



Master Security Specialized Partners

Profiles in Excellence



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A Cisco Master Specialization recognizes partners with the highest qualified practice in a given technology. To achieve a master specialization, partners must first achieve the advanced specialization in that technology and then meet stringent requirements that demonstrate their master-level capabilities and establish a customer success track record in the following three areas:

- Selling skills, sales personnel investments, training, Cisco prescribed demonstration capabilities, and customer references that include Cisco prescribed solution and services capabilities.
- Additional technical personnel requirements, including additional CCIE certified individuals.
- Services assessment across the Cisco Lifecycle Services phases; must meet ISO prescribed skills for the operate phase for specific Cisco services.

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CALENCE® The Cisco Master Security Specialization recognizes Calence for our demonstrated ability to deliver sophisticated Cisco security solutions and for meeting stringent requirements, independently audited by Cisco and a third-party auditor.

Calence believes there are four enablers to help you deliver security services to your company: the right skills and capabilities, processes and tools, architecture and standards, and cost and metrics. This combined value is the basis for maximizing your productivity and achieving competitive advantage with improved security.

Calence has national reach with 20+ markets containing local dedicated security practices and national practices in PCI Compliance and Physical Security. Our solutions include: Security Strategy, Security Policy, PCI Audits & Gap Assessments, Risk & Vulnerability Assessments, LAN & End Point Security, Secure Communication, Management & Monitoring and Content Security. Additionally, many of our clients choose CalenceSecureSM from our Calence Management Services portfolio to proactively operate their network.

We achieved a Cisco Master Security Specialization based on:

Customer Success

- Demonstrated customer success in selling, deploying, and supporting Cisco security solutions such as Cisco Network Admission Control (NAC), Cisco Security Monitoring, Analysis, and Response System (Cisco Security MARS), Cisco ASA adaptive security appliances, and Cisco Security Agent

Technical Capability

- In-depth technology skills
- Cisco certifications
- Project management
- Third-party application integration
- Investment in training and personnel

Services and Methodology

- Comprehensive services strategies, assessments and defined methodology (Review, Plan, Design, Implement and Operate)
- Proven management services, which conform with IT Infrastructure Library (ITIL) framework and achieve SAS 70 Type II compliance
- A Cisco Gold audit to ensure we continue to deliver over 99.9% SLA compliance

Company Overview

At Calence, the largest pure-play network solutions provider in the United States, we are passionate about delivering network solutions that measurably give our clients' competitive advantage. From strategic planning to tactical execution, Calence brings talent, technology and trust to every client engagement.

Its "how we think about the network" that sets us apart. Our unique approach, which examines your people, processes, technology and metrics, marries network strategy with leading network solutions. Our goal is to ensure these four areas align to optimize network operations, increase employee productivity, reduce costs, and manage risk.

With 500+ network-focused professionals, 20+ nationwide markets and 445 Cisco certifications, including 30 CCIEs, our people possess outstanding expertise and credentials. Consultative and comprehensive, the Calence process digs deep to develop tailored solutions that completely focus on your business needs.

All solutions are delivered through Calence's defined methodology—Review, Plan, Design, Implement and Operate—a repeatable process that we use in all project deliveries. This offers a systematic approach that implements best practices and leading technologies to provide solutions and management services to ensure stable performance.

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As a leading provider of networking solutions in the United States, Calence provides solutions within five main practice areas:

- Security
- Unified Communications
- Network Strategy & Infrastructure
- Management Services
- Education & Public Sector

Within each, specific solutions have been developed, tested and proven successful for hundreds of clients across thousands of networks. The result? Consultative expertise and technological credentials that combine to deliver networking solutions with exceptional breadth and depth. Our deep networking experience, nationwide reach and award-winning performance in customer satisfaction and industry expertise provide you with innovative, strategic solutions to drive your success.

Calence conducts internal “Boot Camp” training in all of our Practice areas – Management Services, Unified Communications, Security and Network Infrastructure – that requires management and account managers to undergo week-long intensive, highly interactive training. This arms them with expert knowledge to help clients resolve business problems.

Calence Certifications, Specializations, and Authorized Technologies:

Certification

- Cisco Gold Certified Partner

Master Specializations

- Security
- Unified Communications

Advanced Specializations

- Advanced Security
- Advanced Unified Communications (VoIP)
- Advanced Wireless LAN
- Advanced Routing and Switching

Authorized Technology Provider

- Unified Contact Center Enterprise
- Cisco TelePresence
- Rich Media Communications
- Customer Voice Portal
- Outdoor Wireless Mesh
- MDS Fabric Switching

Managed Services Channel Program (MSCP)

- Cisco Powered Managed Security
- Cisco Powered Unified Communications
- Managed Services Partner.

Other Authorizations

- Cisco Digital Media Content

Services & Solutions

To complement Cisco's security technology, Calence offers the following solutions:

Security Solutions

- **Security Assessment** – Get en route to an effective and efficient security environment to detect, respond and protect yourself for Compliance, Risk & Vulnerability and Security & Operations.
- **Security Solutions** – Can help you minimize the risk to your business and make your network self-defending.
- **Security Strategy** – Quantifies the skills, methodologies and experience to create a comprehensive security program to improve on an existing security program or to build a new one, all while minimizing the impact to business and productivity.
- **PCI Compliance** – When it comes to PCI compliance, the ultimate burden rests on the merchant or service provider. Calence can help your company be PCI compliant through our PCI Audit and PCI Solutions.
- **Security Compliance** – Can help reduce your risk to ensure you meet government and industry security mandates – such as Sarbanes Oxley, Graham Leach Bliley, HIPAA and PCI – as well as make certain your internal process are able to repel attempts to breach your security.

