



Where Technology
Means More®

City of Superior, Wisconsin

Fiber Business Network and Operating Support Software

October 29, 2024

Mike Falardeau

Senior Account Executive

Phone: 810-730-5668

Email: Mike.Falardeau@eplus.com



October 29, 2024

City of Superior, Wisconsin

Thank you for offering ePlus Technology, inc. (“ePlus”) the opportunity to respond to your RFP for **Fiber Business Network and Operating Support Software**. We have reviewed City of Superior, Wisconsin’s stated goals and requirements contained in your RFP. We are confident that our solution provides a proven approach – combining appropriate practices, technology, and intellectual capital to meet and exceed your process improvement and cost savings objectives.

The following response and attachments will clearly demonstrate how ePlus will assist you in achieving your goals. Our proposal contains all the supporting information you should need.

ePlus is submitting its proposal on the understanding and with the expectation that City of Superior, Wisconsin and ePlus Technology, inc. will have the opportunity to work together to enter into a mutually acceptable contract for the products and services described in an agreed upon statement of work.

The experience that ePlus will demonstrate throughout the process will highlight how our strengths and expertise can be applied to your organization to generate positive business results. We look forward to the opportunity in the very near future to personally present our solution.

Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Don McLaughlin'.

Don McLaughlin
Senior Vice President



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 Herndon, VA 20171
 703.984.8400
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ePlus as a Reseller

ePlus is fully committed to holding the discount structure contained in our bid response for the life of the contract but is subject to future potential manufacturer changes in overall pricing models to its resellers. ePlus would require the opportunity to amend its committed discount in order to maintain an equivalent level of margin to be able to continue the supply. ePlus will provide the documentation to support manufacturer modification that supports a change any pricing structure. It is possible that changes can also occur in other manufacturer terms such as changes in warranty terms that are outside of ePlus’ control and we reserve the right to modify this schedule from time to time to accommodate these potential changes by providing written notice. If changes of this nature are not something for which you would consider an exception, ePlus would merely require the opportunity to vacate the particular award(s) effected by the manufacturer's changes which are outside of our control.

PROPOSAL VALIDITY PERIOD

This proposal is valid for ninety (90) days from the date of submission (10/29/2024).



Executive Summary

ePlus goes above and beyond to deliver the insightful strategies and innovative solutions our customers need to elevate their business. We bring deep expertise that spans the entire IT lifecycle and every critical discipline along with an unwavering commitment to the customer experience, enabling organizations to navigate challenging situations and achieve consistent results, faster. Positioned squarely at the forefront of today's most transformative technologies, ePlus helps organizations imagine, implement, and achieve more from technology.

We are confident that our response provides the best overall solution for the City of Superior, and our value to the City's vision extends far beyond pricing. As you review our response, we hope you will also consider some of the added value that ePlus brings to the City of Superior that differentiates us:

EXPERIENCED TEAM

Over the past numerous years serving municipalities, service providers, and utility companies, we have built and grown an account team of engineers, sales and support staff that have established relationships and built a high level of trust within these organizations. Over this period, we have participated in major network, data center and technology refreshes, time sensitive procurements, and product evaluations. By selecting ePlus for this contract, the City will get a large, experienced account team with the knowledge, infrastructure, processes, and tools already in place to support the City's vision.

FINANCIAL STRENGTH

ePlus is a financially strong, profitable organization that continues to grow. Why is this important? It means we are an organization that is here today and will be in the future as we successfully deploy this multi-year project. We have the financial strength to grow, support and retain our technical resources and procure the equipment required for a project of this size. We invite you to examine our financial reports: <https://www.eplus.com/investors/financial-reporting> and compare them to our competitors in the industry.

PROJECT MANAGEMENT

ePlus provides Project Management services to manage portfolios, programs, and projects utilizing a Project Management Lifecycle Services Framework approach, aligning specific roles to activities throughout the course of the engagement. This framework is based upon over twenty years of experience designing and implementing information technology solutions for our customers. We are involved in every step, from project initiation to planning, design, implementation, and closeout.

Our Project Management methodology helps our customers maximize the value from their IT initiatives through a repeatable process that helps ensure consistency while enabling enhanced project collaboration.

