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# LUFFMAN-BYERS

Telecom, Inc.

## *The Communication Professionals*

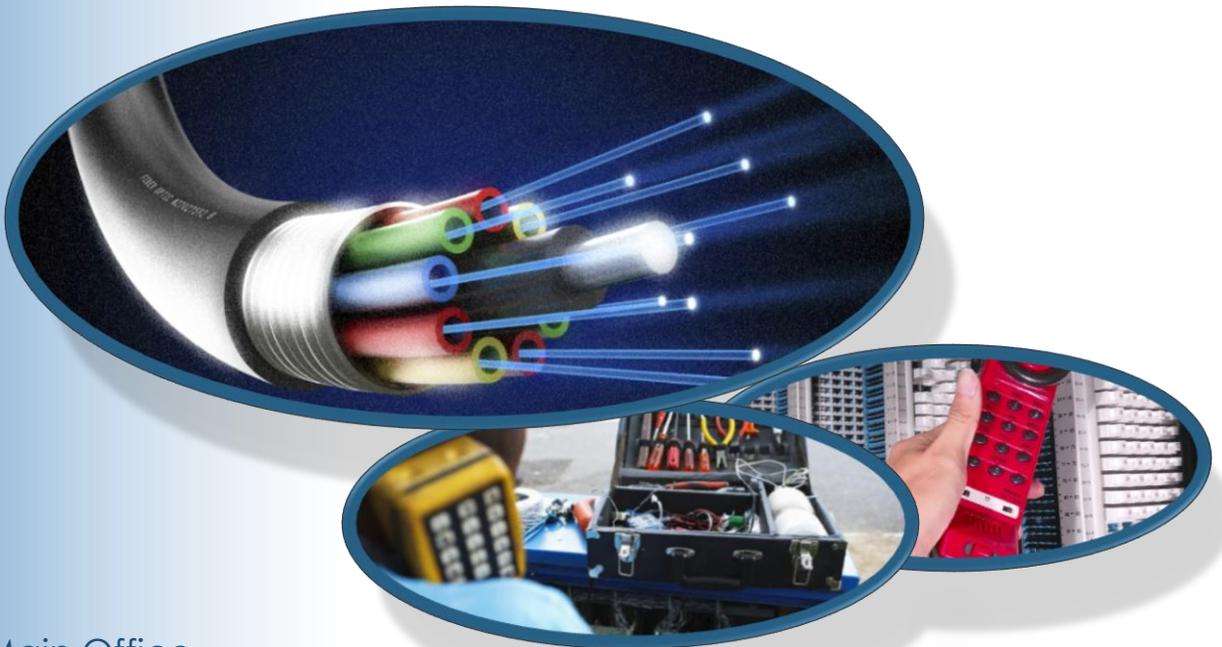
Providing OSP/ISP Engineering and Installation Services  
since 1998

(with nearly 90 years of experience between the principal owners)

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Dalton Georgia 30720

706-272-9133

[www.luffmanbyers.com](http://www.luffmanbyers.com)

EXPERIENCED

# Outside Plant Engineering and Design Services

Telecom, CATV, Wireless and Broadband

With an experienced and dedicated Outside Plant Department, Luffman-Byers Telecom can service all of your Outside Plant Engineering needs. Luffman-Byers employs a full staff of experienced Outside Plant Engineers, Field Engineers, Surveyors and Drafters. We utilize the latest technologies in order to assure the highest quality end-products available. While striving to perform the work in a timely manner and within our customer's budget.

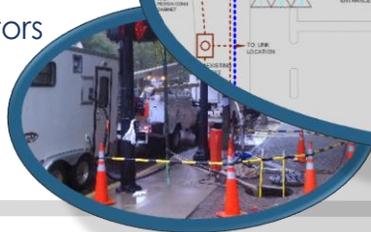
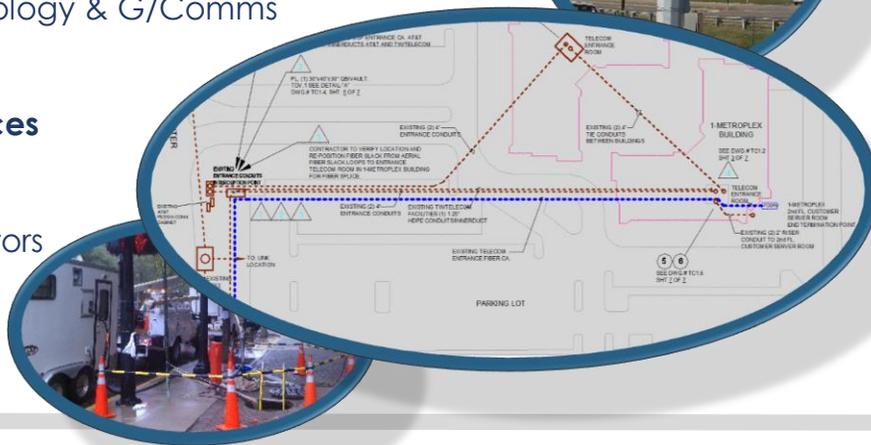
- Long-Haul, Rural, Local, Commercial and Residential
- REA/RUS/BELL System Standards
- OSP Planning
- Field Route Design
- Fiber-to-the-Prem/Home (FTTP/FTTH)
- Site Surveys
- Right-of-way/Easement Acquisition
- Bridge Attachments
- OSP Feasibility Studies
- Franchise Agreements
- Municipal Permits
- Railroad Permits
- Certified CSX & Norfolk Railroad Safety Trainers
- OSHA Certified
- Pole-Owner Make-Ready & Permitting
- Field Verification/Mapping
- Pole Attachment Audits
- NJUNS Compliance