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- **Risk & Vulnerability Assessment** – To further underline the importance of recurring security testing, government and private-industry led security regulations such as HIPAA, PCI, Sarbanes-Oxley and GLBA all require some element of “validation of technical security controls.” Our RVA service line addresses the full gamut of security testing requirements, including penetration testing.

Other solutions we offer include:

Unified Communications Solutions

- **IP Convergence Assessment** – An objective review of your network to discover capabilities and deficiencies, then identifying the exact steps to take to get your network convergence-ready
- **Cisco TelePresence** – Cisco TelePresence brings users closer together with life-like communications. Instead of bringing remote participants to a conference call or a tiny screen, this easy-to-use meeting solution brings them all right into the same room for real time, face-to-face communication and collaboration.
- **IP Collaboration** – Direct cost savings from eliminating outsourced conferencing services provides direct budgetary relief. Once the collaborative system is “owned”, cost for the next increment of use goes down on a minute-by-minute basis. The more use, the lower the per minute charge, such as Cisco Unified MeetingPlace, WebEx and Cisco Digital Media Content Signage.
- **Cisco Unified Contact Center** – Make your employees more productive, while achieving a solid return on investment with our Cisco Unified Contact Center and Unified Contact Center Express solutions.
- **IP Telephony** – Let us show you how unified communications can help you save time and money.

Network Infrastructure Solutions

- **Network Assessment** – This will help determine where and why your network is causing problems and illustrate how to get your network ready to support your business at peak efficiency.

- **Network Infrastructure** – With our broad set of advanced networking skills, we can efficiently and cost-effectively review, plan, design, implement and operate your network, while you focus on your day-to-day business and provide supreme customer service.
- **Network Strategy** – The primary goal is to provide a roadmap to guide investments in infrastructure, operations and people. Our objectives are to understand the current state, major requirements and business drivers, then identify the gaps, develop key recommendations and prioritize costs.
- **Wireless Infrastructure** – Provide users with secure anytime, anywhere connectivity to critical applications for business or educational requirements.
- **Application Delivery Infrastructure** – Consolidate costly branch office servers and storage into centrally-managed data centers, and deploy new applications directly from a data center, while still offering LAN-like application performance for any employee, anywhere.

Management Services

- **CalenceRNO** – Delivers network performance and availability through our remote network operations solutions. Calence leverages the 450+ certifications of our 100% U.S.-based engineers to proactively manage our client’s networks for data, security, voice, applications and Cisco TelePresence.
- **CalenceTCM** – Telecom Cost Management provides a service that allows you to efficiently manage your voice, data and wireless telecommunications expenses, as well as vendor contracts.
- **CalenceBPO** – Leverages the Calence Managed Service set of professional services, remote fault management and telecom cost management - thereby improving on both the operational efficiencies and cost efficiencies for our clients.

Education & Public Sector Solutions

- **Higher Education** – From increased connectivity to distance learning and minimized costs, technology

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enhances the educational experience for students and faculty alike. With secure convergence solutions, your institution can provide wireless mobility for anytime, anywhere access for an optimal educational experience.

- **E-Rate Funded Technology** – Our extensive E-Rate experience allows applicants the opportunity to significantly grow their infrastructure with current technologies. Our proven strategies encourage applicants to have good planning and strategic vision to achieve the most from the program.
- **State & Local Government** – Now you can have a community that connects its citizens to government organizations, businesses and each other
- **K-12 Education** – Transform your learning environment to one that is secure and converged for cost-effective access to educational resources via data, voice and video - on or off campus

Services Methodology

Based on rigorous analysis, comprehensive consultation and strategic vision, these measured and thorough phases leave nothing to chance as they build your network solution:

Review

The beginning of any engagement, the Review phase analyzes requirements, defines the scope of work, determines the business and application strategy, and creates the project plan.

Plan

Planning is critical to the process; clear definitions of business and technical requirements, high-level strategy and initiatives, and the subsequent execution of the business plan and roadmap drive engagement success.

Design

As an engagement gets under way, Design is at its core; here detailed technical design, hardware and software selection, training, testing and procedural strategies are put in play.

Implement

Theory becomes reality with Implementation; equipment is procured, testing is completed, systems are deployed and piloted, and application functionality is confirmed.

Operate

With migration completed and project plan milestones met, the solution is ready to Operate; whether you choose to operate it with your own team or outsource the operations, once up and running, the infrastructure is monitored and fine tuned, and all network documentation, training and procedures are completed.

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Coleman Technologies, Inc. (CTI) is an employee owned business founded in 1995

to provide information technology and systems engineering services building on corporate and employee experience in aerospace systems engineering services. By building on the rigors of aerospace systems engineering, CTI provides a differentiated level of service over its competitors. CTI's corporate offices are in Orlando, Florida and we currently employ over 300 individuals. CTI also has offices throughout the Southeastern U.S. and supports projects throughout the world. CTI focuses on industries with large scale, distributed networking needs, such as healthcare, utilities, national commercial, and regional governmental organizations. In these areas we have found that elusive mix of a customer with (1) a technically challenging problem, (2) the desire to see that problem solved correctly, and (3) the financial resources to solve the problem. We are recognized for understanding complex technology issues and helping our customers successfully compete in a flat, digital world.

Company Overview

Coleman Technologies, Inc. (CTI) is a leading provider of advanced Information Technology (IT) solutions focusing specifically on IP based communication systems, call center solutions, security, mobility, and data center. CTI is a Cisco Gold Certified Partner with virtually every advanced and emerging technology specialization offered by Cisco. CTI's heritage of aerospace systems engineering practices provides a proven system for designing and delivering these solutions in the most reliable manner possible, most recently demonstrated during Cisco's highest-level audits for Master Unified Communications and Security Specializations on 2 April 2007. CTI is committed to customer satisfaction and has maintained Cisco's award for Customer Satisfaction Excellence since it has been offered. CTI's corporate culture is based on Coleman's Laws and Management Rules, which can be found on our [website](#).

