



**STAHL WANTS TO HELP YOU GROW YOUR  
PUBLIC-SECTOR BUSINESS**

**STAHL USA CHANNEL**

# STAHL USA CHANNEL

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# STAHL USA CHANNEL

## STAHL WANTS TO HELP YOU GROW YOUR PUBLIC-SECTOR BUSINESS

The public sector offers excellent opportunities for integrators, solution providers, and VARs spearheading to help the government achieve its objectives, drive its missions, and produce tangible results.

**STAHL Companies** is committed to our channel partners' success and provides the resources to address the complex challenges in the marketplace:

- Real and actionable opportunities
- Access to large, federal, state, and local contract vehicles
- Extension of your technological capabilities
- Flexible financing options

**Our Growth Acceleration Framework provides a building block for establishing strong and strategic relationships based upon collaboration and a shared vision.**



## RESOURCES TO GENERATE NEW BUSINESS

- **Market Intelligence** - *STAHL Companies'* data-driven insights help make channel pipeline development more fruitful and comprehensive, with customized consulting and analysis, go-to-market strategies, target account planning/mapping and tactical marketing campaigns.
- **Capital Solutions** - With a comprehensive understanding of the public sector budgeting and funding cycles and the need for Letters of Credit, *STAHL Companies* provides a wide range of innovative funding options to bridge funding cycles.
- **Marketing** - Designed to project your capabilities and value propositions to your target audience, *STAHL Companies'* marketing services include strategy development, marketing campaign, BD, capture and proposal execution, reporting, and ROI analysis.
- **Smart Lead Generation** – Our qualitative positioning and approach using trained and objective-focused lead generation teams, based upon our market intelligence to past performance and proprietary databases, has proven to be far more effective than traditional lead-gen methods in accelerating the sales cycle.
- **Channel Development** - We cultivate strategic relationships with vendors and complementary service providers to expand your capabilities, market reach, and staying power.
- **Global Integration and Logistics** – Partners can bring complex solutions to market quickly and more efficiently with a complete, secure, supply chain and pre-and post-sales support.
- **Compliance Programs** - Based upon impeccable, professional standards and our recognized culture of ethics and integrity, *STAHL Companies'* proven processes and procedures help you reduce your risk and provide guidance for doing business effectively and profitably with government customers.
- **Technology Solutions** - *STAHL Companies* is "Powering the Future of Public Sector IT" by focusing on best-of-breed technology portfolios that span all modern platforms, whether delivered in the cloud (private, hybrid/multi-cloud), at the edge, or in the data center. We align IT solutions with future government requirements to help secure your company's future.

## CUSTOMIZED PROGRAMS TO GROW YOUR BUSINESS 18-24 MONTHS

We design our channel development programs to meet the unique needs of each Channel Partner and its joint venture channel partners. Each program is built upon one of the following business models and further customized by our program management to ensure neutrality and efficiency throughout the channel:



## CONTRACT-SPECIFIC PROGRAMS

We leverage Tier 2 Primes in GSA schedules, Vehicles, and GWACS like POLARIS, ITES 3S, 8a STARS, CIOSP 3, OASIS PLUS, and other contracts, in conjunction with developing alliances with Tier 3 member strategic sales alliances, to deliver on social economic class vehicle access. The sourcing of products and services to contracts occurs through Tier 1 professional service providers on bids.

## AGGREGATION PROGRAMS

Under our unique Government Channel Program, *STAHL Companies* serves as a centralized, neutral solution point for Agency vehicle and GWAC sales in the public sector. Orders are sourced through *STAHL Companies* either as the sole source supply or as a portal to an existing distributor at the manufacturer's direction.

Regardless of the model used, our primary goal is to provide channel members access to our value-added resources and contracts to grow your business, while minimizing administrative hassles, mitigating risk, and giving the manufacturer greater insight into channel activities.

## BRING COMPLEX SOLUTIONS TO THE MARKET SWIFTLY AND EFFICIENTLY

STAHL's global distribution and integration infrastructure capability offers the resources partners need to quickly to build, test, fulfill and service solutions to public sector customers who need support on their initiatives to achieve their missions. You would expect nothing less from one of the world's largest value-added IT integrators.

- Learn how *STAHL Companies* Integration & Logistics capabilities can enhance partner efficiency and time-to-market.
- Build technical configurations, hardware and software integration, assembly, and custom solutions from specs.
- Test proof of concept, validation, optimization, and troubleshooting.
- Post-sales support, professional services, and end-user training.

