

Solutions for the world we need next.

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Gap Wireless Is Now Part of NWS

Gap Wireless is officially doing business in Canada as NWS with a new website, nwsnext.com. [pg. 2](#)

The Evolution of NWS

A visual representation of NWS's journey in time. Showcasing its growth, evolution, and significant events and milestones. [pg. 4](#)

Industry-Leading RF Testing Solutions at NWS

We offer a wide range of advanced RF test equipment that caters to the diverse requirements of our customers. [pg. 6](#)

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Revolutionary Power Distribution



Learn how VoltServer's Digital Electricity™ platform is revolutionizing power distribution and innovation in The Long Island Railroad in Queens, NY. [pg.9](#)

NWS is Now CAMSC Certified



Along with NWS receiving National Minority Supplier Development Council (NMSDC) certification, NWS is now officially CAMSC certified. [pg.9](#)

Hot Products at NWS



Cutting-edge technology infrastructure solutions and testing equipment form our world-class vendor partners: Keysight, Keltech loE and more. [pg.10](#)

Meet Xavier Williams, NWS Chief Executive Officer



Tell us a little bit about your background.

I was born and raised in Washington, DC, the son of an entrepreneur and an educator. I started working at AT&T after finishing school under the auspices that it would be a good place to work until I figured out what I wanted to do with my career, and I guess it took me 30 years as I ended up retiring from there.

I have been married for 30 years, and we have two children. With our youngest heading off to university this fall, we are now entering the empty-nester phase of life. We, more my wife than me, started a church 13 years ago and I spend a lot of my time away from the office on ministry-related matters.

What have you been most impressed with and enjoyed the most about your first year with NWS?

By far, the people. Our employee base is dedicated to meeting customer needs. To work with people that care so much is very inspiring to me.

How do you see the company changing in two years, and how do you see yourself leading that change?

Scale. We will continue to grow the business to allow us to drive further efficiencies through scaling the business. It is essential that we take the best attributes of each respective predecessor company, NWS, GAP, and JF Tech; and create a winning culture that continues to focus on customers. Our five core values serve as our foundation to help this company scale and grow.

What are your biggest long term goals for NWS?

To grow the business, to grow our people and to serve clients at the highest level in the industry.

What are you passionate about outside of work?

My family is my future!

Gap Wireless Is Now Part of NWS

On February 7, 2022, Network Wireless Solutions, LLC ("NWS"), a rapidly growing solutions and logistics provider to carriers and telecommunications contractors, acquired Canada-based Gap Wireless, a leading provider of products and services for the mobile broadband and wireless markets throughout North America. NWS is a portfolio company of Grain Management, LLC ("Grain"), a Washington, D.C.-based investment firm focused on the global communications sector.

On June 1, 2023, Gap Wireless officially rebranded to NWS Canada. We continue working with vendors to stock and distribute thousands of telecom infrastructure, test and measurement products, hybrid and discrete custom cable solutions, and a full range of logistics and kitting services. Our customers are active in the public and private sectors, spanning government, military, education, utilities, telecom carriers and equipment installation companies.

On June 5, 2023, NWS launched its unified new website and rebranded web store that combines the content from NWS's previous website and gapwireless.com. Designed with user-friendliness and functionality in mind, NWSNext.com provides a seamless and intuitive platform for our customers to access our wide range of products and services.

NWS Canada Celebrates Joining the NWS Family

Our Mississauga, ON, and Blainville, QC offices hosted enthusiastic staff BBQs to celebrate NWS expanding in Canada. As we join the NWS family, excitement sweeps through the teams, including a strong sense of team spirit. The BBQs were the perfect opportunities to celebrate unity, collaboration, and the boundless possibilities in this exciting new chapter of our journey.

Glenn Poulos, NWS Canada VP & GM, added, "NWS Canada is excited about our name change while we look back fondly on 16 years as Gap Wireless. With Grain's track record of growing businesses in the telecommunications industry, we know the company we founded in 2007 and spent the last 16 years building is in good hands."