CTI prides ourselves on our engineering heritage and we have built an organization revolving around the principles of technical excellence. As such, CTI has created organizational mechanisms that allow our engineers to act as one engineering team. CTI has developed a standardized Project Management Methodology based on our systems engineering heritage. This unique methodology expands on the standard PDIO approach through increased requirements analysis and formal testing, both hallmarks of proven aerospace methodologies. This methodology allows us to remain flexible and engage widely-varied and complex problems with a tested and proven approach. Despite the unique specifications and requirements of every project, CTI can approach each in a consistent manner with the expectation of success and produce consistently excellent results. This leads to timely, consistent, professional implementation and satisfied customers time and again.

Services & Solutions

CTI has achieved Cisco Master Unified Communications and Master Security Specializations, and has been a Cisco Gold Certified Partner since 1999. CTI has achieved every technical milestone set by Cisco and holds certifications for all Cisco Authorized Technology Provider programs and all four current emerging technologies (Cisco TelePresence, Cisco Interoperability and Collaboration System (IPICS), wireless mesh, and physical security).

CTI has extensive experience designing, implementing, and supporting all manner of IT solutions. CTI has attained the highest industry and vendor-specific certifications and specializations in core and advanced technologies to deliver comprehensive solutions to our customers. CTI has delivered highly successful solutions in each of the following:

- Unified communications, including converged infrastructure, IP handsets, management platforms, recording and reporting metrics, and Cisco MAR
- Unified contact centers, including self-service IVR, custom integrations with legacy systems, call recording and call monitoring

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- Mobility solutions, including WLAN, distributed WLAN, mesh, MAR, RFID tracking, Wireless VoIP
- Network security, including policy consultation, IDS, IPS, anti-x, authentication, vulnerability, and assessment services
- Data storage and disaster recovery
- Server consolidation and virtualization
- Cisco Cisco Digital Media Content content
- Cisco TelePresence
- Cisco Interoperability and Collaboration System (IPICS)
- Cisco physical security solutions
- Managed services: CTI's NOC provides comprehensive monitoring and trouble ticketing and resolution

CTI's Project Management Methodology comprises a proven project management methodology built on the PDIO model, enhanced with our rich background of aerospace system engineering expertise. This leads to timely, consistent, professional implementation and satisfied customers time and again. CTI's approach to project management provides a number of benefits to customers, including:

- Customer business requirements are accurately translated into functional specifications utilizing the given technologies
- Increased productivity reduces overall costs of project and reduces deployment time, allowing customer to enjoy ROI in a significantly shorter timeframe
- Our Customer Web Portal allows customers and project team members to track project progress and deliverables at any time throughout the deployment
- Quality Assurance is built into the formal Project Management

CTI has leveraged network engineering expertise, recent advances in miniaturized GPS receivers and communication devices, along with first hand experience of staff members to produce the Advanced GENERation Tracker (AGenT). This device is a small, lightweight, highly capable GPS-based tracking device in use by several law enforcement agencies, some of which include the FBI, DEA, and ONDCP. This

engineering capability has also allowed us take commercial-off-the-shelf electronic systems from Cisco and other vendors and create customized rugged solutions meeting unique hardware and software requirements including MIL-STD-810F.

CTI's systems engineering capability extends beyond networked solutions and networked products and includes unique expertise in supporting complex aerospace solutions. CTI engineering staff has developed large scale digital simulations for real time battle management and control systems, communication links, guided weapon flight dynamics, guidance and control systems, signal and image processing, and fire control systems. On a more tactical level, we have developed advanced guidance, control, and signal processing algorithms utilizing innovative techniques involving fuzzy logic and neural networks.

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ePlus is a leading provider of technology solutions. ePlus enables organizations to optimize their IT infrastructure and supply chain processes by delivering world-class IT products from top manufacturers, professional services, flexible lease financing, proprietary software, and patented business methods. Founded in 1990, ePlus has more than 625 associates in more than 30 locations serving more than 2,500 customers.

As a Cisco Gold Certified Partner, ePlus has a close working relationship with Cisco, allowing the company to provide totally integrated Cisco solutions. In addition to Cisco Master Specializations in both Security and Unified Communications, ePlus holds Cisco Advanced Specializations in Wireless LAN, Routing and Switching, and Data Center Storage Networking. ePlus also holds Cisco Authorized Technology Provider status in both Network Hosted Storage and Rich Media Communications.

The Company is headquartered in Herndon, VA. For more information, visit <http://www.eplus.com/> or <http://www.eplus.com/cisco>, call 888-482-1122, or email info@eplus.com.

Company Overview

ePlus is a leading provider of technology solutions. ePlus enables organizations to optimize their IT infrastructure and supply chain processes by delivering world-class IT products from top manufacturers, professional services, flexible lease financing, proprietary software, and patented business methods. Founded in 1990, ePlus has more than 625 associates in more than 30 locations serving more than 2,500 customers. The Company is headquartered in Herndon, VA.

ePlus Technology helps you develop cost-effective strategies that meet your immediate IT needs as well as your long-term business objectives—letting you focus on your core business. When combined with our suite of on-demand supply chain and financing solutions, ePlus IT services will help you improve asset utilization across your organization, decrease your total cost of ownership, and increase profitability.