## CAD Services

- AutoCAD
- Microstation
- PowerDraft
- Intergraph G/Technology & G/Comms
- AFO OSPInsight

## Contract Staffing Services

- OSP Engineers
- Field Engineers
- Construction Inspectors
- Project Managers



OUTSIDE PLANT

## Inside Plant Engineering

Luffman-Byers Telecom maintains an experienced staff of Inside Plant and Equipment Professionals including Engineers, Designers, Planners and Project Managers. We can assist your company in building a broadband network to meet your current and future service requirements with our extensive knowledge in equipment design and engineering of xDSL, GPON, FTTx, and transport backhaul. We can provide you with:

- Evaluation of Engineering Work Request
- Work order preparation
- Site Survey request & evaluations
- Records Research
- Coordination to vacate space
- Material procurement
- Determine power requirements
- IPAC (Installer Package) preparation
- MOP preparation or support
- Project close out review
- Budgeting
- Scheduling
- Coordination of all deliverables

### **Contract Staffing Services**

- Broadband planning services
- Broadband engineers
- Project Managers
- Project Coordinators



## Installation Services

Luffman-Byers Telecom prides itself on the exceptional installation teams that are skilled in the placement of equipment racks, cable racks, data equipment, and fiber duct management systems. Central Office and remote cabinet electronics installation, commissioning, and cutover are part of our day-to-day routine.

- Installations
- Central Office
- Customer Premise
- Site Surveys
- Structured Cabling
- Commercial Building Wiring for DATA/LAN/WAN/FTTP
- DeMarc Extensions
- Copper & Fiber
- Test & Turn-up
- Equipment Recovery
- Equipment Inventory & Audits

### Contract Staffing Services

- Central Office Engineers
- Central Office Technicians
- Field Technicians
- Installers



## Flexibility

***As an independently owned small-business, Luffman-Byers Telecom has an advantage over others in our industry, in that we possess the flexibility it takes to make quick adjustments as our customers needs change.***

As everyone in the Telecom/Broadband industry understands, this business is always evolving and change is the only constant. In turn, our customers must have a vendor who is capable of adjusting to necessary changes with very little advanced notice and who will not delay the project with "red tape" within their own systems.

### Rates

As a small business, our rate structure can be very competitive and still not sacrifice quality. A quality product is always our number one priority. Every customer of Luffman-Byers Telecom has and will continue to experience that first-hand.

The flexibility that Luffman-Byers Telecom has allows us to offer rate structures to meet any of our customers needs. Some example pricing terms are:

- Hourly
- Per Unit/Foot/Project
- Lump-Sum
- Turn-Key
- Task/Driver related units



# HISTORY

Luffman-Byers Telecom, Inc. was established in 1998 by Charlie Luffman, who was joined shortly thereafter by Rick Byers. Both partners enjoyed successful careers with large telecom companies while working in management roles across several states. They served in various capacities, including Central Office Conversion Coordinator, Central Office Maintenance Operations, Central Office Transport Design, Central Office Equipment Installation, Installation & Repair, and Construction. Upon their retirement both saw the growing need to provide experienced, professional contract personnel and services for ILEC's as well as the ever-growing number of CLEC's entering the communications marketplace. Initially, Luffman-Byers focused on quality installation of equipment for central office and remote electronics but it didn't take long for their customers to learn they were equally proficient in the installation of all types of power plants. When customers began deploying more fiber optic based systems throughout their network, Luffman-Byers was there to provide their installation expertise as well.

As telecom customers began to aggressively upgrade to fiber and broadband systems, Luffman-Byers capitalized on its previous relationships and recruited seasoned telecom veterans to fill customer's critical gaps. This ultimately grew into the creation of full-fledged ISP and OSP Engineering Divisions. The ISP Engineering team is familiar with most OEM's and has diligently worked to integrate equipment seamlessly into each market based on customer requirements. Similarly, the Installation division has constantly evolved with the ever changing equipment and testing required to keep up with current customer needs. Our OSP Engineering business has continued to develop as well, recruiting and training additional resources to handle ROW, railroad permitting, AutoCAD and special record updating requests by their customers. Our engineering divisions have most recently been designing and engineering many miles of fiber facilities and equipment for companies both large and small to shore up networks for services that include FTTx, GPON, xDSL, and long haul transport facilities. As the company has evolved, Planning and Project Management have proven to be key ingredients of the overall strategy for successful projects.

Luffman-Byers Telecom's Installation and ISP Engineering divisions are headquartered in Dalton, GA, while the OSP Engineering division resides in Moody, Alabama. All divisions have resources throughout the southeastern United States, but there are no geographical limitations on where we can work. Recent projects from New York to Texas, and from Florida to Iowa attest to our flexibility.

As you can see, Luffman-Byers has grown their business into a flexible, yet professional and multifaceted team that can assist most telecom and broadband providers in network improvements. Please feel free to complete your contact information in the **Contact Us** section of our website and someone from the Luffman-Byers team will be glad to coordinate dates and times to discuss your specific network or staffing needs.

## INTEGRITY

Charlie and Ricky have spent many years building a reputation of quality and integrity within the telecommunications industry. They consider this to be one of their proudest accomplishments and expect no less from any other team member of Luffman-Byers Telecom. Every employee of Luffman-Byers understands that they are the face of the company and should strive to represent Luffman-Byers with a positive attitude, honesty and integrity.

## PROFESSIONALISM

*We, at Luffman-Byers, understand that our customers expect to receive a professional and quality product or service. We are committed to representing our customers in a most professional manner and believe in delivering a service that is unsurpassed in the telecommunications industry.*