NWS Environmental, Social, and Governance Initiatives

At NWS, we are dedicated to fostering Environmental, Social, and Governance (ESG) responsibility through comprehensive initiatives. Over the last nine months, NWS has engaged with a third-party ESG consulting company, GreenPlaces, to develop and grow our organization's strength in the areas of sustainability and responsible corporate governorship.

Our modernized efforts to ensure corporate responsibility has involved a materiality assessment, a series of policy updates, environmental efforts such as carbon-neutral status and the investment in energy offsets. NWS is now powered by renewables.

We continue to prepare solutions for the world we need next by establishing a focus on putting people and progress first (as noted in our Core Values) through clear corporate guidelines, service opportunities, the introduction of DEI programming and continuous efforts to monitor and reduce our GHG emissions.

Through its ESG initiatives, NWS strives to set an example for the telecommunications industry, demonstrating the integration of sustainability and responsible business practices. By embracing ESG principles, we enhance our long-term sustainability and position ourselves as responsible corporate citizens.



[Learn More](#)

The Evolution of



A visual representation of NWS's journey in time. Showcasing its growth, evolution, and significant events and milestones throughout its past and recent history, as well as a glimpse into what lies ahead.

Founded as NWS (Network Warehousing Solutions)



NWS was founded in Durham, NC, offering warehousing, logistics and materials to support major carrier builds in the southeastern United States. NWS opens its first warehouse location in Greensboro, NC, to support these operations.

Re-branded as NWS (Network Wireless Solutions)



To better capture the expanding lines of the business, NWS launches a rebranding effort with a new logo and name change to Network Wireless Solutions.

Opened Carrollton, Texas Distribution Warehouse



To improve service offerings and shipping times to its growing customer footprint, NWS opens its 3rd warehouse location in Carrollton, TX.

2012 2015 2016 2019 2020

Custom Cable & Fiber Solutions Manufacturing Begins

NWS begins its first manufacturing runs of fiber optic cable and solutions to support a major US carrier. These solutions rapidly gain attention and offerings are expanded to customers throughout the US and Canada.



Expanded North Carolina Footprint With Second Location*

As the company grows, NWS opens its second warehouse location in Greensboro, NC. This warehouse primarily serves NWS's burgeoning distribution business throughout the eastern US.



2021-2023

Grain Management Acquires NWS

On June 2, 2021, Grain Management, LLC, a private investment firm exclusively focused on broadband technology and the global communications sector acquired NWS.

"Grain is the ideal partner alongside which we can continue amplifying our growth," said Jeff White, NWS Founder. "The skill they bring to the table in both strategic execution and a deep understanding of our sector will be crucial to helping NWS reach the next level, bringing tremendous scale and unparalleled products and service to critical infrastructure in our region."



has been acquired by



Opened Chicago, Illinois Distribution Warehouse

Visit page 8 to learn more.

NWS Acquires Gap Wireless & JF Tech

In early 2022, NWS acquired both Gap Wireless and later JF Tech expanding NWS's presence in Canada and diversifying NWS's customer base.

"Marc, Glenn, and their team have built an exceptional company that is exemplified by its strong relationships with its customers," said NWS Founder Jeff White. "We look forward to working with them to build on those invaluable relationships and to offer customers the products and services they need."



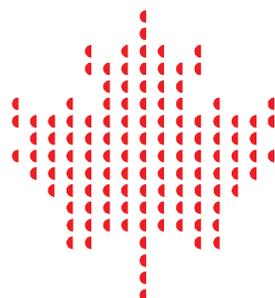
Next

2021-2023



Solutions for the world we need next.

nwsnext.com



NWS Second Rebranding

In February 2023, NWS revealed a new logo, slogan, and web/email domain that represents the energy and innovation of its brand.

The blue and purple hues chosen for the NWS logo were inspired by the legacy brands of NWS, Gap Wireless, and JF Tech. Our slogan embodies our vision to be a technology enabler of the connected world of today and tomorrow.

