



Why Companies Choose NWS: It's More Than Products, It's Partnership

Our promise is simple: to be a predictable asset in your business, not a liability. pg. 3

Reliable Support for Verizon Wireless Contractors

NWS provides Verizon contractors with stocked hubs, competitive pricing, and reliable logistics for efficient, secure network builds. pg. 5

NWS is Accelerating Broadband Where Fiber Falls Short

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Newsletter



NWS Welcomes Dr. Louis Hutchinson



NWS Welcomes Louis Hutchinson as President and Chief Revenue Officer, and John Oppold as Chief Financial Officer to Accelerate Growth and Innovation.

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Unlock high-speed connectivity with Telrad's limited-time starter kits. Simplified setup, enterprise performance.

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NWS Expands Warehouse Footprint



NWS expands our presence with new warehouses in Georgia, Quebec, and Florida. Learn how these hubs can power your next project.

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NWS Welcomes Louis Hutchinson as President and Chief Revenue Officer, and John Oppold as Chief Financial Officer to Accelerate Growth and Innovation



GREENSBORO, N.C.--(BUSINESS WIRE)--Network Wireless Solutions (NWS), an industry-leading infrastructure solution provider for wireless and wireline communications, proudly announces the addition of **Dr. Louis Hutchinson as President and Chief Revenue Officer, and John Oppold as Chief Financial Officer**. NWS is a portfolio company of Grain Management, LLC ("Grain"), a leading Washington, D.C.-based investment firm focused on the global communications sector.

Dr. Louis Hutchinson joins NWS with a remarkable track record of driving hyper-growth across **Fortune 500** companies in the **technology, energy, and satellite communications sectors**. As President and Chief Revenue Officer, **Dr. Hutchinson will spearhead all Sales, Marketing, and Corporate Communications strategies, in addition to overseeing IT Management, Security, and Systems Integration**.

With **over 30 years of leadership experience**, Dr. Hutchinson has held pivotal roles, including:

- Chief Operating Officer at VEIC
- Chief Revenue Officer at WGL Holdings (NYSE: WGL)
- Officer & Sr. VP of Public Sector and Energy Efficiency at Exelon (NASDAQ: EXC)
- VP of Sales at Netscape Communications Corporation (NASDAQ: NSCP)

He is also the visionary founder and CEO of Crunchy Technologies, whose intellectual property was acquired by IBM.

"I am incredibly excited about NWS's proven leadership in distribution of integrated products and solution services for digital infrastructure; and the opportunity to drive impactful growth as a part of the leadership team," said Dr. Louis Hutchinson.

Dr. Hutchinson's influence extends beyond the boardroom. Recognized as one of Savoy Magazine's Top 100 Most Influential Blacks in Corporate America and Black Enterprise Magazine's 300 Most Powerful Blacks in the Fortune 500, his strategic vision and leadership have been featured in The Wall Street Journal and The Washington Post.

"We are thrilled to welcome Lou and John to the NWS family. Their leadership and vision, shaped by a history of excellence across technology, energy, finance, and communications, will have an immediate impact. Lou's innovation-driven growth strategy and John's financial expertise will strengthen our ability to deliver best-in-class solutions. This is an exciting time for NWS, and I look forward to the transformative contributions they will bring," said **Xavier Williams, Chief Executive Officer at NWS**.

Joining as **Chief Financial Officer, John Oppold brings over 20 years of financial leadership experience**, having held significant roles at:

- NSI Industries
- Harsco Rail (NYSE: NVRI)
- Honeywell (NASDAQ: HON)

At NWS, John is responsible for **Financial Reporting and Analysis, Accounting, Budgeting and Forecasting, Cash Management, Risk Management, and Financial Systems Improvement**.

John's strategic approach to financial leadership has been honed through his extensive background in diverse industries, driving value creation and operational efficiency. **His expertise will be crucial in supporting NWS's continued financial growth and strategic objectives.**

"I'm excited to bring my financial expertise to NWS and contribute to its continued growth. By enhancing financial strategy, optimizing efficiencies, and driving strong fiscal management, I look forward to supporting the company's long-term success," said John Oppold.



Why Companies Choose NWS: It's More Than Products, It's Partnership

At NWS, we believe that a true distribution partner doesn't just fulfill orders, they create confidence. We exist to help our partners succeed through excellence in execution, responsiveness, and long-term value.

