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CERTIFICATIONS: WBENC: 242029



WOSB New York State WBE: 58947 New York City WBE: MWCERT2017-256

GSA IT SCHEDULE 70: 47QTCA19D001A SIN: 70: 132.8 MAS: 33411 – Purchase of new equipment DUNS: 184807402 CAGE: 0NMV8 NAICS: 541512 236220 238210 238220 238330 332322 332999

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ACCEPT CREDIT CARDS: Visa, MasterCard, AMEX

CORE COMPETENCIES Products & Services

<u>Power Distribution:</u> Generators, UPS (Battery and Flywheel, Room and In-Rack, Single and 3-Phase), Room and In-Rack PDUs, AC and DC Power, ATS, Overhead Power Busway, Pre-made Power Whips, Right-Sized Colored Power Cords, Power Meters, Branch Circuit Monitoring

<u>Cooling and Airflow Management:</u> Perimeter, In-Row, High Density Rack Cooling System, Ultrasonic Dehumidification, Portable, In-Rack, All Containment Systems, Rack Hygiene, Blanking Panels, Grommets

<u>Server and Network Racks and Enclosures</u>: Rack and Integrated Solutions, Biometric Rack Security, Centralized Device Management: PDUs, KVM over IP and Console Servers, RFID, Switch Cooling

Infrastructure Access and Control: DCIM Tools to Monitor and Manage Multi-Vendor Equipment, CFD Software, Energy Consumption Software, PUE, DCIE and CUE, Environmental Monitoring and Security, Active and Passive RFID

<u>Cable Management</u>: Overhead Trays and Under-Floor Systems, Vertical and Horizontal Rack Cable Management, Rack Side Cars, Cabling, Patch Panels

Console and Technical Furniture: Network Workstations, Conference Rooms, NOC Furniture, Video Walls, Intensive-Use Seating

<u>Raised Floor Systems and Services</u>: New and Used Tiles, Active Airflow Tiles, Grommets, Under Floor Baffle Systems, Cleaning, Installation, Retrofitting Existing Floors, Repairs

Infrastructure Assessments: CFD Modeling, Data Center Health Checks, Redundancy and Failure Analysis, Space Optimization, Thermal Load Analysis

Design and Remodel: New Builds, Existing Data Center Sustainability Improvements, Infrastructure Retrofits and Expansions, Design Build Support, Layout and Capacity Planning

Installation services offered with all products we provide

DIFFERENTIATORS

- 40 years specializing in mission critical IT environments
- Consultative approach bridging the gap between Facilities and IT

PAST PERFORMANCE

Department of Air Force – *Multiple Opportunities Since 2018*

- Procured Through: Open Market to Assist in Meeting their DCIO Mandates
- Products: Racks, Rack PDUs and Secure KVM
- University of Michigan Strategic Supplier Since 2006
 - IT Hardware and Peripheral Contract
 - Average Annual Sales Approximately \$1 Million Per Year

Veterans Affairs - 9 Year Business Relationship

- Procured Through: SEWP as a Sub with a Prime SDVOSB
- Products & Services: Monitoring Software, UPSs, and Product Installation

- Strong vendor relationships exceeding 20+ years
- Skilled service team with over 25 years' experience

State of Michigan - 25 Year Business Relationship with DTMB

- Areas of Support: Data Center and Telecommunications Closets, MiDEAL Contract for Power and Cooling
- Products & Services: Cold Aisle Containment, Racks, Rack PDUs, UPS and Data Center Floor Cleaning

Lockheed Martin - 4 Year Business Relationship

- Procured Through: Exostar Portal
- Products: High-Density Rack Cooling System

US Army - 2 Year Business Relationship

- Procured Through: Open Market
- Products: In-Row Containment