Gap Wireless & JF Tech Rebranded

On June 1, 2023, Gap Wireless & JF Tech officially rebranded to the NWS name. NWS CEO Xavier Williams said, "We look forward to unifying Gap Wireless under NWS Canada to build on their invaluable relationships and continue offering customers even more of the products and services they need next." Glenn Poulos, NWS Canada VP & GM, added, "NWS Canada is excited for our name change while we look back fondly on 16 years as Gap Wireless. With Grain's track record we're in good hands."

Industry-Leading RF Testing Solutions at NWS

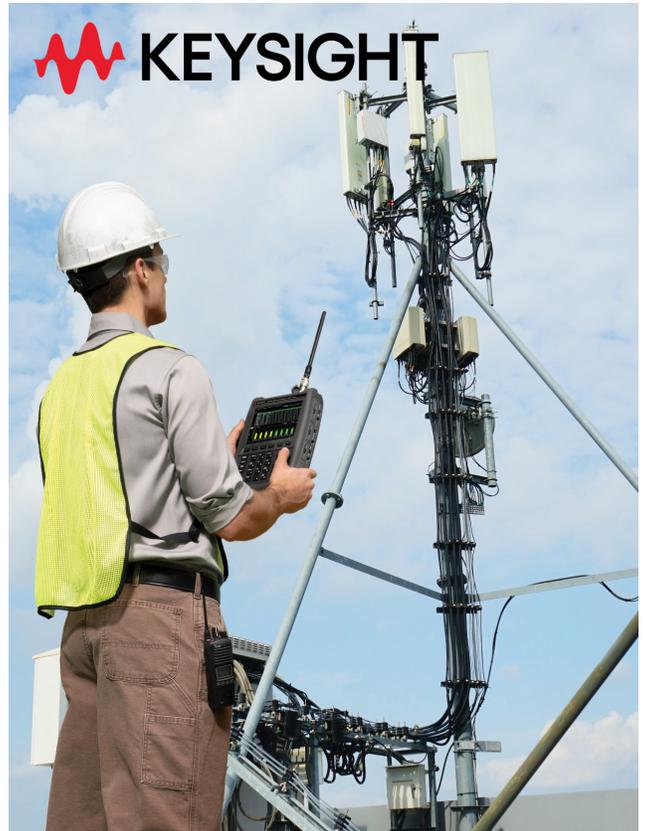
At NWS, we are proud to offer a wide range of advanced RF test equipment that caters to the diverse requirements of our customers. We have established strong partnerships with two leading test and measurement vendors in the industry: Keysight Technologies and Bird RF, as well as many others.

RF testing is an indispensable component when it comes to guaranteeing the utmost performance and dependability of network infrastructure. With the ever-increasing reliance on wireless communication, thorough RF testing has become vital to ensuring seamless connectivity and uninterrupted operations.

By meticulously examining signal strength, quality, and interference levels, RF testing enables engineers and technicians to identify potential issues and bottlenecks that may hinder network performance.

RF testing is a fundamental step in deploying and maintaining various wireless systems, including cellular networks, Wi-Fi networks, and satellite communications. It aids in verifying the compliance of network components with industry standards and regulations, thereby ensuring seamless interoperability and compatibility among different devices and networks.

Keysight Technologies is a globally recognized company renowned for its excellence in electronic measurement solutions, particularly in the field of RF testing. With an extensive portfolio of cutting-edge instruments, including oscilloscopes, network analyzers, spectrum analyzers, and signal generators; Keysight empowers engineers and researchers to obtain accurate and precise measurements for characterizing RF signals, analyzing system performance, and identifying potential issues. Their state-of-the-art equipment enables us to provide our customers with reliable and comprehensive RF testing solutions.



Whether designing, validating, or troubleshooting RF systems, Keysight's expertise and advanced tools ensure optimal performance, reliability, and compliance with industry standards. By leveraging Keysight's industry-leading solutions, we can confidently deliver results that drive technological advancements across various industries and meet the evolving demands of the RF testing landscape.

Our partnership with Bird Technologies further enhances our RF testing capabilities. Bird is a renowned provider of RF measurement solutions specializing in RF power measurement and management. Their portfolio includes power meters, spectrum analyzers, and RF attenuators, enabling us to offer our customers a comprehensive suite of RF testing solutions. These instruments are specifically designed to measure and analyze RF power levels, detect interference, and assess signal quality.

