

◆ Capabilities Statement

DCO Distribution is a stocking distributor of communications products and equipment used in voice, data and security installations. We provide our customers with the best value and service in the marketplace by focusing on fulfilling their needs. We take special care to work with our customers to identify the issues that are important to them and then provide solutions for them.

DCO Distribution understands the IT Infrastructure requirements of commercial, local, state and federal government owners/end-users. We work hand-in-hand with all the parties involved in an installation – the installation contractor, prime contract holder and/or the owner - to ensure projects flow smoothly and timelines are met. Whether it's new construction, MAC/O&M work or multiple location roll-outs, we will work to customize our efforts to fit your needs.

◆ Supported Government Projects

- Robins AFB/BTS
- Ft. Bliss/IMCS2
- Ft. Jackson/IMCS2
- Defense Distribution Center/PA-TCSS
- Ft. McPherson/USARC & FORSCOM
- MacDill AFB/US CENTCOM
- Center for Disease Control/IMAC
- Georgia Technical Authority/
- Gwinnett County/
- Fulton County/
- DeKalb County/

◆ Other Supported Customers

- Northrop Grumman IT
- Enola Contracting Services
- GC&E Systems Group
- Greater Orlando Aviation Authority
- Dobbins AFB
- Ft. Rucker, AL
- City of Monroe, GA
- Turner Broadcast System
- Comcast Cable Systems
- Acuity Brands
- Cardinal Corporation/GA
- Georgia Institute of Technology
- Baptist Health Hospital/AL
- Alabama State University

At DCO Distribution we constantly strive to exceed our customers' expectations by...

- Maintaining the highest levels of industry, product and technical knowledge by continually training and learning new products and manufacturers.
- Listening to our customers and providing them with the additional products and services that are important to them.
- Communicating promptly and effectively with our customers and suppliers by listening, understanding and reacting to their needs.
- Taking our customers' problems and providing them with solutions.
- Providing courteous, knowledgeable salespeople and delivering on our promises.
- Maintaining honest, ethical and professional work habits and practices.
- Enjoying what we do and where we work, and passing that enjoyment on to others.

Manufacturing Partners



Leviton is dedicated to producing complete system solutions for network infrastructures, incorporating fiber and copper innovations to provide end to end network systems.



Superior Essex is the world's largest manufacturer of outside plant (OSP) copper telephone cable and is a leader in the manufacturing of local area network (LAN) copper and fiber optic cables.



Belden is the brand customers count on the most for the best product performance and expert care and advice--whenver and wherever they need to transmit a signal.



Hubbell Premise Wiring

Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions that provide today's enterprise with a competitive edge.

Capabilities Statement

Capabilities Overview

Structured Cabling Products

- Premise Horizontal & Backbone Cable, Connectivity & Hardware for Voice, Data & Security applications.
- OSP Backbone & Campus Cable, Connectivity & Hardware for Voice, Data & Security applications.
- Cable Assemblies, Patch Cords, Fiber Jumpers, Custom Copper & Fiber Trunk assemblies.

Customer Premise Equipment

- LAN/WAN products for Wired & Wireless networking applications.
- Systems & Equipment for Voice and Video Surveillance applications.

Value-Added Services

- Design/Build, Takeoff Assistance, Product Staging & kitting, Equipment rentals, specialized delivery, Emergency Shipping.

DUNS #: 142558852

TIN: 56-2384060

Cage Code: 3QZM8

NAICS: 423610, 423690, 334210, 334290, 335921, 335929

DCO Distribution Corporate Values

ACCOUNTABILITY - We take responsibility and ownership in every decision we make, from the warehouse to the CEO.

ATTITUDE - We show our customers and co-workers that we can affect the business with a positive attitude every day.

BALANCE - We believe in work/life balance. We understand that family comes first. Show the same respect and commitment to the company. We all want to be productive and satisfied.

CUSTOMER SATISFACTION - Customers are why we are in business – all customers are important. Ours is a relationship business – treat customers the way you would want to be treated.

DEDICATION - Always give 100%. That is what customers are paying for and what co-workers deserve.

INTEGRITY - Honor, Trust, Character and Commitment – these are traits that matter. Make them the basis for your work life.

PERFORMANCE - We will perform how, when, and where the customer requires. We provide customer satisfaction, not just customer service.

Quick Facts

Corporate Address:

5965 Peachtree Corners East, Suite A2
Norcross, GA 30071

Contact: Chris Oswalt, President

email: coswalt@dcodistribution.com

office: 678-240-2068 / cell: 404-542-3641

Montgomery Branch:

745 Northeastern Blvd., Suite A
Montgomery, AL 36117

Contact: Shannon Fair, Regional Sales Manager

email: sfair@dcodistribution.com

office: 334-481-0024 / cell: 334-799-0960

Norcross Branch:

5965 Peachtree Corners East, Suite A2
Norcross, GA 30071

Contact: Robert Watson, Regional Sales Manager

email: rwatson@dcodistribution.com

office: 678-990-7963