




Enabling Solutions for a Connected World

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NWS Data Center Solutions: Integrated Distribution

Helping organizations to stabilize procurement, reduce risk, and improve project predictability. Page 3

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Newsletter



NWS CEO Leadership Transition



Effective March 1, Dr. Louis J. Hutchinson, III, assumed the role of Chief Executive Officer for NWS.

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Hot Products From NWS

 KEYSIGHT
 LYNN



Check out the latest hot products from featured vendor partners Keysight, LYNN, and more.

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VIAVI Now Available at NWS



NWS is proud to announce a new strategic partnership with VIAVI Solutions, a global leader in test and measurement.

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NWS Announces CEO Leadership Transition

As we enter an exciting new chapter at NWS, we want to share an important leadership update. Effective March 1, Dr. Louis J. Hutchinson, III has assumed the role of Chief Executive Officer. This transition follows the planned departure of Xavier Williams, who stepped down on February 28 after four years of impactful leadership at NWS and a distinguished career spanning more than 35 years in the communications industry.

Dr. Hutchinson steps into the CEO role with deep familiarity across the business and a proven track record of delivering results. As Chief Revenue Officer, he played a critical role in accelerating growth, advancing key revenue initiatives, and enhancing execution across operations, sales, and marketing. His leadership has been instrumental in aligning NWS’ capabilities with evolving customer needs—ensuring we remain agile, responsive, and positioned to deliver value in a rapidly changing market.



Dr. Louis J. Hutchinson, III
Chief Executive Officer

“We are entering our next phase from a position of strength,” said Hutchinson. “NWS has a differentiated platform, strong customer demand, and meaningful growth opportunities ahead.”

“I’m honored to step into this role and continue leading NWS during such a pivotal time in our growth,” Hutchinson added. “Our focus remains clear—delivering exceptional value to our customers, strengthening our partnerships, and continuing to innovate across the connectivity and broadband landscape. We’re energized by the opportunities ahead and remain committed to delivering the high-quality solutions and service our customers expect from NWS.”

Under Dr. Hutchinson’s leadership, NWS will continue to prioritize execution, innovation, and customer success—building on the strong momentum already underway. Our teams remain focused on delivering high-quality, reliable solutions, strengthening strategic partnerships, and executing with speed and precision to meet the demands of today’s network environments.

For our customers and partners, this transition represents continuity and forward progress. You can expect the same level of responsiveness, expertise, and commitment that defines the NWS experience today—paired with a continued focus on innovation, scalability, and long-term value.

With a strengthened operating foundation and clear strategic priorities, NWS is well positioned to drive sustainable growth, support your evolving needs, and deliver meaningful outcomes for your business—today and into the future.

Broadband Fiber	Wireless Infrastructure	Data Centers	DAS & PWN	Solution Services	Test & Measurement	Power Solutions

NWS Data Center Solutions: Integrated Distribution

Data center infrastructure is evolving at an unprecedented pace. AI workloads, hyperscale expansion, edge computing, and increasing power density are placing new demands on infrastructure design, procurement, and deployment. At the same time, organizations must navigate supply chain volatility, compressed timelines, and rising energy requirements.

NWS Data Center Solutions helps organizations manage this complexity through an integrated distribution approach designed to stabilize procurement, reduce risk, and improve project predictability.