NWS's focus on RF testing extends across various industries, including telecommunications, aerospace, defense, and IoT. We understand the critical importance of RF performance in these sectors and recognize the unique needs of each industry. Our Test & Measurement division is dedicated to providing tailored solutions that allow customers to validate system designs, detect signal degradation, optimize antenna performance, and ensure compliance with industry standards. NWS's expertise in RF testing enables us to address different industries' specific challenges and requirements.

We are committed to staying at the forefront of RF testing technology and maintaining our position as a trusted source of cutting-edge solutions in the field. We continuously update our knowledge and expertise to incorporate the latest advancements in RF testing, allowing us to offer innovative solutions and stay ahead of industry trends. Through our comprehensive offerings and dedication to excellence, we aim to support our customers in achieving optimal RF performance and reliability in their network infrastructure.

Are you interested in learning more about over-the-air testing? If so, we look closer at the solutions available today, the challenges that come with them, and the emerging technologies in our Over-The-Air Testing Report. Download now at nwsnext.com.



OVER-THE-AIR TESTING REPORT

[Download Now](#)

Keysight Digital Multimeter Giveaway



Enter Now For A Random Draw on Sept 29th, 2023

No Purchase Required.

First Prize

The Keysight U1280 Series handheld digital multimeter (DMM) is a true RMS multimeter that provides an accurate and reliable measurement. You will enjoy 60,000-count display resolution and 0.025% basic DCV accuracy for troubleshooting electronic circuits.

Resolution: 4.5 digits

Max Reading Speed: 40 readings/s

Battery Life: 800 hours

IP Rating: IP 67

Runner-Up Prizes

\$500 Visa Gift Cards

[ENTER THE GIVEAWAY](#)

NWS Opens New Chicago Warehouse

NWS recently celebrated another significant milestone in opening our newest production and distribution center in the Chicago area (Westmont, IL). The facility marks a significant achievement in the company's growth and strategically positions NWS to better serve its customers in the Midwest. With approximately 50,000 square feet of warehouse space, the facility is sized to serve existing customers and accommodate what is expected to be continued growth in the region.

The Westmont facility provides material stocking and fulfillment capabilities for both our wireless and broadband customers, as well as wire cutting and reeling for power and fiber needs.

According to NWS VP/General Manager Sam Clark, the Chicago location is critical to the company's ability to serve customers in multiple markets and industries. "We have seen tremendous growth over the past few years," said Clark. "As NWS continues to expand its reach into new territories, we must continue to offer our customers the first-class service that they have come to expect from our company. Investing in the Chicago warehouse represents our commitment to delivering the best and most efficient experience we can provide our Midwest customers."

The expansion into the Chicago area is a sign of the increased activity and customer demand NWS has experienced in the market and region across wireless, broadband and utility customers, and the new facility positions NWS to serve them all.



NWS Discrete Cable Assemblies Production Capabilities

NWS's discrete fiber and copper cable assemblies offer a superior solution for building new sites or replacing substandard or damaged cables. These assemblies, made from top-tier world-class components, have undergone rigorous 100% factory testing to ensure optimal performance. All products within the NWS range satisfy or even outperform the original RRU manufacturer's specifications, guaranteeing extended and dependable service.

NWS's solutions incorporate the newest advancements in various fields, including radio frequency (RF), fiber optics, high-power needs, and rapid data transmission. These characteristics make them ideal for the most up-to-date systems and applications. Along with these comprehensive cable assemblies, we offer an extensive selection of cable connectors and accessories. These can be integrated into our cable assemblies, yielding a turnkey solution.