## Our CMMC and Quality program minimizes counterfeit commercial products and risks.

As the complexity of supply chain technology increases, the risk posed by potentially tainted or counterfeit products and parts has never been more significant, exposing government agencies to potential mission failure and contractors to costly liability. Now, you can you make sure the commercial products you're purchasing or selling produce authentic products from the original manufacturer.

*STAHL Companies* offers its Trusted Services and Supplier Program to address this emerging threat. Under this program, *STAHL Companies* guarantees and warrants the authenticity of the services and

products it delivers. Best of all, our government customers, systems integrators, or **STAHL Companies** channel partners will incur no additional costs for this value-added service.

## **Comply with Current and Future Acquisition Requirements**

*STAHL Companies* created the Trusted Services and Supplier Program three years ago to address the Department of Defense's legal requirements for its contractors when purchasing products that contain electronic components. These counterfeit prevention requirements stemmed from different provisions passed by Congress in the annual National Defense Authorization Acts of 2011, 2012, and 2013. Today, they are codified at DFARS 252.246-7007 (Contractor Counterfeit Electronic Part Detection and Avoidance System) and DFARS 252.246-7008 (Sources of Electronic Parts). More recently, these regulations have been implemented prohibiting the inclusion of specific OEMs, such as Kaspersky (FAR 52.204-23) and Huawei (FAR 52.204-25), in the government's supply chain. And, with President Biden signing Executive Order 14017 on February 24, 2021, "Executive Order on America's Supply Chains," it will only be a matter of time before the government imposes further supply chain regulations and restrictions.

**The *STAHL Companies* Trusted Services and Supplier Program provides federal government agencies with secure, reliable access to technology products and ensures that:**

- All offered products are current, in production, and authentic from the original manufacturer.
- All products are sourced from the original manufacturer or authorized distribution channels.
- Chain of custody traceability is maintained from Service to Source to DeliveryPoint®.
- *STAHL Companies* is a registered participant of the Government Industry Data Exchange Program (GIDEP) for promptly reporting suspected and identified counterfeit products.
- "Other than authentic" products are replaced at no charge.
- All processes and documentation are carefully managed using *STAHL Companies* ISO 9001:2015 certified business procedures for consistency and quality control.

The program explicitly protects federal systems integrators, value-added resellers, and other solution providers from the liability associated with sourcing COTS products that may be discovered to be counterfeit or "other than authentic."

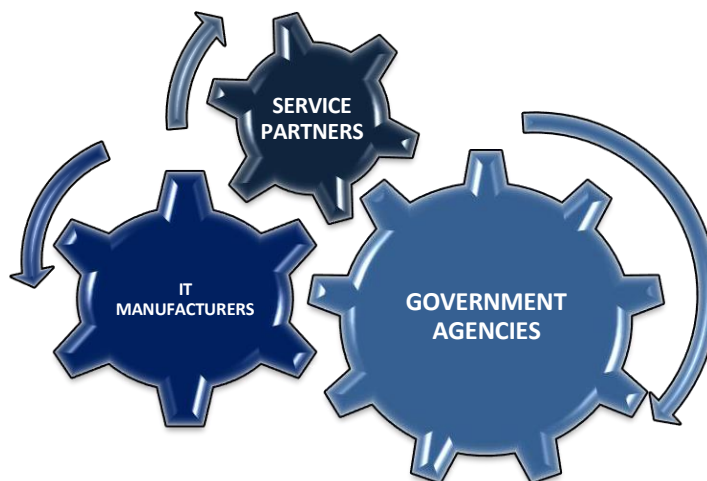
# CHANNEL MANAGEMENT

## WHAT WE DO

*STAHL Consulting*, the public sector arm of *STAHL USA*, is a leading value-added IT integrator that delivers mission-driven results to the public sector through our vast partner ecosystem that includes solutions providers and manufacturers. Together, we deliver innovative technology solutions, powering the future of public sector IT.

## WHOM WE SERVE

- Channel Service Partners
- IT Manufacturers
- Government Agencies



Since the creation of our channel in 2018, we have committed to providing our solutions manufacturers and providers with the resources they need to navigate their way through the ever-evolving government IT landscape, address their complex challenges, and architect best-of-breed solutions.

Public sector CIOs and organizations of all sizes trust *STAHL Companies* and their network of service providers and manufacturers to deliver the critical technology solutions that enable them to achieve results that matter.