Our Project Management Lifecycle is comprised of five phases: (1) Initiate, (2) Plan, (3) Design, (4) Implement, and (5) Closeout. Each Phase includes the tasks necessary to ensure successful project/program completion. Some tasks do not apply to all projects; however, there are certain key steps that are critical path elements which ePlus simply does not skip. Specific tasks for project management engagements will be identified in the Statement of Work and project plan deliverable.

Project Management Lifecycle Services Framework



FLEXIBILITY & CREATIVITY

ePlus is a large, yet nimble organization that can be flexible in order to respond to unique situations and provide the creativity to deliver a solution that is not always “cookie cutter”. We work closely with our customers to understand their needs and provide the support and partnership that they are looking for.

PUBLIC SECTOR FOCUS

ePlus is a leading systems integrator for the Public Sector in the United States. Holding more than 100 Public Sector contracts, ePlus currently works with multiple government agencies, school districts, and universities across the country. ePlus has a mature and well-established business practice within the Public Sector and our teams truly understand the differences, nuances and demands of public versus private sector. We don’t just sell into the Public Sector, we have a national business practice specific to the Public Sector with hundreds of technical and support resources, tools and processes developed and dedicated to supporting our Public Sector business.

With a team at ePlus dedicated to serving state/local government and education customers, we proactively keep abreast of manufacturers’ programs, federal programs and guidelines, and the unique technology needs to those we serve in the local government. Our employees collectively carry more than 1,700 technical certifications and our engineers are trained in the latest networking, data center, cloud, collaboration, and services methodologies and technologies across a wide array of manufacturers allowing our team to truly advise the City from an agnostic lens. ePlus has the processes and components already in place with proven service delivery models to support the City’s asks within this RFP and are confident that combined with our deep knowledge of local and state government, ePlus will continue to be a strong partner to support the City of Superior in the years ahead.



4. Statement of Qualifications Requirements

Respondent shall submit one (1) unbound original and one (1) PDF digital version of proposal documents.

4.1 State the name, address, and a company profile, including size, qualifications, technical capabilities, etc.

ePlus Response: ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171
Phone: 703-984-8400
Fax: 703984-8600
Email: info@eplus.com

Founded in 1990, ePlus inc. (NASDAQ NQGS: PLUS) is a public company with annual gross billings of \$3.1B* and shareholders equity of \$782.3M as of its most recent fiscal year ending March 31, 2023. Our full financial statements of quarterly and annual audited financials can be viewed at <http://www.eplus.com/investors/financial-reporting/annual-reports> or www.sec.gov

4.2 Include a list of the key personnel and manager of the firm. Provide a summary of the project team, field staff, and their capabilities and experience. Also note their ability to meet the project workload within the timelines established. Subcontracting technical staff will not be accepted.

ePlus Response: Don McLaughlin, SVP is the designated representative of ePlus.

Sales: Mike Falardeau, Senior Account Executive
Phone: 810-730-5668
Email: mike.falardeau@eplus.com

ePlus brings a unique outcomes-focused perspective to facilitate understanding the big picture while also delivering practical approaches – allowing you to see both the forest and the trees. We can guide you toward achieving your ultimate IT vision: a more modern, secure digital business.

It all starts with our people, who are the best and brightest in the industry. We've built a solid reputation since 1990 as a leading integrator of technology solutions built on strong industry partnerships and a commitment to elevating the customer experience. Our services are backed by thousands of successfully delivered engagements based on our proven project management lifecycle framework, leveraging a repeatable process that helps ensure consistency while enabling enhanced project collaboration. Our flexible service models offer innovation to drive better business outcomes.

4.3 Provide examples of related experience as detailed in Section 5, Implementation Experience.

ePlus Response: References related to experience with similar projects are provided in the attached Statement of qualifications document.

4.4 Provide a statement describing your approach to the project and overall project workplan. Include a full description of major tasks and subtasks. This section of the proposal shall establish that the Proposer understands the City's objectives and work requirements and Proposer's ability to satisfy those objectives and requirements. Succinctly describe the proposed approach for addressing the required services and the firm's ability to meet the City's schedule, outlining the approach that would be undertaken in providing the requested services.

ePlus Response: Customer has engaged ePlus to install and configure their service provider business network and DIA connections. This will include an initial onsite site-readiness survey and a second trip for

rack/stack/install and configuration tasks. Rack/stack/install will be performed on all ePlus provided equipment. Testing and training will be provided to the customer for ePlus provided components as well.

