



Reliable Network Solutions

www.fedtek.com
www.federalstorage.com

Dedicated to Federal and State Government Markets

As a provider of information technology solutions since 1996 FedTek, a small woman-owned business, has grown more than thirty percent each year as a trusted supplier to federal and state government agencies. The company offers best-in-class products and technologies that are complemented by a solid understanding of what it takes to make the entire ordering, procurement, deployment, training and support process run smoothly and efficiently. FedTek's operational experience in multi-vendor environments and focus on infrastructure management software and storage solutions provide the practical know-how and solid product knowledge needed to solve the most complex technological issues.

Infrastructure Management Software ▲ Information Storage ▲ Fulfillment

Focus, the key success factor to customer loyalty and company growth is the single most important factor that has propelled FedTek's success as a company. It has also been the key to its loyal customer base. FedTek firmly believes that by specializing in specific, rather than multiple areas of technology, and in the products that serve this area, it is able to provide its customers with the true depth of knowledge and operational expertise needed to solve multifaceted information technology problems. While this approach is a significant departure from the typical reseller and integrator model, FedTek has found its specialized expertise, on-site lab, and strategic relationships with its product manufacturers (FedTek is the largest federal government reseller of NetIQ management software) to be the source of its strength and its inspiration to its customers.

Strategic Partnerships With Technology Leaders

Strong relationships with industry technology leaders such as NetIQ (premier partnership status), BakBone, Brocade, FalconStor, HP/ Compaq, Overland Storage, Qlogic, Raidtec, SMARTS, Spectra Logic and VERITAS enable FedTek to offer proven solutions in network, security and application management, as well as storage and disaster recovery management.



Information Technology Solutions

Delivering application monitoring and improved security, as well as more effective data sharing, replication, and integration is complemented by FedTek's commitment to provide its customers with fulfillment of COTS (Commercial Off The Shelf) products. The company maintains two areas of specialization within its suite of information technology management solutions:

- ▲ Network, Security and Application Management
- ▲ Storage Management

Application and Security Management solutions from FedTek offer the following key benefits to customers with large enterprise networks:

- ▲ Application-level monitoring of Windows/Unix environments to ensure the availability of critical applications and services
- ▲ Test and troubleshooting tools for Exchange and VoIP roll-outs
- ▲ Security policy and compliance solutions for creating, implementing and enforcing security best practices
- ▲ Centralized security management for consolidating logs, configuration compliance, and automated responses
- ▲ Web analytics to support reporting and analysis of web visitors and traffic

Storage Management solutions from FedTek enable the customer to:

- ▲ Manage multi-vendor storage devices and servers more efficiently
- ▲ Replicate data to another secure site cost-effectively
- ▲ Migrate legacy data painlessly
- ▲ Share and reallocate data more effectively

Fulfillment of COTS products is a highly valued service provided by FedTek in response to accelerating rates of COTS enhancement and expanding system requirements. FedTek is a supplier of COTS-based systems for both new development and maintenance activities.

Established Customer Base

Dedicated to Federal, State, and Civilian Agencies FedTek has assisted in solving their network, security and application needs and information storage challenges. FedTek has assisted the following customers throughout the entire ordering, procurement, deployment, training, and support process.

- ▲ Department of Defense
- ▲ Department of Transportation
- ▲ National Institutes of Health
- ▲ Department of Homeland Security
- ▲ US Air Force
- ▲ Department of Labor
- ▲ US Navy

Contract Vehicles

FedTek offers a broad range of contract vehicles that include both Government Wide Acquisition Contracts (GWACs) and Blanket Purchase Agreements (BPAs). The company has a GSA IT Schedule and an ECS III contract.

- ▲ **GSA Schedule GS-35F-4794H**
- ▲ **ECS III 263-03-D-0534**

FedTek provides a number of Blanket Purchase Agreements (BPAs) under the GSA IT Schedule. Setting up a BPA with a Federal Supply Schedule contractor allows the agency to fill recurring needs while taking advantage of quantity discounts and reducing administrative time and paperwork. FedTek is proud of its record of success in accommodating a wide variety of contracting needs.