Below is a list of our target channel partners and manufacturers:

## FOUNDATION OF OUR VALUE

- Mission Driven Results
- Executive-level commitment
- Strategic collaboration
- Execution assurance

## Market Intelligence

- Data-driven insights
- Customized consulting and analytics
- IT trend and policy analysis

## Capital Solutions

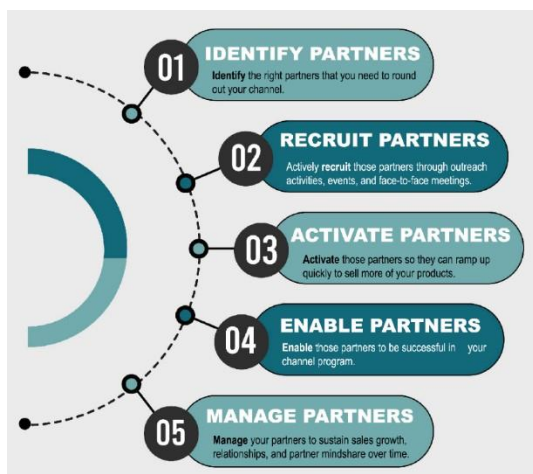
- Innovative financing options
- Flexible payment terms
- Complex deal structuring

## ASSISTING OUR TECHNOLOGY VENDORS IN BUILDING AND MANAGING A PRODUCTIVE CHANNEL

The public sector is a unique market. Technology vendors need channel partners that have a comprehensive understanding of government deal structure complexities, have access to a wide range of contracts, sales, and marketing tactics, and much more. Technology vendors leverage our channel development capabilities to help find and enable partners like you.

### As a Channel Partner, we will help you to:

- **Identify** technology solution providers and product vendors that align with our customer's mission. We pull them into our channel to support programs that are a good fit for your business, based upon your skill sets, market focus, and complementary product lines.
- **Introduce** these opportunities to you with the help of proactive outreach activities, events, and face-to-face meetings
- Help **activate** you within technology pursuits and our channel program to get to revenue generation.
- **Enable** you to thrive in the technology channel program by providing in-depth training, certifications, sales pursuits, market intelligence, contract access, and marketing support.
- Help you **manage** and maintain your participation in the program over time, so it remains a profitable service-line and relationship for you and the technology product vendors.



## FINANCIAL SOLUTIONS TO WIN DEALS

*STAHL Companies* offer various financial solutions that enable channel partners to utilize their financial capacities and close public sector business opportunities.

We help agencies bridge budgetary funding cycles and access flexible financial solutions to acquire the IT solutions they need through our deep knowledge of government procurement rules and regulations.



### **Innovative Funding Options**

- Lifecycle financing (design, build, maintain)
- On-prem/off-prem financing solutions

### **Flexible Payment Terms**

- Deferred first payment
- Extended payment terms
- Government-compliant terms and conditions
  - FAR compliant
  - Non-appropriation and cancellation for convenience
  - GSA Contract

### **Complex Deal Structuring**

- 0% financing options
- Tax-exempt leasing
- Bridging the gap between asset needs and available funding

### **Ease of Doing Business**

- Simplified process
- Knowledge of the channel and federal financing
- Quick turnaround
- Focused resources

## **ACCELERATING THE PUBLIC SECTOR SALES CYCLE**

The market for technology companies selling to the government is promising but is more challenging than ever. Changing rules and regulations, new acquisition methods, and shifting priorities are among the many hurdles companies face when doing business with the government. *STAHL Companies* provides market intelligence services to IT vendors and channel partners to help them grow their public sector business.

*STAHL Companies'* Market Intelligence team comprises experienced public sector consultants and analysts who can provide your enterprise with actionable insights to win more business in federal, state, local government, and educational institutions (SLED).

**We offer a diversified portfolio of deliverables, including:**

- Agency, program, and technology category briefings
- Call lists and organization charts
- Customized research and consulting on projects
- Pipeline development initiatives
- Opportunity identification

Unlike traditional market research firms, *STAHL Companies'* Market Intelligence team focuses exclusively on IT services and hardware and software manufacturers for our channel partners. We equip your sales, marketing, and channel teams with in-depth research to understand which government programs have funding and the best contacts within those programs with authority — helping companies accelerate their sales cycles.

## TRUSTED SOLUTION PROVIDERS

*STAHL Companies'* Channel Partner Network Outreach comprises more than 1600 solution providers, systems integrators, and value-added resellers (VARs). This includes relationships with 8(a) contractors, Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), Small Disadvantaged Businesses (SDBs), Woman-owned Small Businesses (WOSBs), HUBZones, and others.

## REDUCING COSTS AND RISK OF SELLING TO THE GOVERNMENT

We provide you, the partner, with a turnkey, proven, time-tested infrastructure for doing business with the federal government. This allows you to reduce overhead costs, remain compliant, and reduce the risk of selling to the government.