Distinctive Service, Unmatched Support

Strategic partnerships with leading IT manufacturers, in-depth market expertise, talented and certified staff, and best-in-class solutions form the foundation of the service excellence you can expect from ePlus Technology. We have been recognized for consistently high levels of customer satisfaction by partners such as Cisco and HP, and our family of long-term referenceable customers is a testament to our commitment and success.

As a Cisco Gold Certified Partner, ePlus has a close working relationship with Cisco, allowing the company to provide totally integrated Cisco solutions. In addition to Cisco Master Specializations in both security and unified communications, ePlus holds Cisco Advanced Specializations in wireless LAN, routing and switching, and data center storage networking. ePlus also holds Cisco Authorized Technology Provider status in both network hosted storage and rich media communications.

Multiple-Market Expertise

We understand the issues that drive markets in the industries we serve, including:

- Financial Services/Banking
- State/Local Government
- Federal Government
- K-12/Higher Education
- Utilities
- Healthcare
- Pharmaceutical
- Manufacturing/Distribution
- Telecom/ISP
- Legal
- Retail
- Fortune 500

We also maintain an extensive list of contract authorizations for schools and government agencies across the United States.

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Advanced Authorizations and Certifications

ePlus IT professionals maintain top certifications in leading-edge security, storage, and IP telephony (IPT) technologies, with various engineering certifications for HP, Cisco, Microsoft, NetApp, Novell, 3Com, and Citrix, among others. Professional certifications held by ePlus IT professionals include:

Security:

- Cisco: CCIE Security, CCSP
- Check Point: CCSE
- Symantec: SCSE, SCTA
- Industry: NSA IAM, CISSP

Storage:

- Certified Storage Architect: Microsoft: MCSE, HP: Master ASA
- Specific product line support for: HP, NetApp, Hitachi Data Systems, and EMC

IPT/Unified Communications:

- Cisco: CCIE Voice, IP Design: Specialist, IPT Operation Specialist: IPT Support Specialist, and Certified Voice Professional

ePlus Strategic Alliances include:

- 3Com Gold Partner
- APC Gold Partner
- Check Point Gold Partner
- Cisco Gold Certified Partner
- Citrix Gold Partner
- HP Platinum Business Partner
- HP Enterprise/UNIX
- HP Storage Elite
- HP ProCurve Elite
- IBM Platinum Business Partner
- IBM Solutions Partner/UNIX
- Microsoft Gold Certified Partner
- Network Appliance Platinum Elite
- Quantum Enterprise Solutions Partner
- Sun Strategic Datacenter Elite Partner
- Symantec Platinum Partner

ePlus Brings You a World of Cutting-Edge Enterprise Solutions Featuring Cisco Technology and Cisco Certified Implementation Expertise.

Looking for a Cisco solution? You've come to the right place. ePlus is the leader in designing and implementing enterprise solutions based on Cisco advanced technologies. We have the experience, certifications (including [Cisco Master Unified Communications and Cisco Master Security Specializations](#)), and partnerships to deliver the world of Cisco solutions, and we have consistently received Cisco Customer Satisfaction Excellence status.

Turnkey Solutions

By partnering with Cisco, ePlus can offer you a wide range of turnkey solutions for improving enterprise security, performance, and collaboration, including security, unified communications, mobility and wireless, data center, and rich media conferencing solutions.

End-to-End Capabilities

ePlus has the resources and experience to offer complete services, including consulting, design, project planning and management, provisioning, implementation, and 24/7/365 monitoring and management from our secure Network Operations Center (NOC).

ePlus has adopted the Cisco Lifecycle Services model to ensure successful deployments through our Professional Services group. This approach aligns business and technical requirements through all six phases of the network lifecycle: prepare, plan, design, implement, operate, and optimize.

Why ePlus?

- Our close working [partnership with Cisco](#) keeps us at the forefront of IP telephony technology and allows us to provide totally integrated solutions.
- We have over 30 highly skilled engineers with [Cisco certifications](#) in network management, routing and switching, VPN security, wireless LAN, and unified communications.

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- ePlus was a Cisco Partner of the Year for 2003 with the highest cumulative score in innovation, utilization of emerging technologies, year-over-year growth, and overall customer satisfaction.
- **NEW!** ePlus has met the rigorous Cisco certified personnel levels in order to achieve [Cisco Advanced Security Specialization](#) as well as become an Authorized Technology Provider in both network hosted storage and [rich media communications](#).

We're so confident in the advantages of Cisco technologies that we've based our new corporate network on it, incorporating V3PN/DMVPN, Cisco Unified CallManager, Cisco Unity, Cisco Unified Contact Center Express, Cisco Security Agent, Cisco Unified MeetingPlace, and other leading Cisco solutions. We've seen the future, and it's working now across the ePlus enterprise. Let us put our Cisco experience to work for you.

Assessment Services

We'll assess your IT and business operations to determine how Cisco technology can help you work more efficiently, reduce costs, and compete more effectively. Then we'll design a state-of-the-art Cisco based solution to help you meet your business objectives today...and tomorrow.

