



GLOBAL SUPPLIER DIVERSITY BUSINESS DEVELOPMENT Spring 2013 Newsletter

Champions of Diversity

And the Winner is . . . Telamon Corporation

Telamon Receives Cisco's Best Diverse Supplier Award

Telamon Corporation has received the 2012 Best Diverse Supplier award from Cisco. This prestigious award recognizes Telamon Corporation as a minority-owned supplier that consistently delivers top performance and contributes to Cisco's overall success and bottom line. The distinction was awarded during Cisco's 21st annual Supplier Appreciation Event, held September 6 at the Santa Clara Convention Center.

"As a long-time Cisco strategic partner for optical products, Telamon Corporation provides top-notch supply chain management and logistics services. After the Japan earthquake resulted in a worldwide optical component shortage, Telamon's innovative solutions and flawless execution enabled us to meet all of our aggressive shipment target dates well ahead of schedule," said Hong Ling, senior manager, Supply Chain Operations, Cisco.

Cisco presented awards to suppliers in recognition of their contributions to Cisco's success in fiscal year 2012. At the event Cisco celebrated the shared successes of its global value chain with strategic suppliers and manufacturing partners and reaffirmed its commitment to a strong, continued partnership that will further accelerate innovation.

"We are honored to receive this prestigious award and look forward to continuing our partnership with Cisco," said Albert Chen, CEO, president, and founder of Telamon.

Telamon Wins 2012 DiversityNXT Solution Supplier Award

This past May in New Orleans, Louisiana, Telamon Corporation was presented the DiversityNXT Solution Supplier Award by the Technology Industry Group (TIG) at the Cellular Telecommunications Industry Association's (CTIA) International Wireless Show.



2012 DiversityNxt Awards in New Orleans: From left to right: Hong Ling (Cisco) and Anthony Brown (Telamon).

According to TIG, the award "recognizes the diverse supplier who has created the most innovative solution in the 'next generation' arena in response to the customer challenge. Telamon illustrated ways diverse suppliers can provide value and support cost reductions in the overall supply chain."

In recent years, Telamon has designed innovative solutions, successfully penetrated new areas of business, and increased revenues dramatically. The company's proactive, results-oriented approach helped enable Cisco's largest broadband customers to build or rebuild their regional transport networks (RTN), which represented the largest growth area for cable companies in 2011 and 2012.

Telamon also supported customers with cutting-edge technology by using renewable energy, earning customers an aggressive return on investment (ROI) and many long-term energy sustainability efficiency benefits. The company successfully proposed a solar canopy solution for Verizon at a digital loop carrier (DLC) site in California that will result in strong ROI, use of credits, battery-life extension, sustainability recognition, and reduced truck-roll expenses.

Call to Action: [Learn more about Telamon Corporation.](#)