



Group Purchasing



Fiber Fulfillment Program

Reserved fiber stock for NCTC members

[Learn More](#)

New: Project Support for Members

Let NCTC connect you with the resources and services you need to plan, design and implement your project. Click the button to complete a short, confidential project request form and a member of our staff will follow up with you ASAP.

[REQUEST PROJECT SUPPORT](#)

Managing the purchases of a wide array of technology solutions from multiple suppliers can be time-consuming and costly. That's why NCTC provides our members with a one-stop shop for hardware, software, and services purchasing through our Group Purchasing organization. We collaborate with technology solutions partners to offer members competitive pricing on products ranging from fiber cable and CPE hardware to video solutions from top suppliers.



Rob Smith, VP, Group Purchasing, on the value of NCTC's GP organization

Our Key Categories



FIBER/OSP
\$23 MILLION / YR



NETWORK SYSTEMS
\$28 MILLION / YR



HOME CPE
\$70 MILLION / YR

- **CPE Hardware:** video, data, phone
- **Broadband infrastructure:** CMTS, routers, caching servers
- **Distribution:** actives (optics, amps, nodes) and passives
- **Cable:** coax, fiber, conduit
- **Phone:** VoIP, IVR, MVNO, cellular, switches, PBX, unified communications
- **Refurbished equipment**
- **Test and Measurement:** testing, monitoring, and analytics solutions

- **Headend video equipment**
- **Supplies/Consumables:** tools, safety equipment, drop materials, connectors, fittings, taps
- **General Business:** marketing, finance, BSS/OSS, billing, reporting
- **Industry Services:** authentication, training, provisioning, monitoring, workforce management
- **Consulting:** engineering, operations, IT

Group Purchasing Member Benefits

Cost Savings: Optimized cost structure, competitive rates and better terms for professional services, hardware & software.

Cost Reduction: Our team negotiates and maintains technology solutions and equipment purchasing agreements with nearly 100

companies offering thousands of products for our members.

Time Management: We manage contracts, supplier relationships and communications, giving members time to focus on core business operations.

Day-to-Day Content Support: NCTC's dedicated team members in programming operations and procurement manage major negotiations and run day-to-day business operations.

Day-to-Day Technology Solutions and Equipment Support: Our team of experts can save you time and optimize resources by partnering with our supplier community to help meet your needs

Convenience: Members work with a single point of contact at the NCTC for purchases from multiple suppliers and for multiple products.

Order Tracking: Members receive robust shipping details and order tracking from NCTC.

Efficiency: By working with NCTC, members receive consolidated billing and payment.

Supplier Standards: We hold partner suppliers to a developed set of service commitments and performance standards to meet our member expectations.

See our comprehensive service standards for all NCTC partner suppliers.

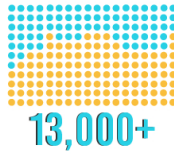
[NCTC SUPPLIER STANDARDS](#)

Save Time and Focus on Growth

Our Group Purchasing organization frees up your time so that you can focus on business growth. We create platforms and solutions that equip our members to deliver the best video and broadband experience to their customers. We extend the reach of our suppliers' sales and marketing efforts, while providing operational efficiencies.



Average savings with NCTC IP Transit



Plume Pods ordered in just the first month



Average # of Sales Orders fulfilled in a year

Best Prices for Our Members

NCTC negotiates the best pricing and terms for technical equipment and services. Through our content agreements, technology solutions partnerships and broadband initiatives, we put our collective strength to use for member savings and resource optimization. We also offer discounts on B2B services and supplies.

“ OUR BUDGET IS GETTING BETTER, BUT IT'S STILL TIGHT. THE NCTC HAS BEEN GREAT MAKING OUR JOB EASIER. WITHOUT THEM, THEN YOU COULDN'T BE AS COST EFFECTIVE... NCTC IS A BIG PLAYER IN KEEPING SMALL OPERATORS COMPETITIVE. ”
DALE HANCOCK
- COMMUNITY TELECOM

RELATIONSHIPS WITH VALUE

“ GREAT SUPPORT IN FACILITATING THE AGREEMENT TO FORM VU-IT! & GREAT IN FOLLOWING THROUGH WITH ONBOARDING OTHER MEMBERS. THE LICENSING WILL BECOME LOWER IN THE COMING YEARS WITH TIERED PRICING... EVERYONE'S BEEN REALLY PLEASED WITH THE GROWTH OF THIS AGREEMENT & PRODUCT. ”
AARON BOYCE
- VAST BROADBAND

NCTC welcomes new suppliers who offer innovative solutions and adapt to the fast-paced changes in our industry. If you are interested in establishing a relationship with NCTC and our member operators, please complete our prospective vendor questionnaire.

[NCTC PROSPECTIVE VENDORS](#)

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