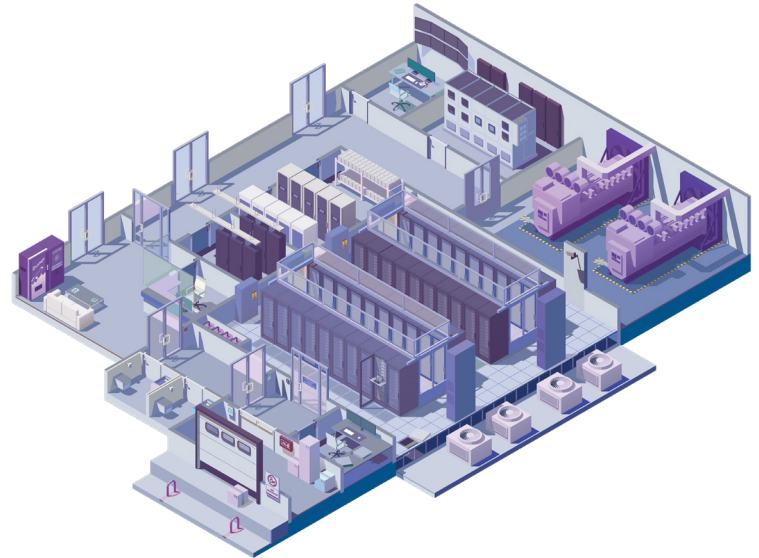
Through Integrated Cloud Distribution, NWS orchestrates:

- Fiber, power, and cooling systems
- Racks, connectivity, and testing solutions
- Procurement and deployment workflows

All within a unified ecosystem built for scale. From hyperscale builds to enterprise expansions and edge deployments, NWS aligns infrastructure decisions with both operational and financial performance.

A key advantage of the NWS model is the ability to manage complex multi-vendor bills of materials (BOMs) across:

- White space
- Gray space
- Edge environments



By simplifying and modeling procurement requirements in real time, NWS enables projects to adapt as designs evolve while maintaining compatibility and lifecycle alignment across vendor ecosystems.

Beyond sourcing products, NWS integrates:

- Procurement
- Logistics
- Staging
- Deployment support

NWS brings procurement, logistics, staging, and deployment into a coordinated framework that protects both timelines and budgets. With nationwide distribution centers, scalable pop-up warehouses, and EDI-enabled virtual distribution, NWS adapts to projects of any size or phase while improving fulfillment precision, reducing transportation risk, and strengthening supply chain resiliency. Services such as Procurement as a Service (PaaS) and Warehouse as a Service (WaaS) further streamline operations and accelerate deployment timelines.

NWS supports the full lifecycle of data center infrastructure, from fiber, copper, and optical connectivity to DC power systems, racks, power distribution units (PDUs), airflow management, and advanced testing solutions. With pre-labeled kits, custom BOMs, and scalable project resources, NWS reduces installation complexity and commissioning delays. Whether supporting hyperscale builds, live expansions, or edge deployments, NWS delivers vendor-neutral integration through the NWS Everything framework, aligning procurement, logistics, and engineering with long-term performance and scalability.

[Learn More](#)

White Paper: How Integrated Distribution Redefines Data Center Resilience

The data center industry is at a critical inflection point. Demand driven by AI, cloud, and edge computing is pushing traditional delivery models beyond their limits. Over a typical 10–15-year design horizon, gaps between planning assumptions and operational realities can lead to stranded capital, higher operating costs, and repeated retrofit cycles.

Our new white paper, “Redefining Reliability and Resilience: A Framework for Integrated Data Center Distribution,” explores how the industry can move beyond these challenges with a more strategic model for scalable, resilient infrastructure.

Key Insights from the White Paper

The Cost of Fragmentation

Reactive procurement and siloed teams are eroding margins. The paper highlights that energy can represent up to 60% of lifecycle costs in GPU-based facilities, while fragmented sourcing can introduce 15–25% increases in material costs and project delays.

Scope Creep is a Preventable Risk

More than 54% of data center projects experience design changes after award, making scope creep a major driver of budget overruns and timeline delays. Early planning integration can significantly reduce this risk.

