber optics, ISDN, key systems, long-dist. alternatives, microwave, PBXs, private net, T1, voice data integration, voice messaging, E-911 systems
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises	Corporate users, financial institutions, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, utilities	Corporate users, financial institutions, health care facilities, international, shared tenant services enterprises	Educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	Yes	Yes
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	Yes	No	Yes
Administrative/Management Services	Yes	Yes	Yes	Yes
Production Design and Development	Yes	Yes	No	No
Cost Analysis	Yes	Yes	Yes	Yes
Competitive Analysis	Yes	Yes	No	No
Other	—	Staffing	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Firm	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Firm	Outside companies	Outside companies
Recommended Services are Available Through:	Firm, outside companies	Firm	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Assists call centers requiring design, selection, and implementation of systems and networks addressing large volumes of inbound and outbound voice calls.	Specializes in planning, design, and implementation of telecommunications and computer-based systems of all types and sizes for clients in almost every profession.	—

Firm	The RTP Group, Inc.	The Tanner Group aka: Andrus & Tanner	The Yankee Group	Thomas K. Dyer, Inc.
General Information				
Address	87 N. Raymond Avenue, 8th Floor Pasadena, CA 91103 (818) 304-9570	60 West 200 South, Suite #350 Salt Lake City, UT 84101 (801) 538-2320	200 Portland Street Boston, MA 02114 (617) 367-1000	1762 Massachusetts Avenue Lexington, MA 02173 (617) 862-2075
Telephone Number				
Year Founded	11/22/82	04/01/89	1970	01/01/63
Number of Active Consultants on Staff	9	Vendor did not specify	50	4
Geographic Area Served	Continental U.S.	U.S.	U.S. and International	U.S.
Customer Contact	Gary I. DeLong Vice President	Todd A. Tanner Member STC	Howard Anderson, Managing Director Berge Ayvazian, VP	David F. Jones Vice President
Technology Specialties				
	Comm software, fax, ISDN, key systems, long-dist. alternatives, net mgmt, PBXs, private net, T1, voice data integration, voice messaging	FCC licensing, fiber optics, infrared short-haul trans, interactive audio/video, ISDN, LANs, long-dist. alternatives, microwave, modems, muxes, office automation, packet switch, PBXs, PC comm, private net, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	EDI; electronic mail; energy mgmt.; fax; fiber optics; ISDN; key phone systems; LANs; long-distance alternatives; mobile radio; modems; muxes; network mgt.; office auto.; see Comments	Fiber optics, infrared short-haul trans, key systems, microwave, PBXs, private net, T1, video, voice data integration
Applications Specialties				
	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, shared tenant services enterprises, market research/training	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, utilities, Transit/Transportation	Corp. users; financial; gov't; international; manufacturing; telephone cos.; utilities	Corporate users, educational institutions, government agencies, utilities
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	Yes
Training/Education	Yes	Yes	No	No
RFP Preparation/Evaluation	Yes	Yes	Yes	Yes
Strategic Planning	Yes	Yes	Yes	No
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	Yes	No
Administrative/Management Services	No	No	No	No
Production Design and Development	No	No	Yes	No
Cost Analysis	Yes	Yes	Yes	No
Competitive Analysis	Yes	No	Yes	Yes
Other	—	—	—	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Consultant did not specify	Outside companies
Recommended Software is Available Through:	Firm	Outside companies	Consultant did not specify	Outside companies
Recommended Services are Available Through:	Outside companies	Firm	Affiliate	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments				
	Specializes in voice network engineering and developing and marketing a full library of PC-based telecom software, including call accounting and telephone bill management packages.	Incoming Call Center specializes in MIS, integration, and strategic planning. SDN feasibility studies.	Other technologies include pkt. swtchg.; PBXs; PC comm.; private networks; radio paging; satellite; SNA; T1; teleconf.; video; voice/data integ.; voice messaging; and VSAT.	Specializes in integrated voice/data transmission systems, particularly fiber optics

Firm	Tucker Network Technologies, Inc.	Universal Fiber Optics, Inc.	Vector Communications, Inc.	Verbit & Co., Consultants to Management
General Information				
Address	P.O. Box 429	P.O. Box 1909	8530 Cinderbed Road, Suite 1000 P.O. Box 1507 Newington, VA 22122 (703) 550-0450	19 Bala Avenue, P.O. Box 181 Bala Cynwyd, PA 19004 (215) 668-9840
Telephone Number	Norwalk, CT 06854 (203) 857-0080	Salem, VA 24153 (703) 389-9844		
Year Founded	01/01/88	05/01/86	01/01/78	01/01/80
Number of Active Consultants on Staff	6	6	20	5
Geographic Area Served	Domestic, International	Mid-Atlantic, Southeast	U.S.	Europe, Middle Atlantic
Customer Contact	Tucker McDonagh President	Christopher Reeves Vice President	W. Bruce or R. Rothermel App. Managing Dir.; Mktg. Dir.	Alan C. Verbit Managing D
Technology Specialties	Comm software, EDI, E-Mail, fiber optics, info security, ISDN, LANs, long-dist. alternatives, net mgmt, office automation, packet switch, PBXs, PC comm, private net, security, SNA nets, T1, teleconferencing, telex, video, voice data integration, voice messaging, VSAT	Fiber optics, LANs, private net, security, video	Fiber optics, ISDN, LANs, long-dist. alternatives, microwave, muxes, net mgmt, PBXs, private net, T1, voice data integration, VSAT, laser; wiring	Info security, office automation, security, feasibility analysis
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, military, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises, telephone operating companies, utilities	Corporate users, educational institutions, financial institutions, government agencies, manufacturing corporations, military, multiple building environment, real estate developers	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, multiple building environment, telephone operating companies, utilities	Corporate users, government agencies, health care facilities, international, manufacturing corporations
Services Provided				
Equipment Evaluation	Yes	No	Yes	Yes
Training/Education	Yes	Yes	Yes	No
RFP Preparation/Evaluation	Yes	No	Yes	Yes
Strategic Planning	Yes	No	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	Yes
Market Research and Analysis	Yes	No	No	No
Administrative/Management Services	Yes	No	No	Yes
Production Design and Development	Yes	No	Yes	No
Cost Analysis	Yes	No	Yes	Yes
Competitive Analysis	Yes	No	No	Yes
Other	Ntwk. application development	Turnkey system installation	Turnkey projects	—
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Firm, outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Firm	Firm, outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	Specializes in planning, design, engineering, and development of distributed network systems and applications. Develops proprietary planning method.	Specializes in fiber optic LANs for data, video, telephone, and all combinations thereof. Expert in cable and cable system design and specification.	Vector is a subsidiary of Henkels & McCoy. Through H & M's network of nationwide offices, we can provide cost-effective service coast to coast.	Specializes in professional services to companies seeking in dependent advice. Represents clients in all phases of a project from inception to implementation.