Project Scope

- ePlus Responsibilities
 - Site-Readiness Survey
 - Rack/Stack/Install of ePlus provided equipment:
 - 2x Nokia IXR routers
 - 2x Dell R660 servers
 - 1x OpenGear OM2216 appliance
 - 1x UPS
 - Configuration, testing and turn-up of:
 - On Dell Servers:
 - vSphere & vCenter
 - Graylog Open
 - LibreNMS
 - Nokia IXR Routers
 - OpenGear OM2216 appliance
 - DIA configurations (1 per 7750) for upstream connectivity
 - Provide rack diagrams of ePlus installed equipment
 - Updated Network Diagram
 - Provide PDF format of configuration files

Additional details regarding the professional services are included in the attached Services Review Document

4.5 Fee proposal. Provide a firm, fixed total price for the equipment and professional services. This price shall include any and all costs to perform the services to the City's satisfaction, including but not limited to all costs for materials, labor, travel, supplies, permits, licenses, other typical reimbursable expenses, and indirect costs.

ePlus Response: Please see **Attachment 1 – Bill of Materials**.

4.6 The Respondent shall submit a list of three (3) service provider references who have deployed Nokia-based architectures within the last five (5) years. The reference information shall include the company name with dates of implementation along with the name, address, and phone number of the individual(s) that may be contacted at the company. Respondent shall omit all homogenous enterprise IT deployments (i.e., private corporate-centric networks) from their response and references.

ePlus Response: Please see **Attachment 2 – Reference Form**

4.7 Complete the Qualification Evaluation Checklist. Reporting false, inaccurate, or misleading information shall be sufficient grounds for disqualification or contract termination. When in doubt, attach a detailed answer or call for clarification.

ePlus Response: Please see **Qualification Evaluation Checklist**

4.8 The respondent shall include a statement that he/she made their own examination, investigation and research regarding the method of doing the work, all conditions affecting the work to be done, the labor, equipment and materials, and the quantity of the work to be performed. The Proposer agrees that it has satisfied itself by Proposer's own investigation and research regarding all of such

conditions, and that Proposer's conclusion to enter into the Service Agreement and based upon such investigation and research, and that Proposer shall make no claim against the City because of any of the estimates, statements or interpretations made by any officer or agent of the City which may prove to be erroneous in any respect.

ePlus Response: ePlus has provided a proposal related to the professional services requested by the City of Superior based on the information provided by the City. Upon approval to move forward with proposed services, ePlus will update this proposal to a formal Scope of Work working closely with the City of Superior as we move forward with the project.

4.9 There is no specified limit to the amount of material submitted in response to 4.1 through 4.8, however portions of submittals not clearly referencing the respective section may not be considered in the evaluation of the firm.

ePlus Response: Acknowledged

5. Scope of Services

Project Summary and Scope of Work

The City of Superior, ConnectSuperior, is seeking a value-added reseller with demonstrable experience integrating Nokia-based service provider networks to supply, install, and integrate a business network and operating support software (OSS) into an existing Nokia 7750-SR and 7360 XGS-PON fiber-to-the-user (FTTU) network installed by a separate VAR (see Attachment A - ConnectSuperior Network Diagram). The solution shall include all hardware and software for the business network and professional services to perform a pre-installation site survey, configuration of the business network, installation of the supplied components, integration into the existing Nokia 7750/7360 network, testing, and operator training. Any costs associated with delivery of the proposed system shall be included and the responsibility of the Consultant.

The attached bill of materials provides for the following components, functions, and design:

Two 24-port switches, each configured for

- one connection to each of the 7750-SR1 firewall ports (2 x 10GBASE-SR)
- one connection to each of the VM servers (2 x 10GBASE-T)
- one connection to the out-of-band network management device (1 x 10/100/1000BASE-T)
- one connection to the UPS controller (1 x 10/100/1000BASE-T)

LTE-based out-of-band (OOB) management solution with ethernet and serial interface support

Open-source software with paid support including:

- Syslogging solution
- NMS solution to monitor and report alarms, element operational status, and interface/link/service performance

Redundant server hardware with VM software configured and sized for:

- Nokia Altiplano (size VM per Attachment B - Nokia Altiplano Solution Planning Guide)
- 1 year of syslog history
- 1 year of NMS monitoring history
- Basic VM replication and restore functionality for backup and recovery