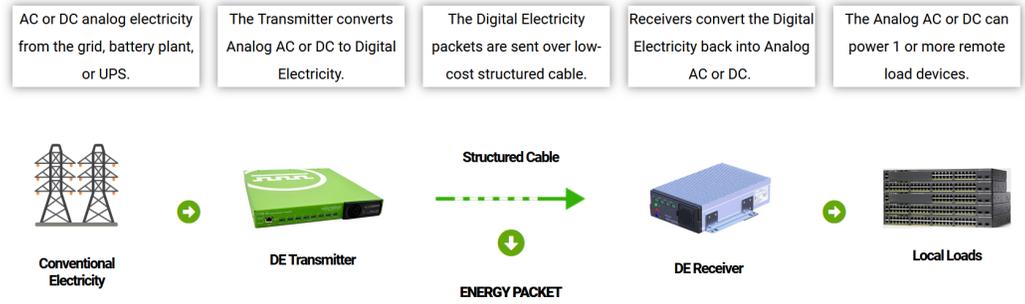
Our comprehensive approach ensures we meet your diverse needs, promoting efficiency and system optimization. Whether you require simple or sophisticated assemblies, NWS discrete cable assemblies provide a high-performance solution that stands out with their premium components, thorough testing, and adaptability to various needs.



Digital Electricity™: Revolutionizing Power Distribution and Innovation

The Long Island Railroad Jamaica Station in Queens, NY, has recently undergone a revolutionary renovation aimed at enhancing commuter capacity and providing unmatched wireless connectivity. Spearheaded by VoltServer™ and Faber Industrial Technologies, the project faced the challenge of deploying small cell radios in a congested urban area with complex infrastructure, including underground platforms.

How Digital Electricity™ Works



The key to success lay in VoltServer’s Digital Electricity™ platform, which efficiently delivered power to the remote radios. Faber’s mechanical expertise played a crucial role in designing custom racks and enclosures to ensure safe and secure housing for the equipment. Despite some adjustments and scope changes along the way, the teams demonstrated remarkable adaptability and overcame obstacles.

What’s most impressive is that the project was completed without interrupting the station’s daily operations, setting a new standard for mobile densification in public transit. Commuters at Jamaica Station now enjoy reliable wireless connectivity, thanks to the cutting-edge infrastructure.

Moreover, the introduction of Digital Electricity™ has sparked a transformative shift in the market. Recognized as a dedicated section in the 2023 National Electric Code and Underwriters Laboratory, Digital Electricity™ is referred to as “Fault Managed Power Systems” or “Class 4 Power.” This distinction marks NEC’s first new power classification in 70 years, underlining the immense value brought by Digital Electricity™ to various industries. Its numerous benefits, including enhanced safety, reduced installation time and cost, improved energy efficiency, and intelligent monitoring and control capabilities, make it an invaluable innovation.

[Learn More](#)

NWS is Now Officially CAMSC Certified

Along with NWS receiving National Minority Supplier Development Council (NMSDC) certification in the US, we are now officially certified by the Canadian Aboriginal and Minority Supplier Council (CAMSC) We are incredibly proud of this accomplishment, which marks another significant milestone in our ongoing commitment to diversity, equity, and inclusivity.

The CAMSC certification is a prestigious acknowledgement that recognizes the commitment of NWS to foster an inclusive business environment where everyone is given an equal opportunity to succeed. It also underscores our dedication to integrating Aboriginal and minority-owned businesses into our supply chain, contributing to more diverse and resilient economies.



Moving forward, we are excited about the new opportunities this certification will bring, and we are committed to continuing our work in creating an environment that supports the growth and success of diverse businesses.



Buy a FieldFox Handheld Analyzer & Get Two FieldFox Software Options for Free

Purchase any qualifying A-Series FieldFox Handheld Analyzer and get two of our most popular software options for free.

Ranging from 4 to 54 GHz, the industry's most integrated handheld analyzer family gets more powerful. FieldFox provides the greatest accuracy, superior RF performance, a rugged weather resistance package, and complete software upgradeability. And now, you can acquire more application capabilities at no extra charge.



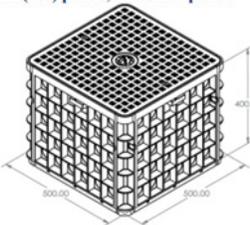
Our Featured Software Options

- Identify the location and nature of faults along cables using time-domain reflectometry (TDR) measurements.
- Attach geolocation tags to measure with a built-in global startup studio network and global positioning system (GPS) receiver.
- Demodulate and characterize radio transmitter amplitude and frequency modulation signals with analog demodulation.

