



BryTech Inc.
The Right Solution. Right Now.®

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IBM Storage Solutions

About BryTech



- ▶ BryTech is a Department of Veterans Affairs certified, 100% owned and operated, “Service-Disabled Veteran” Owned Small Business which provides potential clients and customers the ability to use the SDVOSB sole source vehicle, which allows for direct-buy contracts with SDVOSB contractors.
- ▶ The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban or rural communities gain access to federal procurement opportunities. As a HUBZone certified company we are proud to be part of the continued economic development of urban Atlanta.
- ▶ ISO Certifications
 - ▶ **ISO 9001:2015** certification demonstrates BryTech’s ability to consistently provide products and services that meet customer needs.
 - ▶ **ISO 20243-1:2018 Open Trusted Technology Provider (O-TTPS)** certification ensures that our supply chain is free of tainted and counterfeit products.
 - ▶ **ISO 27001:2013** specifies the requirements for establishing, implementing, maintaining and continually improving an information security management system to protect customer information.

Why to choose BryTech

- ▶ BryTech is committed to exceptional quality of service and client satisfaction achieved through years of professional experience, planning, deploying, and supporting enterprise customers backed by world-class products and solutions to become your trusted advisor.
- ▶ BryTech is fully committed to designing, implementing, and supporting your critical technology initiatives. Our proven record of success extends through the public sector in banking, manufacturing, and healthcare as well as federal agencies within the Defense, Department of Energy, Veterans Administration, NASA and Intelligence Communities.

IBM Storage Solutions

- ▶ IBM Flash Storage
 - ▶ Flash storage is a solid-state technology that uses flash memory chips for writing and storing data. As indicated by its name, flash memory can achieve very fast response times (microsecond latency), compared to hard drives with moving components.
- ▶ IBM Spectrum Fusion
 - ▶ Container-native storage solution for OpenShift, designed for enterprise customers who need global hybrid cloud data access. Storage services for mission critical data.
- ▶ Software-defined storage
 - ▶ Software-defined storage gives you the flexibility, cost-effectiveness, and agility you need to enable your data-driven, multi-cloud enterprise.
- ▶ AI and big data storage
 - ▶ AI initiatives are more likely to succeed if they are built on a solid foundation. IBM Storage for data and AI provides that foundation with a collection of offerings that modernize your IA and address the top business challenges associated with deploying AI workloads.

IBM Cloud Storage

- ▶ IBM Storage as a Service
 - ▶ Preserve cash flow while combining the agility of the cloud with the control of on-premises storage - all supported and maintained by IBM experts.
- ▶ IBM Storage Utility
 - ▶ IBM Storage Utility enables you to procure capacity only as you consume it. We identify your current and future needs and deploy the entire projected capacity on day-one giving you maximum performance for no disruptions during growth spurts.
- ▶ IBM Cloud Storage
 - ▶ Cloud storage services from IBM offer a scalable, security-rich and cost-effective home for your data while supporting traditional and cloud-native workloads.

Software Defined Storage

- ▶ **Spectrum Virtualize**
 - ▶ Highly flexible storage solution that enables rapid deployment of block storage services for new and traditional workloads, on-premises, off-premises and in a combination of both. Designed to help enable cloud environments,
- ▶ **Spectrum Scale**
 - ▶ Parallel high-performance solution with global file and object data access for managing data at scale with the ability to perform archive and analytics in place.
- ▶ **Spectrum Archive**
 - ▶ Direct, intuitive and graphical access to data stored in tape drives and libraries by incorporating the Linear Tape File System™ (LTFS) format standard for reading, writing and exchanging descriptive metadata on formatted tape cartridges.

Select BryTech for your Storage Solutions

- ▶ BryTech has extensive storage expertise
 - ▶ Several spectrum scale engagements including a collection of tens of millions of unstructured files for a civilian agency leveraging IBM flash storage
 - ▶ DS8000-class storage for a wide variety of government clients including a DoE National Lab requiring high performance enterprise storage
 - ▶ Numerous Spectrum Virtualize engagements across a diverse set federal and civilian agencies
 - ▶ IBM Cloud storage as both primary and archive storage for several government clients

Our expertise

- ▶ BryTech delivers turnkey solutions
 - ▶ Solution design based on customer requirements - **We listen** to our customers' problems without a sales agenda and develop the best, most cost effective solutions.
 - ▶ Full implementation services - **We deliver** the solution as designed with the agreed upon functionality within the established timeframe.
 - ▶ Hands-on training - **We train** our clients on the day-to-day operations of the solution. We make sure they are self-sufficient from Day One.
 - ▶ Complete set of documentation - **We document** the solution as implemented, including hardware configuration and software installation and can be added to a business continuity plan.
 - ▶ Trusted Advisor status - **We stay engaged** with our clients, becoming trusted advisors. We assist customers with problem escalation and the account team by identifying new opportunities.

Financial Flexibility

In the midst of budget constraints, government agencies face daily pressures to update and improve their IT systems.

For more than 20 years, BryTech, Inc. has worked with both civilian and federal agencies to fulfill a wide range of business and mission critical projects. As experts in compliance and regulatory issues, we offer industry-leading knowledge and fast, reliable alternative funding options. An extended payment plan can ease budget constraints and expedite the procurement process, enabling you to acquire the total solution you need and pay for it over time.

► **This allows you to:**

- Acquire and deploy the total solution with one order
- Combine multivendor products and services in the same transaction
- Bundle products, services, and training under a single, customized payment plan
- Select midterm upgrades and add-ons to reduce the risk of obsolescence
- Choose end-of-term options to accommodate growth and changing business needs

► **Additional benefits of extended payments include:**

- Expedited deployment and fixed pricing for multiyear contracts
- Antideficiency Act (ADA) compliance
- Federal Acquisition Regulation (FAR)-compliant documents for faster implementation
- Minimized administrative and procurement costs
- Lower cost of ownership

“ We take our responsibility to our clients seriously. Our goal is to deliver the highest quality hardware, software and services ”

-Don Straley, Executive Director

The BryTech Commitment

BryTech will do whatever it takes to make sure we have highly satisfied clients. We realize we are only as good as our last engagement, so we strive to make sure it is a positive experience.



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Thank you

www.BryTechInc.com