Instead of building and maintaining your expensive infrastructure, you can leverage ours and focus your resources on **growing your business**.

Our government business infrastructure includes:

- **Contract Administration and Program Management**, including access to more than ten, preferred contract vehicles and GWACS.
- **Financial solutions** that allow companies that may not have sufficient lines of credit to pursue more significant transactions.
- **Systems and processes** that have been refined and proven successful for nearly 25 years.
- Government-focused **account and order management**, including a dedicated Renewals organization.



## MEETINGS & LEADS FOR YOUR SALES ORGANIZATION

*STAHL Companies* takes a different lead generation approach than many others in our industry. Our goal is to **set meetings with leads that are qualified as quickly as possible** on your behalf. We do this with you around specific joint services and product manufacturer clients. You will work with *STAHL Companies*, and our 3rd party strategic T3 partners, or partner and client lists.

- We believe making cold calls to unqualified Buyers on your call list won't help you achieve your goals. It is an inefficient process that leads to wasted time and unqualified leads. Worse, it drives away potential customers who perceive it as wasting their time.

We base our approach on our “Smart Lead Generation” methodology:

- **Highly trained BD call support** that acts as your sales force extension.
- **Market Intelligence** data to arm your callers with actionable information for better call outcomes.
- **Targeted call lists** that are improved through previous buyer behavior, Market Intelligence research, and external list sources.
- **Scalable systems and processes** to ensure consistent and repeatable execution of call campaigns with integrated security and end-to-end reporting for sensitive data protection.
- **A dedicated Pursuit Base Practice** to identify new customers and sales opportunities from existing customers.



## QUALIFIED GOVERNMENT LEADS GENERATION

*STAHL Companies*, together with channel participants produce joint lead-generation marketing campaigns. We can help supplement your internal or external marketing resources to co-market technology products and services to the government on behalf of the services or manufacturers we represent.

## ACTIONABLE INFORMATION TO ACCELERATE THE PUBLIC SECTOR SALES CYCLE

*STAHL Companies* provides market intelligence services to IT vendors and channel partners to help grow their public sector business. The market for technology companies that sell to the government is tremendous, but more challenging than ever. Changing rules and regulations, shifting priorities, and new acquisition methods are among the many hurdles companies face when doing business with the government.

*STAHL Companies'* Market Intelligence team is made up of experienced, public-sector analysts and consultants who can provide your organization with actionable insights to win more business in federal, state, local government, and educational institutions (SLED).

We offer a diverse portfolio of deliverables, including:

- Briefings on agencies, programs, and technology categories

- Organization charts and call lists
- Custom research and consulting projects
- Pipeline development initiatives
- Opportunity identification

Unlike traditional market research firms, *STAHL Companies'* Market Intelligence team focuses exclusively on IT Services and solutions to include hardware and software manufacturers and their channel partners. We are equipped to facilitate and perform with your sales, marketing, and channel teams, with in-depth research to understand which government programs have funding and the best contacts within those programs with authority — helping companies accelerate their sales cycles.

## TRUSTED ACROSS THE U.S. PUBLIC SECTOR

*STAHL Companies®* has done business with nearly every federal agency and now offers support on major state and local government entities across the United States. See below for a sample of our government customers.

CIVILLIAN CUSTOMERS	DOD CUSTOMERS
<b>Department of Commerce</b>	<b>U.S. Air Force</b>
<b>Department of Labor</b>	<ul style="list-style-type: none"> <li>• Air Mobility Command</li> </ul>
<ul style="list-style-type: none"> <li>• Bureau of Labor Statistics</li> </ul>	<ul style="list-style-type: none"> <li>• Air National Guard</li> </ul>
<ul style="list-style-type: none"> <li>• Employment and Training Administration</li> </ul>	<ul style="list-style-type: none"> <li>• Arnold Air Force Base</li> </ul>
<ul style="list-style-type: none"> <li>• Mine Safety and Health Administration</li> </ul>	<ul style="list-style-type: none"> <li>• Electronic Systems Center</li> </ul>
<ul style="list-style-type: none"> <li>• Pension Benefit Guaranty Corporation</li> </ul>	<ul style="list-style-type: none"> <li>• Hanscom Air Force Base</li> </ul>
<b>Department of Veterans Affairs</b>	<ul style="list-style-type: none"> <li>• Headquarters Air Force Services Agency</li> </ul>
<b>Independent Agencies</b>	<ul style="list-style-type: none"> <li>• Space and Missile Systems Center</li> </ul>
<ul style="list-style-type: none"> <li>• EPA</li> </ul>	<ul style="list-style-type: none"> <li>• Travis Air Force Base</li> </ul>
<ul style="list-style-type: none"> <li>• FTC</li> </ul>	<b>U.S. Army</b>
<ul style="list-style-type: none"> <li>• GSA</li> </ul>	<ul style="list-style-type: none"> <li>• Aberdeen Proving Ground</li> </ul>
<ul style="list-style-type: none"> <li>• NARA</li> </ul>	<ul style="list-style-type: none"> <li>• ARDEC</li> </ul>
<ul style="list-style-type: none"> <li>• National Science Foundation</li> </ul>	<ul style="list-style-type: none"> <li>• Army Contracting Agency</li> </ul>
<ul style="list-style-type: none"> <li>• Nuclear Regulatory Commission</li> </ul>	<ul style="list-style-type: none"> <li>• CECOM</li> </ul>
<ul style="list-style-type: none"> <li>• OPM</li> </ul>	<ul style="list-style-type: none"> <li>• Army Corps of Engineers</li> </ul>