Security

Plus offers a full spectrum of IT security services backed by our own team of experienced and certified security experts to provide you with round-the-clock services and support. Our analysis and design tools include infrastructure and wireless defense suites, access control and VPN, firewalls, intrusion detection systems, Internet content filtering, antivirus solutions, and load balancing.

ePlus Security Services:

- Risk Assessments
- Infrastructure Protection
- Utilization and Analysis
- Education and Training
- Security Monitoring and Management
- Incident Response

- Support
- Penetration Testing

IP Telephony/Unified Communications

ePlus has the experience, certifications, and partnerships to design and deliver totally-integrated IP telephony (IPT) solutions, from VoIP to Rich Media Conferencing and call centers—allowing you to benefit from lower equipment and maintenance costs, rapid ROI, and improved productivity and communications capabilities.

ePlus IPT Services:

- Consulting
- Feasibility Assessments
- Design
- Project Planning and Management
- Provisioning
- Implementation
- 24/7/365 Monitoring and Management

Networking

The ePlus network services team of highly experienced and certified engineers is qualified to handle all aspects of enterprise network projects, including comprehensive knowledge transfer and consultancy support services as well as training.

ePlus Network Services:

- Business Technology Review
- Network Assessments
- Bandwidth Projection and Analysis
- Network Infrastructure and Build
- Remote Monitoring/Management Services
- Incident Response
- Support

Wireless Networks

ePlus provides wireless network services that enable you to effectively collaborate, increase productivity, and allow mobility in a secure environment—with lower costs of deployment and ownership. Applications include wireless inventory control system, IP telephony, secure gate access, rogue detection, IDS/IPS, and more.

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ePlus Wireless Network Services:

- Pre-Project Planning
- Wireless Site Survey
- Wireless Network Design
- Hardware/Software Installation Services
- Security Assessment
- Support

Storage

ePlus storage services and solutions can help you safeguard your data and ensure uninterrupted availability. Whether you need Direct Attached Storage (DAS), Network Attached Storage (NAS), a Fibre Channel/iSCSI Storage Area Network (SAN), or a combination of these, our team of dedicated Master ASEs and Storage Architects can design and implement a solution that meets your immediate requirements and can accommodate your future needs.

ePlus Storage Services:

- Education and Training
- Storage Assessments
- Storage Infrastructure
- Storage Management and Monitoring
- Storage Utilization and Analysis
- Incident Response
- Support

Server Consolidation/Virtualization

ePlus delivers server consolidation and containment solutions through a virtual infrastructure that lowers total cost of server ownership, improves server utilization, and increases operational efficiency—allowing you to reduce the cost and complexity of operating, managing, and upgrading new servers.

ePlus Server Consolidation Services:

- Pre-Project Planning
- Basic Consolidation Estimates
- Capacity Assessments
- Hardware/Software Acquisition Services
- Deployment Services

- Physical to Virtual Migrations
- Support

Managed Services

ePlus offers a number of outsourced Managed Services that allow you to reduce costs, minimize downtime, and maximize the value of your IT investments, including:

- Continuous Infrastructure Monitoring
- Security Management
- 24/7 Help Desk Service

The ePlus Network Operations Center (NOC) provides formalized network systems monitoring, management, and intrusion detection services for all types of networks as well as scalable Help Desk services to numerous corporate customers nationally and overseas. Staffed 24/7, the NOC provides expert technical advice and a full range of managed services for your enterprise, including:

- Network Services
- Security Services
- Storage Services
- IPT Services
- Support Services

ePlus can help you ensure that business applications and data—which can affect the basic survival of an organization—are protected 24/7 against any significant downtime from natural disasters, viruses, or other unknown threats. ePlus delivers a total business continuity plan that includes consulting, assessments, design, matching of hardware to business and IT requirements, software for replication utilities and failovers, and services for implementation and ongoing operations.

OneSource IT

ePlus can help simplify and automate your entire IT procurement process, allowing you to reduce the overall cost of acquiring products and services. OneSource IT, our proprietary Web portal, lets you access the ePlus IT catalog with thousands of products from dozens of top manufacturers.

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You'll quickly be able to find what you need and make informed purchasing decisions based on real-time pricing and availability, maximize negotiated contracts, and decrease unauthorized spending.

You can upgrade at any time beyond basic functionality to source any IT product or any commodity from any supplier through our numerous on-demand options.

OneSource IT Features:

- Order Management
- Catalog and Search
- Lifecycle Management
- Standard Reports
- Invoice Presentation
- Dedicated Account Managers

IT Sourcing

As a nationwide direct marketer of IT hardware and software, ePlus maintains strategic relationships with top manufacturers—enabling us to offer best-of-breed solutions at extremely competitive prices. Working with ePlus, you'll benefit from our vast product expertise and customer focused approach.

In addition to our comprehensive fulfillment services, we also offer a variety of configuration, deployment, and software management services to help ensure the greatest return on your IT investment. And since we deliver a completely end-to-end solution, you can select only those elements that benefit your organization the most.

ePlus Outsourcing Services:

- Deskside Support
- Migration Services
- Technology Refresh
- Staff Augmentation
- Help Desk Services

IT Leasing

ePlus is a single source for complete IT asset acquisition and financing, providing the flexibility you need to maintain an absolutely current IT infrastructure while conserving bank and credit lines. We automate the entire lease process, reducing paperwork and approval time while providing customized end-of-lease options.

ePlus Leasing Benefits:

- Immediate use of equipment
- Potential tax benefits
- Protection from technology
- Best lease and terms (tailored to fit your business)

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INX Business Ready Networks

INX Inc. delivers best-of-class “Business Ready Networks™”

to enterprise organizations. We have a history of working with leading vendors and businesses to intelligently deploy advanced technologies in a way that maximizes our clients’ investments. As the network is poised to take responsibility for higher-level functions, the complexity of these infrastructures, by necessity, will increase. As complexity increases, the role of architecture, business process-mapping, policy decision making, implementation and ongoing services play increasingly important roles. INX offers a full suite of Advanced Technology solutions that support the entire life-cycle of a Business Ready Network™. We are a top provider of Advanced Technology solutions, both in terms of volume - the amount of these technologies deployed - and in terms of customer experience. Our expertise provides the ideal foundation for taking the next step toward building the business enabled network.