The Integrated Distribution Model

The white paper introduces a unified framework connecting energy strategy, consultative procurement, logistics, and vendor coordination into a lifecycle-focused delivery model built on four pillars:

- Consultative Procurement and Demand Planning as a Service (DPaaS)
- Strategic inventory programs with kitting and pre-staging
- Just-in-Time logistics and regional warehousing
- Certified vendor-neutral partner ecosystems

Energy as a Strategic Lever

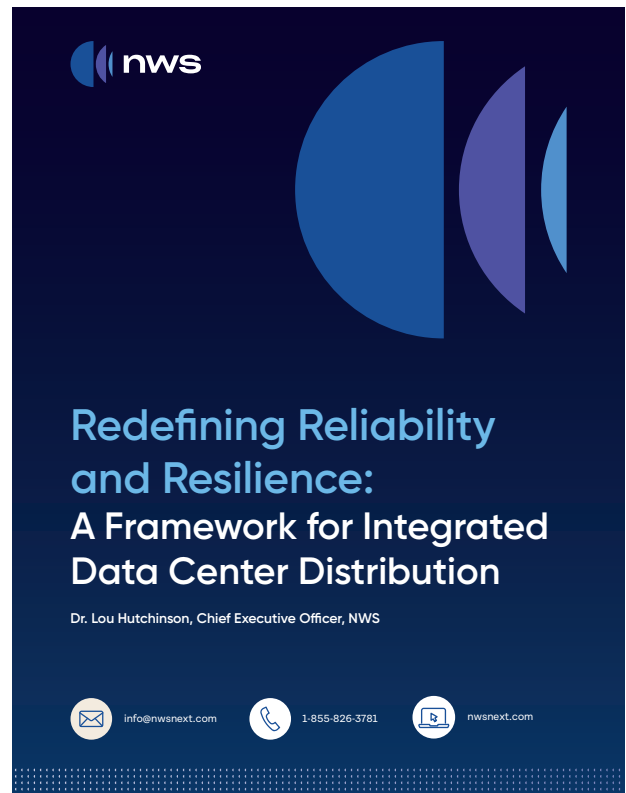
Power is no longer just a constraint. Strategies involving renewables, modular nuclear, and advanced cooling must be integrated with procurement and construction planning early in the design process.

The NWS Five-Phase Framework

The paper outlines a five-phase lifecycle framework, from Design Integration to Lifecycle Support, that can reduce procurement delays by up to 30%, cut onsite congestion by 25–40%, and reduce stranded capital expenditures (CAPEX).

The next decade of growth demands a new approach. Integrated Data Center Distribution transforms supply chain and energy challenges into strategic advantages.

Ready to transform your delivery model? Download the full white paper today.



[Download the White Paper](#)

NWS Solution Services: Integrated Expertise for Modern Digital Infrastructure

Modern digital infrastructure projects are increasingly complex. Organizations must manage multi-vendor supply chains, evolving technologies, tight deployment timelines, and rising performance expectations. NWS Solution Services simplifies this complexity and delivers predictable project outcomes.

With more than a century of combined digital infrastructure expertise, the Solution Services Team supports mission-critical projects through integrated engineering, logistics, and project management. Our integrated distribution model unites planning, procurement, deployment, and training into one streamlined process.



[Learn More](#)

Powered by the NWS Everything approach, our Solution Services combine supply chain-optimized products with specialized services to accelerate deployments while reducing operational risk. By aligning engineering expertise with procurement and logistics resources, NWS helps organizations scale infrastructure efficiently.

Integrated Engineering Expertise

At the center of our Solution Services is our in-house engineering expertise supporting technologies including:

- Distributed antenna systems (DAS)
- Broadband and fiber networks
- Fixed wireless access (FWA)
- Microwave and wireless infrastructure

Our engineering team provides capabilities such as:

- RF design and modeling
- Network commissioning and field services
- Deployment consulting and technical guidance

These services help ensure networks are designed and deployed for reliable performance.

Supply Chain and Deployment Efficiency

Our Solution Services streamlines procurement and deployment through operational capabilities including:

- Procurement as a Service (PaaS) managing multi-vendor Bill of Materials (BOMs) and

- reducing supply chain risk
- Warehouse as a Service (WaaS) providing distributed inventory and staging across North America
- Configuration, assembly, and kitting reducing field installation time

These capabilities accelerate deployments while improving project efficiency.