One 10GBASE-LR SFP+ for each Nokia 7750-SR1 for business network Internet access

Professional services:

Please include on a separate sheet the proposed costs to provide the services below. The proposal shall also detail any other relevant cost and price information (such as any change to the fees based on any options a proposer is able to offer). The services outlined below shall be proposed as a not to exceed amount for each service. An hourly rate schedule shall be included in your proposal to be used for pricing costs of additional services not outlined in this scope of services.

ePlus Response: all costs and details will be included in the attached Statement of Work Document provided by ePlus and submitted with this documentation

Professional services to provide turn-key implementation of the solution shall include:

- Pre-installation site survey and creation of materials list for installation and connection of all hardware (existing UPS system and rack-mounted PDUs with NEMA 5-15R).
- High-level design of business network architecture, traffic flows, connectivity to existing network elements, and integration with Nokia 7750/7360 network
- Installation, configuration, test, and turn-up of the integrated business network solution
- Configuration of a BGP interface on each 7750-SR1 for business network Internet access
- Configuration of Nokia SR-OS firewall service to secure the business network
- Testing of business network software, traffic flows, firewall, and VM replication/recovery
- Install and integrate LibreNMS and Graylog Open with existing Nokia network
- Operator training on all supplied software and VM replication/recovery process
- Documentation of business network components including a network diagram, IP addressing, cross-connects, and labeling

ePlus Response: included in the attached Statement of Work Document provided by ePlus and submitted with this documentation

The City requires sufficient corporate, financial, and reference information to adequately assess the qualifications of the Respondent to sell, install, and support the Proposed Solution. The reference information will be used by the City to differentiate between proposals with similar Proposed Solutions, and shall be provided in a separate document including the following information:

Corporate Information

The Respondent shall provide an overview of their corporate structure. The overview should address the following specific items:

- Name, address, and contact information of the Company and representative

ePlus Response: ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171
Phone: 703-984-8400
Fax: 703-984-8600
Email: info@eplus.com

Representative: Don McLaughlin, SVP

- Company History and Formation

ePlus Response: Please see [ePlus Company Information](#) section which follows.



- Ownership (Public or Privately Held)

ePlus Response: ePlus Technology, inc. is a wholly owned subsidiary of ePlus inc., a publicly traded corporation Nasdaq: PLUS)

- Number of Employees

ePlus Response: 1,801

- Organizational chart of the management and implementation teams for the project

ePlus Response:

Regional team:

Mike Falardeau – Senior Account Manager

Eric Hurzeler – Senior Sales Engineer

Chrystal Maloney – Senior Inside Sales Representative

Implementation Team:

Andy Erickson – Sr. Director Post Sales Engineering

Leon Mathew – Sr. Manager Professional Services

Randy Rooney – Practice Director

- A detailed history of all mergers or acquisitions (if applicable).

ePlus Response: <https://www.eplus.com/investors/acquisitions>

- Seller’s financial condition and supporting documentation (ie. audited annual reports, etc.)

ePlus Response: <http://www.eplus.com/investors/financial-reporting/annual-reports>

Implementation Experience

The Respondent shall provide a brief summary of their experience implementing and supporting Nokia-based carrier-class networks for service provider customers.

ePlus Response: ePlus Technology, Inc. has provided three references in the attached Statement of Qualifications document included with this submission. While all three projects had different environments and customer requirements, ePlus provided Architecture and design, professional services, hardware, and full implementation for each project related to Nokia-based solutions. We welcome the opportunity to discuss these projects with you in greater detail as well as provide you the opportunity to speak with each of the references provided directly.



ePlus Company Information

ePlus is a customer first, services led, results driven and trusted industry leader that helps organizations secure, modernize, optimize, and scale their IT. For more than 30 years, we have stood side by side with over 5,000 customers across the U.S., Europe, and Asia, helping navigate an increasingly complex and dynamic IT, regulatory and workforce environment. Backed by an unparalleled bench of technical experts, more than 5,500 certifications and accreditations, top industry recognition, and a relentless commitment to innovation on behalf of everyone we serve, ePlus drives truly transformational results. We achieve these outcomes via expertise across Artificial Intelligence, Data Center, Cloud, Security, Enterprise and Carrier-Grade Networking and Collaboration, as well as a robust set of professional, managed, consultative and other services. It's equal parts strategy, execution, and results, always with our customers at the core. Each day. Every day. The Company is headquartered at 13595 Dulles Technology Drive, Herndon, VA, 20171, USA. For more information, visit www.eplus.com, call 888-482-1122, or email info@eplus.com.