Our promise is simple: to be a predictable asset in your business, not a liability.

In today's rapidly evolving digital landscape, clients need more than speed; they need foresight, trust, and partnership. That's why NWS has built its reputation on delivering solutions that are technically sound, operationally reliable, and aligned with the business and mission goals of the people we serve.

We deliver this promise by aligning with your mission, financial goals, and operational realities. Here's how we consistently deliver measurable value in a complex, ever-changing Digital Infrastructure landscape:



Risk Mitigation

In a world of geopolitical shifts, regulatory uncertainty, and supply chain disruption, NWS brings thoughtful flexibility and proactive planning. We help clients mitigate risk through strong Subject Matter Expertise (SME), global logistics support, and technology integration that ensures you're ready for the unpredictable.

Financial Profitability

We understand that every business has unique cost pressures and ROI goals. Whether it's sourcing, staging, or site execution, our flexible approach enables clients to operate more efficiently, maximizing profitability through smarter solutions that adapt to your growth strategy.

Mission Acceleration

Our success is tied to our customers' success. That's why we make it a priority to deeply understand your goals, quarterly, annually, and long-term. We tailor our services not just to deliver materials, but to accelerate your ability to meet deadlines, scale faster, and achieve outcomes that matter.

Proven Accountable Expertise

With over 200 years of combined experience, our team has led successful deployments across Broadband, Wireless, FWA, T&M, and DAS. We serve Fortune 500 leaders, municipalities, utilities, and public-sector agencies with equal focus and accountability.

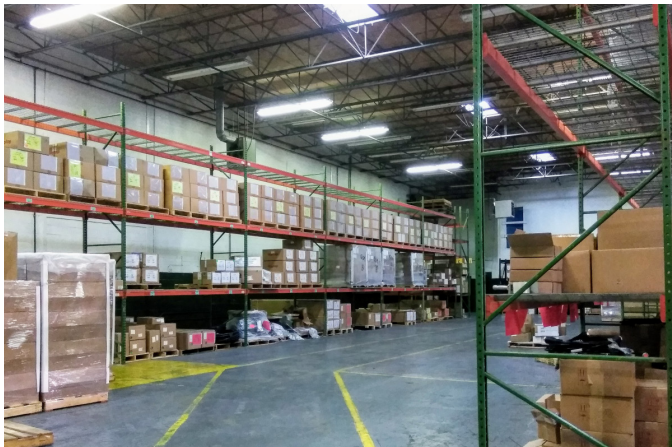
Easy to Work With

Clear processes, streamlined contracts, and responsive support, these aren't extras. They're essential. At NWS, we build ease into everything we do, making sure clients and their ecosystems can move quickly and with confidence.

At NWS, we don't just move materials, we help you move your mission forward. Our work matters to the industries and communities we serve. We're not simply a vendor; we're a strategic ally committed to the long game.

When you partner with NWS, you get more than product delivery, you gain a collaborative team invested in your outcomes, your growth, and your long-term success. That's how we raise the standard, and why our partners stay with us.

Strategic Growth in Motion: NWS Adds Warehouses to Boost Speed, Scale, and Service



Apopka, Florida

NWS is opening a new, centrally located warehouse in central Florida. With easy access to Florida's major markets, this location positions us to meet rising infrastructure demands across the region—quickly and reliably.

More Space, Faster Service

The 84,165 sq. ft. facility boosts our ability to deliver quickly and efficiently for broadband, private networks, fixed wireless, carrier projects, and more.

Another Step Forward

This expansion isn't just about square footage—it's about scaling smart, staying close to our customers, and delivering Digital Infrastructure solutions faster than ever.

Mirabel, Quebec

On March 24, 2025, NWS officially opened a 35,000 sq. ft. warehouse in Mirabel, Quebec, expanding our reach and strengthening our distribution network across the region.

Built for Speed & Scale

With more space and a central location, the new facility allows us to stock a broader range of products, increased custom assemblies production, process orders faster, and shorten lead times for local customers.

Supporting Growth & Connectivity

As broadband demand rises, this warehouse helps us stay ahead—delivering faster, more responsive service and positioning us closer to where our customers operate.



Georgia Warehouse and Laydown Yard

NWS expanded its distribution capabilities in the Southeast with the opening of a new warehouse facility in Butler, Georgia, on March 15, 2025.

