



L&M

# Network Deployment Services

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# Proposal

- Become Verizon Services Certified Partner of choice.



# Deployment Solutions

## **Turn-Key EF&I and System Integration**

- Comprehensive detailed engineering, integration and field deployment services
- Equipment configuration and integration improving speed to market, internal resource utilization and project cost reduction
- Multi-vendor configurations
- Complete materials management for equipment being installed, decommissioned or is defective
- Whole order staging reducing shipments and cycle time



# Deployment Solutions

## Central Office

- Frames/superstructure
- Fiber management
- Power/grounding
- Transmission (Carrier Ethernet, xDSL, PON, SONET, etc.)
- Timing, DSX, Cat5/6
- Alarm & surveillance systems
- Equipment decommissioning and removal



# Deployment Solutions

## Wireless

- Installation services
- Cell site equipment installation
- Backhaul network design & installation
- DC power system engineering and installation





# Workforce

L&M has a workforce of experienced professionals.



## **This capability includes:**

- Field project management
- Inside customer support
- Material management
- Dedicated quality program
- Installation specification engineering
- Skilled technicians



# Multivendor capabilities

- **Fujitsu**
- Alcatel-Lucent
- Adtran
- Calix
- Tellabs
- Cisco
- RAD
- Ciena
- Juniper



# Customer references



# Customer Testimonials

"I wanted to take a minute and say thank you for the hard work and valued partnership we have between Fujitsu Network Communications and your team. Our continued success is a combination of the quality work and your leadership to provide on-time delivery to Century Link and their end customers. I value your diligence to meet Fujitsu expectations and commitment that continues to deliver over these past two years" Adam Gillespie, Fujitsu Network Communications.

*" I want to thank L&M for their support in multiple projects for our various customers. L&M attention to detail and commitment to high installation and test practices differentiate them from the competition. Anybody can sell services however the follow up and flawless executions are a trademark for L&M. Way to go Mr. Jefferson!" Antonio Radilla, Senior Manager Engineering and Field Services, Fujitsu Network Communications*

*"I am writing to recommend L&M Electric and Plumbing, LLC, Whom I have worked and known for the past 1year 3months, as a vendor Candidate for your company. During that time, L&M Electric and Plumbing, LLC, Successfully performed full installations and turn-ups of the Adtran & RAD equipment in multiple regions of the east coast. Due to the success of L&M work, L&M were awarded the Virginia market as turf vendor in 2014. I have no doubt that L&M Electric and Plumbing LLC, would be a valuable asset to your team and I give my recommendation. If I can provide any further assistance please feel free contact me at 610.570.8418 or jholzy@rcn.com." Fusion Solutions.*