Financial Overview

Founded in 1990, ePlus inc. (NASDAQ NQGS: PLUS) is a public company with annual adjusted gross billings of \$3.3B and shareholders equity of \$901.8M as of its most recent fiscal year ending March 31, 2024. Our full financial statements of quarterly and annual audited financials can be viewed at <http://www.eplus.com/investors/financial-reporting/annual-reports> or www.sec.gov.

PLUS
Nasdaq Listed

Locations

National Headquarters

ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171
Phone: 703-984-8400
Fax: 703-984-8600
www.eplus.com
[List of all ePlus Locations/Offices](#)



Partnerships and Expertise

Our customers benefit from our deep collaborative partnerships with leading technology providers, enabling us to create solutions that connect the dots between IT investments and business outcomes so technology means more, and does more, for them. ePlus maintains deep partnerships with top manufacturers, including AMD, Arista, AWS, Check Point, Ciena, Cisco, Dell Technologies, F5, Fortinet, Gigamon, HP, HPE, Intel, Juniper Networks, Lenovo, Microsoft, NetApp, Nutanix, Nvidia, Palo Alto Networks, Pure Storage, RF Connect, Rubrik, Splunk, and VMware—many who look to us for their own technology needs.



Commitment to Diversity, Inclusion & Belonging

ePlus is dedicated to fostering, cultivating, and preserving a culture that embraces diversity, enables inclusion, and makes our employees feel comfortable bringing their full, genuine selves to work. We celebrate the many diverse qualities that make our employees unique—gender, ethnicity, race, sexual orientation, age, ability, veteran status, religion, culture, background, experience, strengths, perspectives and more. We are dedicated to customer and community service, acting with integrity in all things, and putting our ethics into practice.

ePlus Values:

Respectful communication and cooperation. We treat each other with dignity and respect. Always.

Teamwork and employee participation. We encourage the representation of all groups and perspectives in our daily interactions, both internally and externally.

Work/life balance that supports our employees' varying needs. The health and well-being of our employees is at the core of our success. Our Well and Good wellness program encourages and enables our employees to improve nutrition, fitness, stress, sleep, connection, and fun, and rewards them for their participation and engagement.

Embracing the communities in which our employees, our business partners and our customers live and work. Good corporate citizenship is fundamental to who we are as a company, and our global team is committed to making a positive difference in the communities in which we live and work. Our collective efforts include employee giving, corporate matching, and volunteerism to combat homelessness, hunger, and cancer and to increase access to education. Our employees' dedication to making a positive impact in the world is a source of great pride for our company.

At ePlus, we know that our employees are our most valuable asset. The collective sum of our individual differences, life experiences, knowledge, innovation, self-expression, unique capabilities, and talents drives not only our culture, but also our reputation and shared achievements. That is why we apply our diversity, inclusion, and belonging philosophy to all aspects of our business to help us partner with, recruit, retain, and develop the best talent.

ePlus. Where Technology Means More.®

ePlus Awards and Accreditations

Awards

2024

CRN® 2024 Managed Service Provider (MSP) 500 Elite 150
CRN® 2024 Tech Elite 250
CRN® 2024 Solutions Provider 500
Cybersecurity Excellence Awards: Cyber Portfolio Management
F5 North America 2023 Strategic Solutions Partner of the Year
Juniper Partner of the Year for Cloud-Ready Data Center
Lenovo U.S. Infrastructure Solutions Partner of the Year z
Northrup Grumman Supplier Excellence Award
Varonis Growth Partner of the Year



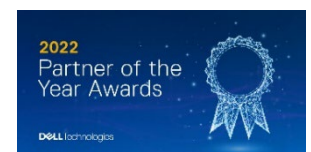
2023

Cisco Global Customer Experience Partner of the Year
Cisco WebexOne Reimagine Work Partner of the Year, Americas
BizLibrary: Best Overall Learning & Development Experience
CRN® 2023 Managed Service Provider (MSP) 500 Elite 150
CRN® 2023 Tech Elite 250
CRN Solutions Provider 500
NetApp North American Flexpod Partner of the Year
Pure Storage Fastest Growth Partner of the Year
Rubrik 2023 Public Sector Partner of the Year
Rubrik North American Partner Sales Champion of the Year
Top Workplaces USA 2023
Veeam Growth Partner of the Year