Training and Long-Term Success

Our Solution Services also supports long-term operational performance through training and enablement programs:

- Pre-tested configurations reducing field errors and commissioning delays
- Deployment training improving installation accuracy
- Role-based training programs supporting adoption of new technologies

From fiber networks to wireless infrastructure, our Solution Services helps organizations deploy and maintain digital infrastructure with greater speed and certainty.

VIAVI Partners with NWS to Expand Test & Measurement Reach

NWS is proud to announce a new strategic partnership with VIAVI Solutions, a global leader in test, measurement, and network assurance. As an authorized distributor, NWS now offers VIAVI’s portfolio across both the United States and Canada, strengthening our ability to support customers across fiber, wireless, and access networks.



This partnership reinforces NWS’ commitment to delivering integrated, end-to-end infrastructure solutions. By combining VIAVI’s technologies with the NWS Everything approach, customers gain access to the tools and expertise needed to deploy, validate, and optimize modern networks with confidence.

Expanded Test & Measurement Portfolio

NWS customers now have access to a comprehensive range of VIAVI solutions supporting the full network lifecycle:

Hyperscale & Data Center Testing

- DCX 700 Multi-Fiber Optical Loss Test Set Kit for high-volume MPO testing
- INX 762 Digital Fiber Inspection Scope for fast, automated inspection in dense fiber environments
- TB4000 OTDR Platform with FiberComplete™ (FCOMP) for bi-directional IL, ORL, and OTDR testing with modular scalability

Wireless & Field Testing

- ONA800 OneAdvisor 800 combining OTDR, Cable & Antenna Analyzer (CAA), and FiberChek inspection
- RF Vision Antenna Alignment Tool to improve installation accuracy and speed
- SmartOTDR PRO and PREMIUM Kits for installation and maintenance across varying network complexities



Software and Services

- Instrument software and automation tools
- Fiber and access services (FAS)
- Automated edge and transport assurance

These solutions enable faster deployments, improved network performance, and reduced troubleshooting time across increasingly complex environments.

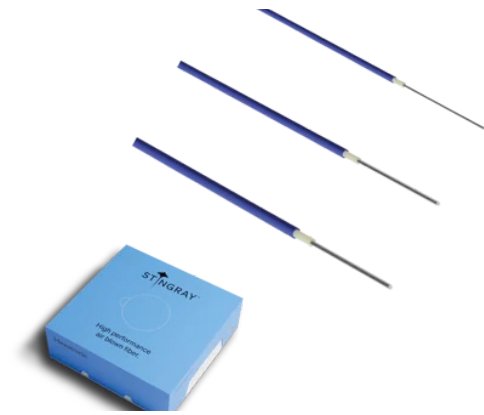
Expert Support and Stability

As an authorized distributor, NWS provides technical support, training, and documentation to help customers succeed in demanding environments. The partnership is backed by a multi-year agreement with automatic renewals, ensuring long-term value and continuity.

Contact your NWS representative to learn more.

[Learn More](#)

Hexatronic Solutions are Built for Speed and Reliability



As demand for high-capacity, future-ready networks continues to accelerate, having the right infrastructure partner is critical. Hexatronic’s end-to-end fiber solutions deliver the performance, flexibility, and efficiency needed to support everything from FTTH and FTTx deployments to large-scale backbone builds.

From duct systems and high-performance fiber cables to connectivity and installation solutions, Hexatronic offers a fully integrated portfolio designed to simplify network builds and reduce total cost of ownership. Their lightweight, durable fiber cables are engineered for both traditional and air-blown installations, ensuring long-term reliability—even in harsh or demanding environments.

One of the standout advantages is Hexatronic’s Air-Blown Fiber (ABF) systems, enabling operators to deploy fiber quickly and scale as needed. By allowing fiber to be added incrementally, ABF reduces upfront capital investment while providing unmatched flexibility for future expansion.