Supporting Larger Projects

The new site offers more storage space, a secure 20-acre laydown yard, and room to manage large-scale infrastructure builds—all designed to support faster, more efficient service.

Smarter Regional Service

With this expansion, we're cutting freight costs, reducing turnaround times, and improving support for everything from fiber builds to wireless deployments.



Verizon Is Evolving, and NWS Is Ready to Support You



Verizon Wireless, like AT&T, has historically used the Turf model for its procurement processes, most notably through its Minor Materials Program. This model created fixed distribution channels that often limited buyers to specific manufacturers and suppliers.

AT&T followed a similar path through Turf 3.0 to 6.0, reinforcing controlled purchasing practices across its network. While these models brought consistency, the industry is evolving, and so is Verizon.

NWS: Your Trusted Partner in This Transition

As Verizon modernizes its procurement strategy and opens up its sourcing model, NWS is ready to support. We are increasing inventory, optimizing logistics, and offering highly competitive pricing to meet the needs of Verizon's nationwide network of general contractors.

This approach aligns perfectly with our mission: to be a strong, reliable partner for both our customers and our OEM suppliers, just as NATE has championed across the industry.

Serving the People Who Build the Network

At NWS, our solutions are built around the people doing the real work—GCs, tower crews, and field technicians. From pre-configured kits to turnkey fulfillment, we are focused on helping you complete jobs safely, efficiently, and on time.

We operate fully stocked distribution centers across the country, including:

- Carrollton, TX
- Westmont, IL
- Apopka, FL
- Greensboro, NC

With dedicated support teams and responsive service, we ensure you get what you need, when you need it.

What's Changing with Verizon? A New Opportunity for GCs

Verizon's May announcement signals big changes coming by July 1 (*as reported by Wireless Estimator*). These include:

- A revamped pricing matrix with site-specific considerations via an "Exceptions and Allowances" process
- Regionally based RFPs to better reflect inflationary conditions
- Expanded Minor Materials Program allowing for substitutions with cost-matched or improved options
- Coverage of common consumables such as lugs, weatherproofing, straps, and heat-shrink
- The message is clear. Verizon is embracing more flexibility and supplier choice, and that creates a win-win opportunity for GCs and field teams.

Let's Build What's Next, Together

Connect with your NWS Sales Representative today to learn how we can support your Verizon Wireless projects with flexible, industry-leading solutions that put your crews and your bottom line first.

NWS is Accelerating Broadband Where Fiber Falls Short



At NWS, we're helping bridge the digital divide by delivering proven Fixed Wireless Access (FWA) solutions that make high-speed connectivity possible, especially where fiber isn't practical or cost-effective.

Whether it's a rural municipality, private enterprise, or public-sector initiative, our portfolio of radios, antennas, and CPEs enables scalable, reliable broadband with faster time to deployment and lower total cost.

By partnering with leading FWA manufacturers and offering pre-configured, compatible system builds, NWS simplifies the rollout of wireless networks while helping mitigate technical and logistical risks. **Our team of experts supports every phase of deployment, ensuring the solution fits your geography, application, and bandwidth goals, today and tomorrow.**

From utility grids and educational networks to underserved towns and healthcare facilities, NWS enables:

- Rapid network deployment without the delays of trenching
- Tailored broadband solutions that scale as your needs grow
- Reduced operational risk with tested, ready-to-deploy kits
- Trusted expertise across public and private network initiatives

[Learn More](#)

NWS is Proud to Partner with Cambium Networks, a Global Leader in Fixed Wireless Access (FWA) Solutions



NWS is proud to partner with Cambium Networks, a global leader in Fixed Wireless Access (FWA) solutions. As an authorized distributor, we're bringing Cambium's proven wireless technology to our customers across North America.

In today's rapidly evolving digital landscape, organizations, from service providers and municipalities to utilities and enterprises, require fast-to-deploy, reliable, and scalable connectivity. Cambium delivers exactly that with a broad portfolio of high-performance fixed wireless gear built for real-world demands.

Whether bridging the digital divide in rural communities or expanding urban edge coverage, Cambium's FWA solutions help customers deploy broadband quickly, manage networks easily, and scale affordably, without sacrificing performance.

