



# Industry Capabilities and Recognition



Managed Service Provider (MSP) 500 List  
2015-2017



Mont Phelps  
One of the Most Innovative Executives  
2015



Tracy Skladanowski  
Women of the Channel Power 30: Solution Providers  
2017



Solution Provider 500 List (formerly VAR 500)  
2013 - 2017



Jane Linder  
Shannon Ludwig  
Women of the Channel  
2016



Advanced Enterprise Networks Architecture  
Advanced Security Architecture  
Advanced Collaboration Architecture  
Advanced Data Center Architecture

## 2016

SLED Transformational Partner of the Year, Americas  
Cloud Partner of the Year, Americas East

## 2015

Global Cloud and Managed Services Partner of the Year  
US Cloud Collaboration Service Provider Partner of the Year  
Public Sector Cloud Partner of the Year  
US Architectural Excellence Cloud Provider of the Year  
Cisco Partner of the Year – U.S. East  
Cisco Partner of the Year – U.S. South

## Cisco Powered Services:

Infrastructure as a Service (IaaS)  
Hosted Collaboration as a Service (HCaaS)  
Disaster Recovery as a Service (DRaaS)

Gold Certified Partner (since 2003)  
Cisco Partner Executive Exchange  
Cisco Advisory Boards:

Services Operations      Technical Marketing

## Advanced Technology Partner:

ATP – TeleHealth Reseller  
ATP - Cisco Unified Contact Center Enterprise  
ATP - Application Centric Infrastructure (ACI)

## 2014

Cloud Innovator of the Year

## 2013

US Collaboration Partner of the Year

## 2012

Public Sector Cloud Partner of the Year



*Customer Satisfaction Excellence*

14 Consecutive years

TelePresence as a Service (TPaaS)  
Managed Business Communications (BCaaS)  
Hosted Contact Center as a Service (CCaaS)



Management Products Focus Partner

vCHS (Virtual Hybrid Cloud)  
Network Virtualization  
VMware vCloud Air Competency  
Business Continuity  
Desktop as a Service (DaaS)

VSAN Elite Partner

Management Operations  
Management Automation  
Server Virtualization Management  
Desktop Virtualization Management



EMC Velocity Services Quality Award  
Cloud Service Provider

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Advisory Online Services – Government Partner  
National Systems Integrator Partner Engagement Board

**Gold** OEM Certified  
**Gold** Application Development  
**Gold** Collaboration and Content  
**Gold** Hosting  
**Gold** Midmarket Solution Provider

**Silver** Cloud Platform  
**Silver** Collaboration and Content  
**Silver** Data Center  
Microsoft Surface Authorized



Nationally Managed Partner Advisory Board



National Elite Partner  
Data Protection  
Network Defense  
Risk and Compliance

Executive and Technical Partner Advisory Council

Web and eMail Security  
System Security



NetApp

2015 Public Sector Partner of the Year – Southeast

FlexPod Certified  
NetApp Accredited Storage Architect  
Professional (NASAP) Certified

**FlexPod™ Premium Partner**

Cisco | NetApp

Clustered Data ONTAP Certified (CDOT) Certified  
NetApp Accredited Sales Professional (NASP) Certified



Own IT.

Global Advisory Board  
Managed Service Provider Best in Class MSP Award 2015-2016



Platinum Converged Infrastructure Partner  
Platinum Networking Partner  
Specialist - ProCurve Networking  
Specialist - Public Sector  
Specialist - Servers & Storage  
Specialist - Virtualization Solutions (VMware)

Clearpass Nationally Certified  
Frontline (HP/Microsoft) –2012 Virtualization Partner of the Year

Specialist - Microsoft Solutions: SQL  
Specialist - Microsoft Solutions: Unified Communications  
Specialist - Microsoft Solutions: Virtualization

Master – ASE – 3 individuals  
ASE – 5 individuals (Networking, Storage, Converged Infrastructure)



2015 Printing and Personal Systems Growth Reseller Partner of the Year

Specialist – Client Virtualization  
Specialist – DesignJet  
Specialist – Managed Print  
Specialist – Services, Sales

Specialist – Services, Delivery  
Expert ServiceONE  
Partner First Demo Program



## KEY CLOUD PARTNERSHIPS



## PROJECT MANAGEMENT

PMP and ITIL v3 Certified - 4 individuals  
PMP Certified – 7 individuals

ITIL v3 Certified – 4 individuals