



BryTech Inc.
The Right Solution. Right Now.®

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IBM Tape 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 Tape Solutions

- ▶ Reliable tape storage technology with airgap, long-term retention, cyber resilient and energy-efficient at a lower cost than other media
- ▶ Physical tape
 - ▶ IBM tape libraries are next-generation storage solutions designed to help midsize and large enterprises respond to cloud storage challenges, including high data volume growth in cloud and hybrid cloud infrastructures, increasing cost of storage footprints, the difficulty of migrating data across vendor platforms, and the increased complexity of IT training and management as staff resources shrink.
- ▶ Virtual tape
 - ▶ Enhanced security, scalability, reliability, and performance. High performance All Flash solution along with the high capacity storage solution. Address the growing modern data protection and retention requirements of today's world with an increasingly cyber-resilient infrastructure including “air-gap” protection for malware and ransomware.
- ▶ Storage Utility Offering
 - ▶ IBM Storage Utility Offering delivers a cloud-like consumption model as your storage demands change to meet your business requirements. Get the IBM Cloud experience, on demand and always available, while focusing on driving business value through your data and business applications.

Let BryTech help develop a design combining tape, flash and software-defined storage (flape) in a single, low-cost solution:

▶ **Components**

- ▶ IBM Flash Storage Devices
- ▶ IBM Tape Libraries
- ▶ IBM Spectrum Scale & IBM Spectrum Archive software

▶ **Solution Benefits**

- ▶ **Cost efficiency**
 - ▶ The total cost of ownership (TCO) for tape on average is more than six times lower than disk.
- ▶ **Performance**
 - ▶ Leveraging the flash tier provides for high-performance input/output (I/O).
- ▶ **Flexibility**
 - ▶ SSD and tape modular building blocks provide scale-out capacity and performance.
- ▶ **Intelligent management**
 - ▶ Using the IBM Spectrum Scale ILM policy engine to place data in the right tier at the right time—transparent to applications—can improve and simplify management

Select BryTech for your Tape Solutions

- ▶ BryTech has extensive storage expertise
 - ▶ Enterprise tape solutions for many agencies requiring high performance
 - ▶ Midrange tape for several cost-conscious civilian agencies
 - ▶ Software defined hybrid environments for agencies with large data requirements
 - ▶ Flape solution for NASA's 60-year telemetry database

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

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