With NWS and Cambium Networks, you get:

- Enterprise-grade wireless infrastructure built for rapid rollout
- Centralized cloud-based management with cnMaestro™
- Long-range, high-capacity links ideal for last-mile and backhaul
- Support for both licensed and unlicensed spectrum strategies

Together, NWS and Cambium deliver future-ready wireless networks that perform in the toughest environments, while keeping your business ahead of the curve.

[Learn More](#)

Fiber Performance, Wireless Speed: NWS Partners with RADWIN for Carrier-Grade FWA

NWS is proud to announce our partnership with RADWIN, a global leader in sub-6 GHz Fixed Wireless Access (FWA) solutions. Known for delivering fiber-like performance with wireless flexibility, RADWIN empowers service providers to deploy high-capacity broadband with unmatched reliability, even in the most challenging environments.

From urban congestion to rural terrain, RADWIN's advanced PtP and PtMP platforms deliver:

- High throughput and low latency
- Smart beamforming for interference mitigation
- Rapid deployment without trenching delays
- Proven performance for licensed and unlicensed spectrum



Together, NWS and RADWIN bring a powerful combination of carrier-grade innovation and expert distribution support to broadband providers, utilities, public safety networks, and private operators across North America.

As an authorized distributor, NWS enables fast, reliable access to RADWIN's portfolio—paired with pre-configured solutions, project staging, and the logistical expertise to reduce risk and accelerate deployment.

Whether you're building out rural broadband, upgrading transport backhaul, or extending connectivity in hard-to-reach areas, RADWIN and NWS deliver the tools you need to stay ahead.

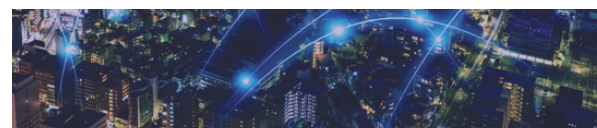
[Learn More](#)

High-Speed Wireless, Pre-Packaged and Ready to Deploy: Telrad Starter Kits Now Available at NWS

NWS is offering **limited-time Telrad Starter Kits**. Available in **both integrated antenna and connectorized models**, these all-in-one packages deliver up to 2 Gbps throughput and are ideal for:

- Broadband service providers
- Rural and municipal networks
- Enterprise and industrial connectivity projects

Telrad's BreezeAir Starter Kits bring next-generation 6GHz fixed wireless connectivity with enterprise-grade reliability and speeds up to 2Gbps. Fully certified by the FCC and ISSED for outdoor operation, BreezeAir supports standard-power (36dBm) deployments across the U-NII-5 (5.925–6.425 GHz), U-NII-6 (6.425–6.525 GHz), and U-NII-7 (6.525–6.875 GHz) bands, ensuring broad spectrum availability in North America.



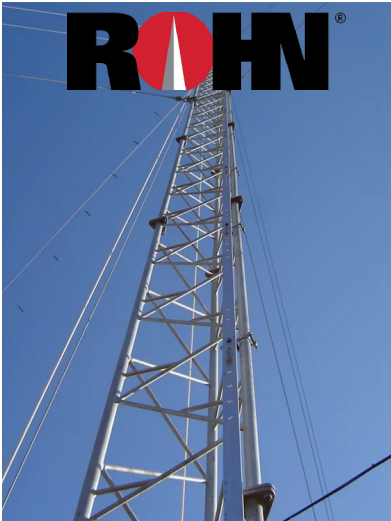
Starter Kit Options & Pricing (Limited Offer: June 9 – July 9, 2025):

- PTMP – Integrated Antenna: \$3,300: 1x 2 Gbps MU (16dBi) + 3x 1 Gbps CPEs (24dBi)
- PTMP – Connectorized: \$2,999: Custom antenna option (not included)
- PTP – Integrated Antenna: \$1,999: 2x 2 Gbps radios with 24dBi antennas

[Learn More](#)

Contact NWS to reserve your kit today.

ROHN Guyed Towers are Now Available at NWS



NWS is proud to partner with **ROHN Products LLC**, a global leader in **telecommunications infrastructure solutions**. As an authorized distributor, we're bringing ROHN's proven tower technology to our customers across North America.

In today's demanding connectivity landscape, organizations from telecom providers and broadcasters to critical infrastructure operators require robust, reliable, and code-compliant structural solutions. **ROHN delivers exactly that with their comprehensive portfolio of high-performance towers and poles** built to withstand the toughest environmental conditions.