Company Overview

Purposely designed to deliver the Business Ready Network

INX Inc. is a publicly traded network infrastructure professional services firm delivering best-of-class “Business Ready Networks” to enterprise organizations. The Company offers a full suite of Advanced Technology solutions that support the entire life-cycle of IP Communications. We design, implement, and support the IP network infrastructure with a special emphasis on the Call Flow, Messaging, and Enablement layers. Enablement layers include network embedded services such as: wireless, data management, security, encryption and filtering and packet-shaping. INX has implemented and currently supports well over 100,000 IP telephone handsets, making INX one of the nation’s largest IPC Professional Services firms. Operating in a highly focused manner provides a level of expertise that enables us to better compete in the markets that we serve. Our customers for enterprise-level Cisco-centric Advanced Technology solutions

include large enterprise organizations such as corporations, public schools, federal, state and local governmental agencies. Because we have significant experience implementing and supporting the critical technology building blocks of IP Telephony systems for enterprises, we believe we are well positioned to deliver superior solutions and services to our customers. Our rapid growth over the past five years shows how we have gained market share by delivering our customers truly best-of-class solutions.

Services & Solutions

Unified Communications – Single or synchronized directories for voice, e-mail, network authentication, unified messaging, web portal and internal applications such as HR and LOB. We have methods to consolidate and synchronize system directories to reduce administration and support costs.

Security – Network security is progressively moving from a tertiary issue to a central component of the IT architecture. Pervasive Security Solutions address these needs by weaving security throughout the IT infrastructure that go beyond the network edge by incorporating flexibility, transparency, accessibility,

Data Management – Pervasive data management solutions are an essential component of any Business Ready Network™. As business data demands availability, security, and enhanced operations, these solutions must comprise a comprehensive architecture to support those demands.

Wireless – Pervasive Wireless Solutions meet the needs of the enterprise in providing secure, ubiquitous network access by making the wireless network a seamless extension of the entire network infrastructure.

NetSurant is a wholly-owned business unit of INX, Inc. and is a core component to delivering INX’s Business Ready Networks (BRN) strategy. NetSurant provides managed services to ensure the solution is available, secure and functional.

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Presidio Networked Solutions, the IT infrastructure industry's leading Value Added Solutions Provider

(VASP) since 1986, addresses the complete technology lifecycle – plan, design, integrate, operate and optimize – for the enterprise, commercial and government markets. Presidio's comprehensive portfolio comprises Unified Communications, wireless, security, storage, and network infrastructure solutions.

Presidio Networked Solutions' philosophy is based on what's best for the customer, and our goal has always been to fully understand the customer's requirements and help select the best solution with best-of-breed results.

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Company Overview

Presidio Networked Solutions is one of the fastest growing and most skillful Value Added Solutions Providers (VASPs) focused on advanced technologies for enterprise, commercial and government customers. Presidio Networked Solutions' comprehensive portfolio consists of unified communications, wireless, security, optical, Cisco TelePresence, storage, managed and hosted services as well as supporting network, systems and Microsoft infrastructure solutions. Financing options are available for all of these solutions including leasing — capital or operating per FASB-13.

Presidio Networked Solutions is acknowledged for its outstanding customer satisfaction and recently received a rating of approximately 4.6 out of 5.0 from its customers, as measured by Cisco.

- We have a particularly strong relationship with Cisco, ranking as the seventh largest Cisco partner overall, the 5th largest advanced technology partner and 3rd largest Master Unified Communications Specialized Partner in the U.S.

Not surprisingly, Presidio Networked Solutions holds the highest industry certifications from Cisco (Gold Certified Partner), as well as a host of other high-level certifications.

Working with its partners, Presidio Networked Solutions addresses the complete technology lifecycle — planning, designing, integrating, operating and optimizing — of networking and system solutions. The company also works closely with customers throughout implementation and post-implementation, offering management expertise and support.

With a national customer base and offices throughout the East Coast and Gulf Coast regions of the U.S., Presidio Networked Solutions is a financially solid company with a revenue growth rate over the past five years approaching 20 percent.

Our solutions include:

- Systems & network security
- Unified Communications
- Advanced network transport
- Data management & storage
- Cisco TelePresence & videoconferencing

- Network infrastructure
- Systems infrastructure
- Microsoft® infrastructure
- Managed & hosted services

Services & Solutions

Systems & network security

Security solutions from Presidio Networked Solutions provide your company with protection for your critical information assets, ensuring uninterrupted operational integrity. Our current focal areas are secure connectivity, perimeter security, intrusion protection, identity services and security management.

Presidio Networked Solutions has developed the Security Vulnerability Assessment (SVA) consulting service, which delivers dependable, economical security planning for our clients. The SVA methodology combines security scanning software with our consultants' hands-on expertise to identify and report on security vulnerability and pinpoint changes required to protect your company from unwanted access to your IT infrastructure. These changes can be engineered as part of our complete implementation solution or done using your in-house staff.

Unified Communications

By joining disparate networks carrying voice, data and video traffic into a single unified network, businesses can enable new applications, increase productivity and lower operational costs. Presidio Networked Solutions is a leading provider of Voice over Internet Protocol (VoIP) communications and the convergence of voice and data over a data infrastructure.

Mobility/wireless

Presidio Networked Solutions' longevity and experience as a leader in the practices of internetworking, security, optical, voice and managed services make us ideally suited to become the partner of choice for enterprise-wide deployments of mobility and wireless products and services.

Optical

A Value Added Solutions Provider (VASP) since 1986, and deploying optical solutions since 2000, Presidio Networked

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Solutions is better prepared to meet today's optical networking challenges than any other competitor in its class. Presidio Networked Solutions' philosophy is based on what's best for the customer, and our goal has always been to fully understand the customer's requirements and help select the best solution with best-of-breed products from the leading manufacturers.

