



# Smith Networking

WELCOME TO THE NEXT LEVEL.



**IDEA**

#### Sales & Information:

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Fax: +31 23 540 5152  
E-mail: [networking@nfsmith.com](mailto:networking@nfsmith.com)  
[www.smith-networks.com](http://www.smith-networks.com)

#### Executives:

Omar Beyhum  
*Network Sales Manager*  
Thomas Balm  
*Business Development Manager*



Smith Networking offers competitive pricing and rapid delivery on new and refurbished networking equipment. As a part of Smith & Associates, a leading electronics distributor, we have extensive experience in the electronics distribution market and the resources and supplier base to achieve substantial cost savings for our networking equipment customers.

When your business upgrades its networking equipment, Smith Networking can be your partner for liquidating replaced equipment and recovering a portion of its original cost.

## We specialize in refurbished networking equipment

Extend your company's IT budget with refurbished network components. Both current and end-of-life products are available below standard dealer costs... Sometimes at discounts of up to 80%!

And components arrive in days, rather than weeks or months, as can be the case for new equipment.

#### Ideal fits for refurbished equipment:

- Spare components  
Spares are a necessity for any organization – the lower cost and decreased depreciation of refurbished networking equipment makes it an ideal fit for this purpose. Holding refurbished spares as backups in case of equipment failure is considerably cheaper than a maintenance contract.
- Labs or testing environments  
New equipment is unnecessary in labs or testing environments
- Legacy (EOL) components can be purchased when they are no longer available from the manufacturer

### Product Lines Available:

Routers	Modules
Switches	GBICs
Modules	SFPs
Firewalls	Port Adaptors
IP Phones	Supervisor Engines
Memory	Network Processing Engines
Cables	

Many major brands of Networking Equipment available, such as:

Cisco	Foundry
Juniper	Alcatel
HP	3com
Nortel	Huawei
Extreme	and more.



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## Quality

Quality is a cornerstone of Smith Networking's business. Suppliers are screened on an ongoing basis, based on quality and speed of delivery. Incoming shipments of components and hardware are carefully tested based on a mil-spec sampling, for both new and refurbished product. Visual inspections include comparison to manufacturer specifications, complete with photographic records. Electronic testing results are verified and recorded.



Smith & Associates' quality control team is experienced and highly trained, and led by a quality engineer. Smith & Associates' warehouses and logistics hubs are certified to ANSI/ESD S20.20-1999 standards, and Smith & Associates' quality management systems are ISO 9001:2000 certified.

## Logistics

Smith Networking offers the shortest lead times in the industry, with a global logistics network and highly trained logistics teams to expedite and track shipments around the globe. Smith conducts business in more than 50 countries, and is familiar with varying regional customs requirements and standards.



## Warranty

Smith Networking offers a standard 1 year warranty on all new equipment and 1-3 months for refurbished equipment. Extended warranty terms may be available - ask your Smith Networking representative.

## Trade-in Programs

Smith Networking offers flexible inventory liquidation solutions including trade-in/buy-back, consignment, and lot purchase programs for obsolete networking equipment, used systems, and excess inventory. These programs can be customized to suit each customer's needs.



Smith & Associates' size and financial strength allow us to handle large transactions and respond quickly to the dynamic needs of our customers worldwide.



## Service

Smith Networking provides around the clock service. Network equipment professionals dedicated to supporting your needs can be reached 24 hours a day and operate from regional facilities serving EMEA, the Americas and Asia.

**Contact Smith Networking for pricing, availability, and delivery times.**