2022

Cisco U.S. Partner of the Year
Cisco Global Marketing Partner of the Year
Cisco Americas Marketing Partner of the Year
Cisco Enterprise Networking Partner of the Year for the U.S. East Region
Cisco Social Impact Partner of the Year Award for the Americas
Cisco Mass Scale Infrastructure Partner of the Year for the Americas*
Cisco Service Provider POY and Capital POY for the U.S. Central Area*
CRN® Triple Crown Award
CRN® 2022 Solution Provider 500
CRN® 2022 Managed Service Provider (MSP) 500 Elite 150
CRN® 2022 Tech Elite 250
Dell Technologies North America Channel Services Delivery Excellence POY
Dell Technologies Server Excellence Partner of the Year
Gigamon Americas Partner of the Year
Juniper 2022 Icon Award and Juniper Innovation Award
Palo Alto Networks 2022 Americas Social Impact Award
Pure Storage Customer Advocacy Partner of the Year
Nutanix 2022 Global Reseller of the Year
Nutanix Americas Reseller of the Year and Nutanix Americas Partner Systems Engineer of the Year
Washington Business Journal: Elaine Marion, Women Who Mean Business



Accreditations

AICPA SSAE Type 2 SOC 1
 AICPA SSAE Type 2 SOC 1
 AICPA SSAE Type 2 SOC 1
 AICPA SSAE Type 2 SOC 2
 HIPAA and HITECH
 ISO9001 QMS

OneSource Family of Software Products
 Managed Services Center
 Service Desk
 Cloud Hosted Services
 Cloud Hosted Services
 Warehouse Operations



Advanced Authorizations and Staff Certifications

Strategic alliances with the industry’s leading manufacturers keep ePlus engineers and sales professionals at the forefront of technology, enabling them to deliver industry-leading solutions to our clients. With an extensive roster of staff certifications, we also hold the following partnership designations:

A10 Networks

+ Elite Partner



Amazon Web Services

+ Advanced Consulting Partner
 + Public Sector Partner
 + Solution Provider Partner
 + Immersion Day Partner
 + AWS Marketplace CPPO Partner
 + Storage Competency
 + Windows on EC2 Delivery Partner



Calix

+ Elite Partner



Check Point

+ 4 Star Partner
 + ASCP(EMS) Certified
 + Harmony Specialization



Ciena

+ Elite Partner



Cisco: Gold Level Partner

Master Specializations

+ Master Data Center and Hybrid Cloud Specialization
 + Master Collaboration Specialization
 + Master Networking Specialization
 + Master Security Specialization
 + Master Service Provider Technology Specialization
 + Master Service Provider

Advanced Specializations

+ Advanced Collaboration Architecture Specialization
 + Advanced Customer Experience Specialization
 + Advanced Data Center Architecture Specialization
 + Advanced Unified Contact Center Enterprise Specialization
 + Advanced SP Architecture Specialization
 + Advanced Security Architecture Specialization



Cisco: Gold Level Partner (continued)

+ Cisco Webex Calling with Calling Plan
 + Cisco Hyperflex Specialization
 + Cisco IoT Specialization
 + Cisco Webex Contact Center Specialization

Dell Technologies: Titanium Solution Provider



Portfolio and Solution Competencies:

+ Core Client
 + Server
 + Storage
 + Networking
 + Data Protection

Fortinet

Expert Partner Level

+ SD-WAN Specialization
 + Cloud Business Model Certified
 + Integration Business Model Certified



Harmonic

+ Platinum Partner



HP Inc. Amplify Partner Program

Power Partner

Hewlett Packard Enterprise Platinum Level Partner



Hybrid IT (Server/Storage)

+ HPE Partner Ready: Solution Provider – Platinum Partner
 + HPE Partner Ready: Services Partner – Gold

Edge (Aruba/Networking)

+ HPE Partner Ready for Networking: Solution Provider – Platinum Partner
 + Silver Peak Partner Edge Program: Platinum Partner