To further streamline deployments, Hexatronic’s micro duct and high-density duct systems maximize space utilization—ideal for congested or complex builds—while their pre-connectorized solutions offer plug-and-play simplicity that reduces installation time, lowers labor costs, and minimizes field errors.

Every solution is designed with installation efficiency and scalability in mind, helping teams move faster today while preparing for tomorrow’s bandwidth demands. With proven performance across North America and Europe, Hexatronic solutions are trusted in both large-scale fiber rollouts and rural broadband initiatives.

In addition to performance, sustainability is built into the design—leveraging efficient materials and installation methods that reduce environmental impact while supporting long-life network infrastructure.

Supporting Network Expansion with Scalable Solutions



NWS is proud to support a Tier 2 Carrier Microwave Project, in partnership with Nokia, by delivering critical infrastructure solutions for microwave backhaul deployments. As network demands continue to grow, our focus is on helping carriers move faster, operate more efficiently, and scale with confidence.

By providing a fully integrated approach—combining high-quality materials, customized kitting, and end-to-end logistics support—we simplify the deployment process from start to finish. Our solutions are designed to reduce installation time, minimize field complexity, and ensure teams have exactly what they need, when and where they need it.

This streamlined approach not only accelerates project timelines but also helps control costs and improve overall network performance. With fewer delays, greater consistency in the field, and optimized resource utilization, our customer is able to focus on what matters most: expanding and strengthening its network.

At NWS, we go beyond supplying products—we act as an operational partner, helping our customers overcome deployment challenges and deliver reliable connectivity at scale.

NWS Everything in Action: Supporting Digital Infrastructure Through Partnership

At NWS, our success is built on strong partnerships and the impact of the solutions we deliver together. This quarter, we're proud to spotlight organizations and projects that demonstrate how we bring value beyond products through expertise, responsiveness, and a commitment to our customers' missions and everyday impact.

From supporting highly technical government environments to enabling critical defense infrastructure in remote regions of North America, to powering connectivity across one of the busiest transit systems in the world, these partnerships reflect the breadth of what we do. Each engagement highlights our ability to deliver integrated solutions, from materials and logistics to advanced digital infrastructure, while strengthening collaboration across customers and manufacturing partners.

Together, these stories show how NWS helps customers scale, stay connected, and operate with confidence, no matter the complexity or environment.



TSC is an employee-owned high-tech company providing engineering services to the U.S. government. With complex technical requirements and vendor agreements, TSC turned to NWS for infrastructure expertise. Over a seven-year partnership, we have supported TSC's growth by delivering materials, logistics, kitting, and warehousing solutions. This collaboration highlights the full value of our integrated approach while strengthening relationships across manufacturing partners, creating shared success for TSC, vendors, and NWS.



NWS is proud to support the military and defense community. For more than ten years, we have partnered with Nasittuq, an Inuit-owned company that operates and maintains the North Warning System for NORAD (North American Aerospace Defense Command). Operating in remote Northern Canada, Nasittuq must support multiple sites with full self-sufficiency. Our long-standing relationship is built on responsiveness and a hands-on approach, including direct, in-person support to ensure critical infrastructure is delivered when and where it is needed.



The Toronto subway, the busiest rapid transit system in Canada, includes 109 stations and serves more than 1.7 million riders per weekday. In a technology-driven world, it is crucial that wireless signals from the surface network carry to tunnels and platforms. The Toronto subway system partnered with NWS on the digital infrastructure that makes this possible, from the fiber backbone for high-capacity digital transport to the passive RF components that route and condition the RF signals safely and cleanly. Together, we helped ensure that the Toronto region stays connected—through both public transit and digital infrastructure.

Limited-Time Inventory Sale on Essential Materials for Network Infrastructure

NWS is offering limited-time pricing on a wide range of essential infrastructure materials, providing wireless contractors and network operators with an opportunity to secure critical components while improving overall project profitability.

As wireless networks continue to expand and evolve, contractors face increasing pressure to maintain project schedules while managing material availability and cost fluctuations. The NWS Inventory Sale is designed to help teams stay ahead of these challenges by providing immediate access to field-ready infrastructure products at competitive pricing.