Firm	W.L. Stein Co.	Wade Communications Consultants	Wallace Communications Consultants	Weston Research and Communications
General Information				
Address	7550 IH-10 W., #950	6 S. 235 Steeple Run Drive	P.O. Box 320177	325 Tuolumne Drive
Telephone Number	San Antonio, TX 78229 (512) 525-1400	Naperville, IL 60540-3771 (708) 983-3900	Tampa, FL 33679 (813) 253-2376	Fremont, CA 94539 (415) 656-5746
Year Founded	01/01/78	01/01/81	01/01/73	04/01/88
Number of Active Consultants on Staff	2	4	1	1
Geographic Area Served	U.S.	U.S.	U.S.	West Coast
Customer Contact	William Stein President	Carl Harkey Senior Consultant	Irwin "Wally" Wallace	Diane Weston
Technology Specialties	Comm software, fax, infrared short-haul trans, interactive audio/video, ISDN, key systems, LANs, long-dist. alternatives, microwave, modems, muxes, net mgmt, office automation, packet switch, PBXs, PC comm, private net, private pay phones, T1, video, voice data integration, voice messaging	Key systems, long-dist. alternatives, PBXs, voice data integration, voice messaging	E-Mail, fax, fiber optics, ISDN, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, packet switch, PBXs, private net, private pay phones, T1, teleconferencing, voice data integration, voice messaging, paging systems	LANs, net mgmt, networks in manufacturing
Applications Specialties	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, international, manufacturing corporations, multiple building environment, service bureaus	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment	Corporate users, educational institutions, financial institutions, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, shared tenant services enterprises	Corporate users, network vendors
Services Provided				
Equipment Evaluation	Yes	Yes	Yes	No
Training/Education	No	No	Yes	No
RFP Preparation/Evaluation	Yes	Yes	Yes	No
Strategic Planning	Yes	Yes	Yes	Yes
Network Planning and Design	Yes	Yes	Yes	No
Market Research and Analysis	Yes	No	No	Yes
Administrative/Management Services	Yes	Yes	No	No
Production Design and Development	Yes	No	No	Yes
Cost Analysis	Yes	Yes	Yes	No
Competitive Analysis	Yes	No	Yes	Yes
Other	—	—	—	Monitoring vendor services
Affiliations				
Recommended Hardware is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Software is Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Recommended Services are Available Through:	Outside companies	Outside companies	Outside companies	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No	No	No
Comments	—	Specializes in serving clients with multiple locations. Member of Society of Telecommunications Consultants and IEEE.	Wally Wallace is a founding member & past president of the Society of Telecommunications Consultants.	Specializes in analysis of network vendors' service, support, and training programs. Provides market research and analysis, and consulting.

Firm	Williams Software Services, Inc.	World Communications Group
General Information		
Address	11115 Lucerne Avenue	2285 S. El Camino Real
Telephone Number	Culver City, CA 90232 (213) 838-5214	San Mateo, CA 94403 (415) 570-5444
Year Founded	11/01/79	01/01/81
Number of Active Consultants on Staff	1	4
Geographic Area Served	International	Primarily Western U.S.
Customer Contact	John T. Williams President	Peter G. Bologna President
Technology Specialties	Comm software, systems/applications prog.	E-Mail, fiber optics, info security, infrared short-haul trans, interactive audio/video, key systems, LANs, long-dist. alternatives, microwave, mobile radio, modems, muxes, net mgmt, office automation, PBXs, PC comm, private net, private pay phones, radio paging, satellite, T1, teleconferencing, telex, video, voice data integration, voice messaging
Applications Specialties	Corporate users, manufacturing corporations, military, scientific; engineering	Corporate users, educational institutions, financial institutions, government agencies, health care facilities, manufacturing corporations, multiple building environment, real estate developers, service bureaus, utilities
Services Provided		
Equipment Evaluation	No	Yes
Training/Education	No	Yes
RFP Preparation/Evaluation	No	Yes
Strategic Planning	No	Yes
Network Planning and Design	Yes	Yes
Market Research and Analysis	No	No
Administrative/Management Services	No	Yes
Production Design and Development	Yes	No
Cost Analysis	No	Yes
Competitive Analysis	No	Yes
Other	System analysis, specification	—
Affiliations		
Recommended Hardware is Available Through:	Vendor did not specify	Outside companies
Recommended Software is Available Through:	Vendor did not specify	Outside companies
Recommended Services are Available Through:	Firm	Outside companies
Is Compensation Received from Anyone Other Than Client?	No	No
Comments	—	—