Whether expanding cellular networks, upgrading broadcast capabilities, or reinforcing critical infrastructure, ROHN's structural solutions help customers deploy with confidence, meet rigorous standards, and scale effectively - without compromising on safety or durability.

With NWS and ROHN Products, you get:

- Industry-proven tower systems including **25G, 45G, 55G, and 65G** models
- Complete solutions for guyed, self-supporting, and **steel pole applications**
- Corrosion-resistant designs meeting **EIA/TIA-222 standards**
- Engineering excellence backed by decades of field performance
- Comprehensive support from planning through installation

[Learn More](#)

Lattice Tower Mounts, Monopole & Rooftop Mounts at NWS

NWS is proud to partner with **Kenwood Telecom**, a trusted leader in wireless infrastructure solutions. As a **premier distributor**, we're bringing Kenwood's high-quality mounting systems to network operators across North America.

Whether deploying **dense urban networks, expanding rural coverage, or securing public safety communications**, Kenwood's infrastructure solutions help customers build with confidence, optimize installations, and maintain network integrity without compromising on quality or performance.



With NWS and Kenwood Telecom, you get:

- Heavy-duty **Lattice Tower Mounts** for robust applications
- Space-efficient **Monopole Tower Mounts** for compact deployments
- High-performance **Waveguide Bridges for optimal RF transmission**
- Secure **Rooftop Mounts** for elevated installations.

NWS and Kenwood Telecom provide the strong foundation your wireless network demands, by combining proven infrastructure solutions with expert support from design to deployment. Contact our team today to build your network on a foundation of quality and reliability.

[Learn More](#)

Redler Technologies Power & Motion Control Solutions at NWS

NWS is proud to partner with Redler Technologies, a global innovator in power distribution and motion control solutions. As an authorized distributor, we're bringing Redler's cutting-edge technologies to customers across North America.



In today's technology-driven industries, organizations from **defense contractors to industrial automation** leaders require robust, precise, and reliable power and motion control systems. Redler delivers mission-critical solutions with their advanced portfolio of power distribution units and motion controllers built for the most demanding applications.

Whether **modernizing defense systems, optimizing manufacturing processes, or developing next-generation aerospace platforms**, Redler's solutions enable customers

to achieve superior power management, precise motor control, and seamless automation integration - without compromising on performance or reliability.

With NWS and Redler Technologies, you get:

- Mil-Grade ruggedized PDUs for extreme environments
- Advanced solid-state power distribution units (SSPCs)
- Smart solid-state circuit breakers (SSCBs)
- Precision servo motion controllers for automation
- Customizable solutions meeting stringent technical specs

NWS Connect X After Party: A Night to Remember



The NWS Connect X After Party at Millennium Hall lit up an already packed week in Chicago, last month. With a full house and nonstop conversations, the energy was electric and the turnout exceeded expectations. It was a great break from the show floor bringing together industry peers, partners, and friends.

Thanks to Our Sponsors

A big thank you to MZI Group Inc. and Wirewerks for helping make the night possible. From great food and an open bar to upbeat music and unforgettable moments, it was a night to celebrate.

Looking Ahead to 2026

We're already planning our next invite-only After Party on May 4, 2026, in Fort Lauderdale. Expect even more opportunities to connect, celebrate, and create lasting memories.

Want to relive the night?

The event photo album is now live. Check out the link below.

[View The Photo Album](#)



Keysight HD3: High-Definition Oscilloscopes for Precision Labs

Precision Redefined for Education & R&D



Unlock groundbreaking clarity and signal insight with the all-new Keysight InfiniiVision HD3 Oscilloscope, engineered for university labs, R&D facilities, and physics departments. The HD3 delivers exceptional 12-bit high-definition resolution and industry-leading acquisition speed, making it the ultimate tool for capturing subtle glitches, rare events, and quantum-scale signals.

Key Features:

- 12-bit HD Clarity: Up to 16x more detail vs. traditional 8-bit scopes
- 1 Million Waveforms/sec: Capture transient phenomena with ease
- Modern Touch UI: Ideal for students and researchers alike
- Protocol Support: I2C, SPI, CAN, USB, and more
- Lab-Ready Integration: Seamless with PathWave software for remote access & collaboration

Perfect for electrical engineering, physics, embedded systems, and digital signal research.