This sales event features a focused lineup of wireless infrastructure solutions supporting tower construction, small cell deployments, in-building coverage systems, and network upgrades. From RF components to power systems and structural hardware, NWS supplies the materials crews rely on to complete deployments efficiently and safely.

Available inventory supports a wide range of network build and upgrade scenarios, including:

- Assemblies and jumpers for reliable RF connectivity
- Bi-directional amplifiers (BDAs) and signal boosters for in-building coverage
- Breakers, circuits, and grounding solutions for safe power distribution
- Fiber connectivity and FTTx components supporting backhaul and network expansion
- Site antennas and RF components for wireless infrastructure deployments
- Tower and ground accessories, steel, and hardware for site construction
- Racks, cabinets, and custom connectivity solutions for equipment integration
- Test and measurement tools to ensure installation accuracy and network performance
- Safety equipment and professional installation tools for field teams

All products included in the promotion are in stock and ready to ship, helping contractors reduce lead times and avoid costly project delays. By securing materials now, organizations can better control project costs while ensuring crews have the equipment needed to complete deployments on schedule.

For teams planning upcoming builds, upgrades, or maintenance projects, the **NWS Inventory Sale offers a practical opportunity to secure critical materials while quantities remain available.**

Contact your NWS sales representative today to review available inventory and maximize value on your next wireless deployment to take advantage of limited-time pricing while quantities last.



N99xxD-Series FieldFox Handheld Analyzer



Today's RF environments are increasingly complex as 5G, radar, satellite, and emerging 6G systems converge. Engineers must detect interference, capture transient events, and analyze wideband signals without data loss, challenges that traditional handheld analyzers struggle to meet.

The FieldFox D-Series addresses this by combining rugged portability with lab-grade performance, enabling full signal capture, streaming, and replay for faster troubleshooting and deeper analysis in complex RF conditions.

Key capabilities include:

- 120 MHz IQ streaming with 10 GbE SFP+ for high-speed, uninterrupted data transfer
- Wideband analysis and playback for interference detection and spectrum monitoring
- Seamless field-to-lab workflows for advanced analysis and optimization
- ± 0.1 dB amplitude accuracy without warm-up

The N99xxD-Series offers 14 models covering up to 54 GHz, with 25+ software-defined applications including vector network analysis, real-time spectrum analysis, EMI testing, and direction finding (AoA, TDoA). A Linux-based OS and touchscreen interface enhance security, usability, and efficiency.

[Learn More](#)

LYNN New HyperDrop PAS™ Gels + OptiTap® Lids

The HyperDrop PAS™ GEL series streamlines the splicing, extending, repairing and splitting of fiber optic cables – and is now available with OptiTap® lids so you can build your own MST!

- Now available in a full range of options including 2,4,6,8,12, and 16 ports
- Re-enterable, fully repairable design eliminates the need to replace entire unit like traditional MSTs – saving you time and money
 - OptiTap® lids allow for direct plug-in of hardened drops, so no splicing needed
 - Can be pole-mounted, wall-mounted, installed aerially, or buried



The HyperDrop PAS™ Gel line is perfect for:

- ISPs (internet service provider) building out their FTTx networks
- OSP (outside plant) contractors doing fiber installs
- MSO (multi systems operator) upgrading/ installing fiber
- Rural broadband providers or anyone with BEAD funding
- Anyone wanting to build MSTs in the field or working in harsh environments

[Learn More](#)

Wirewerks Fiber Deployment Kit



Accelerate deployments, reduce labor costs, and eliminate complexity with the Fiber Deployment Panel (FDP) Kit—a fully factory-kitted, factory-terminated solution designed to streamline fiber infrastructure from day one. By removing the need for field splicing, the FDP Kit enables true plug-and-play connectivity, dramatically reducing installation time, minimizing errors, and allowing your teams to deploy faster with greater confidence.