Intel

+ Intel Partner Alliance Program: Titanium Partner

Juniper Networks



Elite Partner

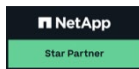
Microsoft



Gold Level Partner

- + Cloud Solutions Provider
- + Gold Application Integration
- + Gold Data Center
- + Gold Cloud Platform
- + Gold Cloud Productivity
- + Gold Windows and Devices

NetApp



Solution Specializations

- + FlexPod Specialized

Implementation Services Certified

- + E-Series
- + HCI
- + ONTAP

Integration Services Certified

- + E-Series
- + ONTAP
- + ONTAP SAN

NetApp Keystone Sell-with

Professional Services Certified

- + ONTAP SAN

Support Services Certified

Nokia



- + Broadband Access Networks Expert
- + Fixed Wireless Access Expert
- + IP Routing
- + Optics

NUTANIX



Pioneer Level Partner

NVIDIA



Accelerated Partner

Palo Alto



Diamond Innovator Partner Level
SASE Specialization Partner

Pure Storage



Elite Partner

Service Delivery Partner (Managed Service Provider)

Rubrik



Elite Plus Partner Level

VMware



Principal Partner

- + Data Center Master Services Competency
- + Networking Master Services Competency
- + VMware Cloud on AWS Master Services Competency
- + Data Center Virtualization

Transform Networking and Security

- + Empower Digital Workspace

Cloud Management and Automation

- + Cloud Provider
- + Cloud Native

Additional Key Vendors





The ePlus Difference: Your Why is Our Way

Every technology investment starts with a “why”. Whether to become more efficient, better manage costs, enable new revenue streams, enhance productivity by automating manual operations or shore up security in the wake of a discovered vulnerability, there are too many “whys” to count. But each one of them has the same answer to “how” these things are achieved: ePlus. Whatever the reason, **your why is our way.**

The future of the modern enterprise will be one driven by rapidly scaling technologies that connect everyone and everything, securely, intelligently, and automatically. The possibilities for transformation are unimaginable, as are the challenges for any IT, business, and finance leader whose tomorrows depend on getting it right today. When we say that “your why is our way,” we mean it, and the proof is our 30+ years of success and experience with thousands of happy customers. Whatever the technology, we have the knowledge, experience, flexibility, creativity and commitment to excellence that will help you achieve more. **Customer first. Services Led. Results driven.**

Our customers are at the core of every decision, every investment and every one of our offerings. Our solutions portfolio is designed, and continues to grow, with our customers’ desired business outcomes in mind. The ePlus portfolio of solutions and services spans the following:

- **ARTIFICIAL INTELLIGENCE** – Unlock the full potential of AI with guidance at any stage of the journey, from assessing readiness, defining use cases, deciding to build or consume, and ensuing a successful proof of concept to design, implementation, and management.
- **CLOUD & DATA CENTER** – Leverage cloud in transformative ways by modernizing data center infrastructure, extending those capabilities to cloud, accelerating cloud migrations and optimizing cloud platforms (and spend) to meet dynamic and evolving business needs.
- **SECURITY** – Ensure security and reliability by design from end to end with cutting-edge solutions, tools, intelligence and managed services that help diagnose, predict, map, secure and protect every facet of an environment.
- **NETWORKING** – Build a resilient, efficient, agile, defensive and intelligent network capable of supporting modern initiatives. Design and deploy next-generation enterprise and service provider networks to ensure that all domains are supported with high-performing, fault-tolerant, secure, intelligent and application-aware solutions.
- **COLLABORATION** – Empower hybrid work and unleash productivity from anywhere, simply and securely. With full integration into existing business tools and processes, modern collaboration solutions accelerate workplace/workspace transformation, enhance employee and customer experiences and ensure secure interactions with predictable cost models.
- **SERVICES** – Maximize return on IT investments, facilitate implementations and enhance technology performance through our broad portfolio of consultative and managed services. Driven by technical expertise, our award-winning team brings a modular approach to designing, developing, protecting, optimizing and managing the technology that fuels our customers’ business at every stage of their lifecycle.
- **FINANCING AND CONSUMPTION MODELS** – Boost investment power by aligning technology and payment solutions to provide cost predictability, flexible contract terms and fast, easy access to hardware, software and services.