[Learn More](#)

Aerospace & Defense Ready: Keysight AP5001A RF Source

Precision RF for Mission-Critical Applications


[Learn More](#)

The Keysight AP5001A RF Source is built to meet the exacting standards of aerospace, defense, and secure communications programs. Whether you're designing radar, EW systems, or satellite uplinks, the AP5001A delivers high-purity RF output across an expansive frequency range, with the flexibility to simulate threat environments or validate mission-critical gear.

Defense-Grade Capabilities:

- Ultra-Low Phase Noise: Ensures clean, precise signals
- Wide Frequency Range: Covers sub-GHz to mmWave
- High Output Power: Ideal for stress and sensitivity testing
- Advanced Modulation: Supports complex signal environments
- PathWave Compatible: Integrates easily into automated test setups

Trusted by defense labs and contractors pushing the edge of RF innovation. **Talk to your NWS Account Manager to Schedule a demo today.**

Kitting & Logistics Services: From Box to Build: NWS Kitting Gets You There Faster



Simplify Sourcing. Accelerate Deployment. Reduce Risk.

At NWS, we understand that every hour matters, especially during high-stakes infrastructure builds, nationwide rollouts, and fast-moving project schedules. That's why our Integrated Kitting & Logistics Services are engineered to streamline your supply chain, eliminate on-site inefficiencies, and ensure delivery of complete, deployment-ready solutions, exactly when and where they're needed.

Whether you need a single custom box or thousands of full-scale kits staged across multiple sites, we manage the complexity, so your crews can focus on what matters most: execution and uptime.

What We Offer:

Project-Specific Kitting

Customized full BOM kits, professionally labeled, counted, and boxed by job, site, or deployment phase for faster field installs.

Staging & Pre-Assembly

Cabinets, cables, and assemblies can be pre-racked, labeled, and pre-configured at our warehouse, minimizing labor and error in the field.

Consolidated Shipping

Reduce freight risk and streamline material handling with single-skid shipments, delivered on time to your site, anywhere in North America.

Warehousing & Distribution

With strategically located facilities across Canada and the U.S., we support Just-In-Time delivery models and phased rollout schedules.

Change Order Flexibility

Our agile supply chain supports last-minute adjustments, substitutions, and expedited requests without compromising project momentum.

Ideal For:

- National and regional carrier deployments
- Large-scale fiber, DAS, or small cell installations
- Complex government and military infrastructure projects
- OEM partners and system integrators managing multi-vendor sourcing

[Learn More](#)

Whether you're deploying 5 kits or 5,000, NWS delivers unmatched precision, scalability, and reliability, every time.

NWS Champions Public Safety Connectivity at 2025 SBC Events



As the demand for reliable in-building public safety communications grows, NWS continues to take an active leadership role in advancing wireless infrastructure that supports first responders, critical facilities, and densely populated venues. In 2025, **NWS proudly served as a sponsor and featured speaker at Safer Buildings Coalition (SBC) seminars in Greenville, Dallas, and Phoenix—showcasing our commitment to code-compliant solutions and our growing capabilities in Distributed Antenna Systems (DAS) and Private Networks.**

SBC events bring together public safety officials, AHJs (Authorities Having Jurisdiction), system integrators, and wireless experts to drive awareness and adoption of Emergency Responder Communication Enhancement Systems (ERCES). At each event, NWS shared practical insights on streamlining deployment of DAS components, ensuring code compliance, and supporting integrators with mission-critical product availability and custom engineering support.

Our Role in Safer Buildings

Through our participation, we reinforced how NWS delivers value across every stage of public safety DAS deployments:

- Expert-led product distribution for passive and active DAS components from leading OEMs
- Integrated logistics and kitting services for multi-site or phased rollouts
- Technical support and training in partnership with manufacturers and AHJs
- Speed-to-site warehousing via our nationwide logistics network

Serving Mission Critical Communications Networks for First Responders

As part of our expanded DAS and Private Network solutions, NWS enables contractors, system integrators, and enterprise facilities teams to deliver robust, in-building wireless coverage that meets both commercial and public safety needs. Our solutions support:

- Neutral host DAS for shared cellular coverage
- Public safety DAS for NFPA/IFC-compliant ERCES systems
- Private LTE/5G networks for smart buildings, campuses, and transport hubs

Our approach includes full BOM support, cabling, antennas, splitters, power systems, and expert guidance on regulatory requirements, ensuring end-to-end readiness from concept to cutover.