Data management & storage

Presidio Networked Solutions has developed a unique approach to information lifecycle management (ILM) that builds on the Presidio Networked Solutions Storage Foundation Architecture (SFA). SFA provides you with the opportunity to build a storage infrastructure that is right for your company's data storage needs today and is scalable to address business growth and future changes in storage needs.

Cisco TelePresence & videoconferencing

Cisco's Cisco TelePresence solution is a revolutionary new category of products that create live, face-to-face meeting experiences over an Internet Protocol (IP) network, empowering users to interact and collaborate in ways they never could before. It combines the reach, intelligence and reliability of the network with the simplicity of a telephone interface to deliver an entirely new way for people to meet and collaborate. Participants feel as if they're in the same room together, even though they may be located across the globe. With the ability to see and hear others in ultra-high definition video and wideband spatial audio, users experience the subtleties and nuances delivered by body language, eye contact and facial gestures that make up more than 60 percent of communications. With Cisco Cisco TelePresence, participants focus on the meeting and not the technology.

Network infrastructure

Presidio Networked Solutions has years of experience implementing network infrastructure solutions for companies of all sizes. We work closely with our customers using our Total Success Methodology™ — a comprehensive five-step process to ensure that your new network infrastructure matches your business needs.

Our network audit and ongoing network health-check is a proactive approach to ensure your network always operates at maximum performance. Our security infrastructure solutions ensure that the data on your network moves safely and securely throughout your entire LAN, WAN or wireless network.

Systems infrastructure

Presidio Networked Solutions offers complete planning, designing, integrating, operating and optimization services for your mission-critical system infrastructure needs. Our engineers are experienced in Linux, Windows, VMware and Sun Solaris operating systems. We work with you to understand your computing environment and your business IT objectives to deliver a performance-based computing architecture that is highly scalable, reliable and cost effective.

Sentry Managed & hosted services

Sentry Managed and Hosted Services from Presidio Networked Solutions give your business focus, flexibility and efficiency so you can optimize growth and profitability. Our knowledge and experience with traditional and advanced technologies — as well as with your specific IT infrastructure — put us in a unique position to successfully manage or host technology solutions for you. The breadth of our skills means we can relieve you of the burden of managing, operating and optimizing today's highly complex, integrated multi-vendor and multi-platform environments.

With Sentry Managed and Hosted Services, you can count on reliable, secure technology services using our world-class infrastructure, knowledge and processes. The result: you can stop worrying about your IT infrastructure and services and fully focus on driving performance in your business.

Disaster recovery

More than ever before, businesses have come to understand the importance of a robust disaster recovery solution, but many find they must choose between the recovery time delay associated with traditional disaster recovery sites (often hours or even days) and the enormous cost of a full second production site mirrored to their existing systems.

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Many disaster recovery providers offer low-cost solutions, but these generally include other risks such as equipment and bandwidth shared by many companies on the assumption they will never experience network outages at the same time.

Presidio Networked Solutions offers leading-edge, high-availability disaster recovery solutions designed for those businesses that need real-time recovery capabilities on dedicated systems but don't need or want a costly, mirrored production site. Our high-availability disaster recovery solution provides all the resources you need, dedicated solely to your use, ready for instantaneous failover in the event your systems go down.

Telecom services

Presidio Networked Solutions has a dedicated business unit focused on providing complete telecommunications solutions for our customers. The sales and engineering personnel in this business unit assist customers in meeting their telecommunications challenges and getting the biggest return from their investments. The business unit serves as an extension to customers assisting in the solution design, analysis, procurement, management and optimization of the telecom lifecycle. They are your "trusted advisor."

Presidio Networked Solutions assumes this advisory role to ensure that corporations achieve greater IT and telecommunications value. Our advisors supplement internal IT resources to deliver solutions and services required to achieve maximum return on investment. Our approach ensures that corporate customers find solutions and acquire contracts that provide state-of-the-art service, keeping pace with technology advances, competitive pricing structures and favorable, flexible contract language.

Our advisors are specifically trained to address your voice and data transport needs along with a voice-centric portfolio of solutions that supports a full complement of enterprise PBXs, call servers, gateways, IP switching, routing, firewalls and multimedia applications.

Presidio Networked Solutions' transport options include AT&T, Global Crossing, Level 3, Masergy, One Communications, Qwest, Verizon and XO Communications. When combined with our networking, storage or systems infrastructure solutions, our carrier services provide an end-to-end solution. Let our experienced advisors design the right carrier solutions for your needs and handle all of the provisioning with the most cost-effective carriers.

Financing

What acquisition strategy is best for you? Bank credit line? Outright cash purchase? Finance or lease? Many companies are now choosing leasing as their preferred option for technology acquisition. Presidio Networked Solutions, in partnership with our Solarcom Capital division, provides a radically flexible financial solution that will answer all of your concerns about leasing your technology.

- Quarterly Takedown leasing: With a Quarterly Takedown lease arrangement, Presidio Networked Solutions will handle all of your IT purchases. From \$20,000 to \$1 million — you set the line amount. Purchase whatever IT resources you need: hardware, PCs, software or services. Presidio will pay the bills and set up one easy-to-track lease, purchase the products from your favorite vendors and track them through our online customer assets and orders tracking system.
- Multiyear Cisco SMARTnet support: Let Presidio save you 15 percent or more on Multiyear Cisco SMARTnet support. Over the lifetime of your equipment, Cisco SMARTnet contract fees amount to a substantial percentage of the original purchase price — as much as 60 percent of the original equipment cost. A big part of the cost is in the 8 to 12 percent annual cost increases. You can avoid the increases by paying for multiple years up front — but for most IT managers, that's just not an option. Presidio Networked Solutions gives you the advantages of multiyear Cisco SMARTnet protection with the convenience of three equal annual payments. You get the Cisco SMARTnet coverage you need and the annual payment you're used to but with the cost savings and confidence of a three-year contract.

