



**BryTech** Inc.  
*The Right Solution. Right Now.®*

# BryTech Inc.

IBM Storage Suite for IBM Cloud Paks

# 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 Suite for IBM Cloud Paks

- ▶ IBM Storage Suite for IBM Cloud Paks is based on members of the IBM Spectrum Storage family as well as open source offerings from Red Hat
  - ▶ Consists of IBM Cloud Object Storage, Spectrum Virtualize, Spectrum Scale and Spectrum Discover plus Red Hat's open source Ceph Storage and OpenShift Container Storage.
- ▶ Fully tested with Kubernetes, Red Hat OpenShift and IBM Cloud Pak solutions to provide enterprise data services to business-critical container environments.
- ▶ Private cloud storage software foundation for building and managing on-premises, containerized applications with persistent storage and data services.

# Software Components

- ▶ **IBM Cloud Object Storage**
  - ▶ Supports exponential data growth and cloud-native workloads with built-in high-speed file transfer capabilities, cross-region offerings and integrated services.
- ▶ **IBM 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,
- ▶ **IBM 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.
- ▶ **IBM Spectrum Discover**
  - ▶ Modern data catalog and metadata management software that provides data insight for exabyte-scale unstructured storage. Connects to multiple file and object storage systems both on-premises and in the cloud to rapidly ingest, consolidate and index metadata for billions of files and objects
- ▶ **Red Hat Ceph Storage**
  - ▶ Red Hat Ceph Storage is an open, massively scalable, simplified storage solution for modern data pipelines. Red Hat Ceph Storage delivers software-defined storage on IBM hardware.
- ▶ **Red Hat OpenShift Data Foundation**
  - ▶ Software-defined storage for containers. Engineered as the data and storage services platform for Red Hat OpenShift.

# Select BryTech for Cloud Pak Deployments

- ▶ BryTech can position IBM Storage Suite for IBM Cloud Paks
  - ▶ Upgrade path for IBM customers using multiple IBM Spectrum products who are also looking at containers for the first time
  - ▶ Customers who need develop and deploy applications quickly and efficiently across clouds.
  - ▶ Customers who need massively scalable storage for data analytics, artificial intelligence/machine learning (AI/ML), and hybrid cloud workloads
  - ▶ Conversion of maintenance costs to IBM Storage Suite for IBM Cloud Pak purchase adding capabilities for little to no additional costs.
    - ▶ Usually requires customer to have multiple Spectrum family products to make the financials work

# 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](http://www.BryTechInc.com)