Engineered for performance and scalability, the high-density 1U design supports up to 144 fibers (CS) or 96 fibers (LC), maximizing valuable rack space while maintaining easy front and rear access for technicians. Integrated MPO cable assemblies and built-in slack management ensure clean, organized installations, reducing congestion and simplifying ongoing maintenance. The result is a more efficient, reliable network with fewer touchpoints and lower operational risk.

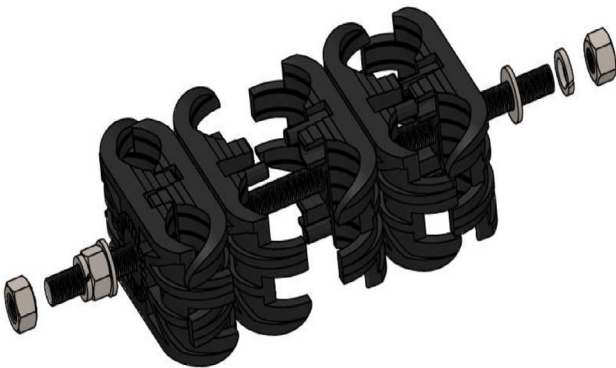
Built with rugged, all-metal construction and flexible mounting options, the FDP Kit is designed to perform in demanding environments while delivering consistent low-loss optical performance and long-term durability.

Ideal for:

- Data centers, central offices, headends, and PON or LAN deployments where speed, scalability, and reliability directly impact business outcomes.

[Learn More](#)

RFOCS Adjustable Block Hangers



Simplify deployments, reduce costs, and increase flexibility with NWS's exclusive Adjustable Block Hangers—designed to support a wide range of cable sizes without the complexity of traditional hardware. Available in two size ranges, these hangers accommodate multiple cable outer diameters, eliminating the need for inserts, barrel cushions, or grommets. The result: fewer components to manage, faster installs, and immediate cost savings.

Engineered for ease and efficiency, Adjustable Block Hangers are quick to install and adaptable to changing deployment needs, helping crews work faster with fewer materials on hand. By reducing SKU count and minimizing inventory requirements, they streamline operations while maintaining secure, reliable cable support in the field.

Ideal for:

- Telecom and infrastructure deployments where versatility, speed, and cost efficiency are critical to keeping projects on track and on budget.

[Learn More](#)

The NWS Team is Evolving to Serve Customers

At NWS, we’re continuing to grow—expanding our Sales team, strengthening our capabilities, and investing in the resources needed to better support our customers. As your needs evolve, so do we. Our focus remains on delivering the right solutions, at the right time, with the expertise and responsiveness you can rely on.

Whether you’re scaling infrastructure, navigating complex deployments, or looking for more efficient ways to operate, our team is here to help you move faster and with confidence. We’re not just a provider—we’re a partner committed to helping you achieve your goals and drive meaningful results.

Meet our new team members:

Broadband & FWA

Connor Williams	Regional Account Manager - Outside Sales, Northeast Region
Justin Bayless	Inside Sales Representative

Contractors & Wireless

Corey Lytch	Inside Sales Executive
Robert Parks	Outside Sales Executive - Great Plains and Midwest Region

Data Center Sales

Kristina Carr	Senior Director - West
Isamu Tanaka	Director - West

DAS

Mike Gomez	Director of Sales - In Building Network
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Direct Sales

Vick Kisson	Head of Direct Sales
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U.S. Carriers

Sean Dailey	Director, Strategic Vertical Markets
Davina Felix	Director, Strategic Vertical Markets

Behind every solution we deliver is a team dedicated to your success. As we continue to grow, we’re excited to bring even more expertise, responsiveness, and support to our customers. Whether you’re engaging with a familiar face or connecting with someone new, you can expect the same commitment to quality, partnership, and results that defines NWS.

We look forward to continuing to support your business and building what’s next—together.



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Charlotte, NC
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Edmonton, AB
Mirabel, QC