[Learn More](#)

KelTech HEXA-VAULT: Mobility and Speed Redefined

500x500mm (20"x20")
4 x 400mm (16") panels, 4 x corner panels

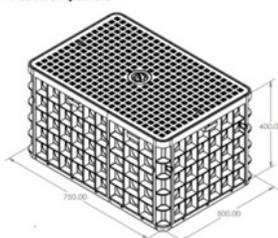


2 x OMNIA-288 Fibre Enclosure



Experience unparalleled convenience with the HEXA-VAULT, the flat-packed underground vault revolutionizing transportation and installation. Say goodbye to heavy crane equipment and hello to effortless mobility. Its ingenious design makes the HEXA-VAULT easily transported to any site without requiring specialized machinery. You'll save time, effort, and resources, making your project more efficient.

HEXA-750FF
500x750mm (20"x30")
4 x 400mm (16") panels, 2 x 250mm (10") panels
4 x corner panels



3 x OMNIA-288 Fibre Enclosure



Assembly is a breeze, taking just 15 minutes from start to finish. The intuitive design allows for quick and seamless assembly, ensuring minimal downtime and maximum productivity. Say goodbye to lengthy installation processes and hello to a streamlined workflow.

Discover the freedom of HEXA-VAULT, where mobility and speed merge to redefine how you approach infrastructure projects: experience hassle-free transportation, quick assembly, and unmatched efficiency at every process step.

[Learn More](#)

Experience the Future of Splicing: Introducing KelTech IoE Networks OMNIA-144 and OMNIA-288 Fibre Enclosures



Step into a new era of seamless splicing with the OMNIA series. Designed for the modern splicer, these intelligent enclosures redefine the splicing experience with advanced access and fiber routing capabilities. With a lightning-fast time to splice in under 5 minutes, the OMNIA ensures maximum productivity without compromising quality. Its robust IP68 enclosure guarantees hassle-free operation in any environment, providing unrivalled protection for your valuable fibers.

As fiber cables and networks become increasingly compact, the OMNIA rises to the challenge. Its small form factor and high-density design empower intelligent fiber splicers to excel, where time, quality, and affordability are paramount.

Experience a new level of efficiency, precision, and affordability with the OMNIA series. Elevate your splicing capabilities and embrace the future of fiber technology. Unleash the power of OMNIA and redefine your splicing journey today.

[Learn More](#)

ITL Insulated Tools Summer Promotion at NWS



NWS is offering an additional 10% off our best contractor's pricing for all ITL purchases.

THE ULTIMATE IN ELECTRICAL AND LIVE LINE PROTECTION

ITL manufactures unique, injection moulded insulated tools from Nylon Thermoplastic. All their tools are 100% tested to IEC60900, Category C and ASTM F1505. All over the world, the professional uses ITL Insulated Tools.

Contact our sales team today to take advantage of this promotion before it ends on August 31st, 2023.

[Learn More](#)

VoltServer Digital Electricity™



Digital Electricity™ allows for controlled power distribution that is safe, less expensive, faster to install, more energy efficient, and meets the needs of an increasingly digital world.

The technology leverages VoltServers patented packet energy transfer to deliver significant power over significant distances. The technology splits energy into packets and transfers hundreds of packets each second from a Transmitter unit to a Receiver unit. Safety is continuously monitored after every packet, and if there is a fault, such as improper wiring, a short circuit, or a person touching the transmission lines, the transmitter recognizes the condition in milliseconds and halts the transmission of packets. The result is safe electrical transmission at high power levels and an inherent ability to digitally control a host of modern electronic devices connected to the distribution system.

