

STRATEGIC HARDWARE, LLC

CAPABILITY STATEMENT

Core Competencies

Strategic Hardware, LLC is a federally registered small business working with clients across the country designing virtualized, highly available, easily managed, data storage solutions. The Company maintains particular competencies in:

- **Business Continuity and Disaster Recovery.** Strategic Hardware helps clients implement solutions which surpass Federal COOP requirements and Five 9 availability across a broad range of possible IT infrastructure failures ranging from those that affect a single disk to disasters affecting an entire geographic region.
- **Virtualization.** Strategic Hardware's team assists clients in leveraging virtualization technologies to achieve quantum-level improvements in data management, security and protection.
- **Fibre Channel to iSCSI Storage Migrations.** Strategic Hardware is currently working with many clients who wish to realize economies of 30% - 50% by moving from existing FC data storage environments to far less expensive and more easily managed iSCSI solutions.

Past Performance

Current clients include:

- **Bonneville Power Administration (Vancouver, WA)**
- **Washington State University (Pullman, WA)**
- **Ada County (Boise, Idaho)**
- **Quinnipiac University (Hamden, CT)**
- **The City of Lake Oswego, OR**
- **Colorado State University – Pueblo**
- **The City of Charlottesville, VA**

Differentiators

Strategic Hardware was founded on the belief that a firm committed to extraordinary customer service, excellence, attention to detail and follow-through could thrive in the IT marketplace. Coupled with these core values, the Company — utilizing either its own staff of top-level engineers or by teaming with other IT firms with specific areas of expertise — can design sophisticated, integrated data storage and management solutions.

Company Data

Strategic Hardware, LLC

- Founded: 2006
- Regions served: Nationwide
- Headquarters: Spokane, Washington
- Employees: 7
- Registered with CCR and AFWay
- DUNS: 023341588
- TIN: 20-5951272
- CAGE/NCAGE: 5C3W6
- NAICS: 423430 / 541519
- SIC: 3572

Partnerships & Alliances

- HP Certified Storageworks Partner / LeftHand Networks
- VMware
- Data Domain
- Vizioncore
- CommVault
- Metalogix/H&S
- Cisco
- Lenovo

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