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WWT is an Award-Winning Gold-Certified Cisco Partner

WWT has been a Cisco partner since 1994 and achieved Gold Certified

Partner status in 2002. At the recent 2007 Cisco Partner Summit, WWT was recognized as the U.S. Partner of the Year. WWT was selected from a list of 6,500 U.S. Cisco Certified Channel Partners based on outstanding performance in the areas of customer satisfaction, revenue growth and technical leadership. WWT received a total of four awards from Cisco:

- Partner of the Year for the entire U.S. & Canada Theatre
- Federal Direct Value Added Reseller (DVAR) of the Year (3rd year in a row)
- U.S. Enterprise Partner of the Year
- Top Enterprise Partner in the South Region

WWT procures more than \$800 million in Cisco products and services annually and is ranked in the top 5 of all Cisco partners by sales volume. In addition, WWT is the #1 supplier of Cisco products to the U.S. Federal government.

WWT currently employs more than 100 Cisco certified engineers and holds more than 500 individual Cisco certifications, including Master Specializations in Unified Communications and Security. Our engineers stay abreast of the latest technology developments through continuous training and close working relationships with Cisco personnel.

WWT provides industry-specific solutions for our customers in a broad range of industry sectors including telecommunications, government, and commercial industries such as healthcare, manufacturing, retail, financial and education, to name a few.

Services & Solutions

Professional Services

World Wide Technology, Inc. (WWT) is a leading Systems Integrator providing technology products, services, and supply chain solutions to customers around the world. WWT understands today's advanced technologies. When properly planned, procured, and deployed, these business solutions

reduce costs, increase profitability, and ultimately improve a company's ability to effectively serve their customers.

WWT's Proven Processes

WWT's proven processes span the technology implementation lifecycle as we provide customers with advanced technology solutions. By engaging WWT to manage their planning, procurement and deployment processes, our customers benefit from our certified technology professionals, nationwide logistics facilities, and a suite of eCommerce applications designed to greatly simplify the supply chain.

With more than 100 Cisco certified engineers and more than 500 technical certifications, WWT offers professional, specialized IT services provided by knowledgeable, skilled individuals dedicated to customer service, timely execution and the development of cost-effective solutions. The services offered by our team span the entire technology lifecycle from planning through operational support. WWT's team of expert engineers maintains Cisco's highest certification levels to meet continuing education requirements and ensure they are delivering the latest in technology solutions to create true business value.

Planning and Design – WWT's Professional Services team employs a simple, but effective, top-down approach to network and systems planning and design. Customer business and enterprise application needs are identified prior to design and implementation in order to ensure the appropriateness of a final network solution.

Implementation – WWT's team of certified solution installation experts works in unison with the program management team to deliver complete implementation services designed to have customers on-line as quickly and cost-effectively as possible. WWT strives to understand each customer's unique business goals in order to develop an implementation plan specifically designed to meet needs. Implementation solutions range from days to years and from a single site to thousands of site requirements.

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Training – WWT is a Cisco Learning Partner, and provides the necessary training to optimize the network investment. In addition to offering authorized baseline training covering Cisco core technologies, WWT specializes in advanced technology training in areas such as security, unified communications, storage networking and wireless LAN. As a Cisco Learning Partner, WWT is an authorized source for the entire spectrum of Cisco technology training, leveraging Cisco intellectual property and certified Cisco instructors. Authorized courseware, hands on activities and certifications of completion are a part of each training class.

Information Technology Products and Solutions

As an authorized reseller of information technology hardware and services, we leverage our strategic partnerships with major OEMs to provide our customers with a single source for a complete array of technology solutions. And with our master distributor relationships, we offer our customers unparalleled access to more than \$4 billion of inventory. Our goal is to provide our customers with the right products at the right price, delivered on time.

Supply Chain Services

As a natural outgrowth of our VAR services, WWT has created a national network of distribution centers. Using a highly automated warehouse management system, our facilities are linked to a centralized Oracle inventory and order management application hosted in our secure data center in St. Louis. We perform a variety of services including equipment aggregation and staging, hardware configuration, software imaging, asset tagging and auditing. Our value-added services dramatically reduce the complexity and inefficiency often associated with managing the delivery of goods. At the same time, our services greatly accelerate the technology deployment process and maximize the return on your technology investment.

Company Overview

WWT was founded in 1990 by David Steward and James Kavanaugh, with a vision to provide customers with revolutionary products and services as a value added reseller (VAR) of Information Technology. With a focus on large Fortune 500 companies, as well as customers within the U.S. federal government, WWT quickly built a reputation for superb customer service and a flexible approach to addressing customers' needs.

As a VAR, we have established strong, long-standing partnerships with the world's leading manufacturers (OEMs) of I.T. products including Cisco, Dell, HP, Sun, and IBM, and now employ a team of more than 100 OEM-certified engineers providing configuration and installation services in support of the products we sell.

As a natural outgrowth of our VAR services, WWT created a national network of distribution centers. We perform a variety of services including equipment aggregation and staging, hardware configuration, software imaging, asset tagging and auditing. Our value-added services dramatically reduce the complexity and inefficiency often associated with managing the delivery of goods.

Today, WWT continues to be a privately-held company, providing technology products, services, and supply chain solutions to our customers.

A chronological history of WWT can be found on our website under Company / History at <http://www.wwt.com/company/history.html>

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