[Learn More](#)

NWS's Tradeshow Presence Across North America

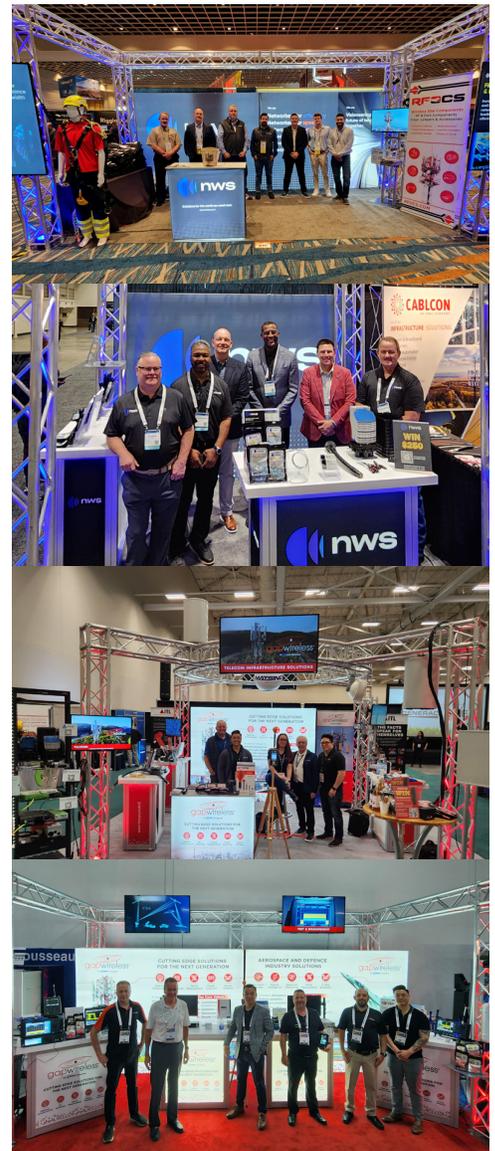
The NWS US team kicked off the year showcasing our cutting-edge solutions, networking with industry leaders, and contributing to the advancement of wireless technology at NATE 2023 in Orlando and Connect (X) in New Orleans. Our booths attracted a steady stream of industry professionals eager to learn about our innovative products and services. These events provided an ideal forum for us to exchange knowledge, forge partnerships, and strengthen our relationships with key stakeholders in the network infrastructure industry in the United States.

NATE 2023 was also the launch of our new NWS logo and branding, which was a resounding success and energized the company.

Although it was our last time exhibiting as Gap Wireless, the NWS Canadian team had two of the most successful tradeshow in company history, with STAC 2023 and CANSEC 2023.

The Structure, Tower, and Antenna Council (STAC) tradeshow is Canada's premier Canadian network carrier and contractors show. The show sold out, and we had the busiest booth in the hall.

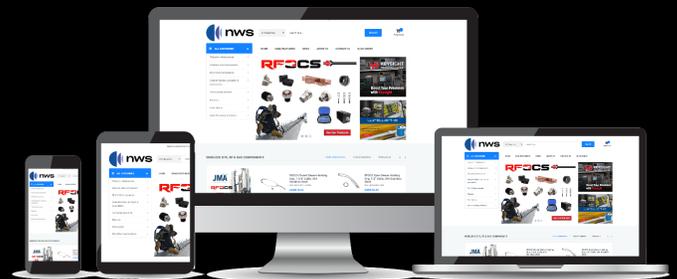
We continued our successful exhibition season in June at CANSEC 2023, Canada's foremost defense and security event. CANSEC allowed us to showcase our specialized solutions for military and defense applications. Our booth featured state-of-the-art test and measurement equipment from our vendor partners. The event allowed us to deepen our understanding of the defense industry landscape and build strategic alliances with key stakeholders.



NWS Web Store

Browse the extensive NWS Web Store to discover the latest solutions from our network of world-class manufacturers. You'll find a wide variety of test and measurement equipment, ICT equipment, and telecom infrastructure equipment.

[Visit Web Store](#)



US Headquarters
2601 Greengate Dr., Building A
Greensboro, NC, 27406

Canada Headquarters
2880 Argentic Road, Unit 8 & 9
Mississauga, ON, L5N 7X8

Distribution Centers

United States
Greensboro, NC
Carrollton, TX
Westmont, IL
Charlotte, NC
Johnson City, NY

Canada
Mississauga, ON
Edmonton, AB
Blainville, QC