<ul style="list-style-type: none"> <li>USPS</li> </ul>	<ul style="list-style-type: none"> <li>Customer Management Services</li> </ul>
<ul style="list-style-type: none"> <li>Railroad Retirement Board</li> </ul>	<ul style="list-style-type: none"> <li>DOIM</li> </ul>
<ul style="list-style-type: none"> <li>SEC</li> </ul>	<ul style="list-style-type: none"> <li>ERDC</li> </ul>
<ul style="list-style-type: none"> <li>Small Business Administration</li> </ul>	<ul style="list-style-type: none"> <li>Forces Command</li> </ul>
<ul style="list-style-type: none"> <li>Social Security Administration</li> </ul>	<ul style="list-style-type: none"> <li>Fort Carson</li> </ul>
<b>U.S. Congress</b>	<ul style="list-style-type: none"> <li>Fort Detrick</li> </ul>
<ul style="list-style-type: none"> <li>Executive Office of the President</li> </ul>	<ul style="list-style-type: none"> <li>Fort Huachuca</li> </ul>
<ul style="list-style-type: none"> <li>Department of Agriculture</li> </ul>	<ul style="list-style-type: none"> <li>Fort Monmouth</li> </ul>
<ul style="list-style-type: none"> <li>Department of Education</li> </ul>	<ul style="list-style-type: none"> <li>Human Resources Command</li> </ul>
<ul style="list-style-type: none"> <li>Department of Health and Human Services</li> </ul>	<ul style="list-style-type: none"> <li>Intelligence and Security Command</li> </ul>
<ul style="list-style-type: none"> <li>Department of housing and Urban Development</li> </ul>	<ul style="list-style-type: none"> <li>Materiel Command</li> </ul>
<ul style="list-style-type: none"> <li>Department of State</li> </ul>	<ul style="list-style-type: none"> <li>Medical Command</li> </ul>
<ul style="list-style-type: none"> <li>Department of Treasury</li> </ul>	<ul style="list-style-type: none"> <li>Military Academy</li> </ul>
<ul style="list-style-type: none"> <li>U.S. Federal Courts</li> </ul>	<ul style="list-style-type: none"> <li>Missile and Space Intelligence Center</li> </ul>
<b>U.S. Navy</b>	<ul style="list-style-type: none"> <li>National Ground Intelligence Center</li> </ul>
<ul style="list-style-type: none"> <li>Explosive Ordnance Disposal</li> </ul>	<ul style="list-style-type: none"> <li>National Guard</li> </ul>
<ul style="list-style-type: none"> <li>FISC Norfolk</li> </ul>	<ul style="list-style-type: none"> <li>Network Enterprise Technology Command</li> </ul>
<ul style="list-style-type: none"> <li>FISC San Diego</li> </ul>	<ul style="list-style-type: none"> <li>Recruiting Command</li> </ul>
<ul style="list-style-type: none"> <li>Military Sealift Command</li> </ul>	<ul style="list-style-type: none"> <li>Research Laboratory</li> </ul>
<ul style="list-style-type: none"> <li>Naval Air Systems Command</li> </ul>	<ul style="list-style-type: none"> <li>RDECOM</li> </ul>
<ul style="list-style-type: none"> <li>NAWCTSD</li> </ul>	<ul style="list-style-type: none"> <li>Reserve Command</li> </ul>
<ul style="list-style-type: none"> <li>NAWCWD</li> </ul>	<ul style="list-style-type: none"> <li>Software Engineering Center, Ft. Belvoir</li> </ul>
<ul style="list-style-type: none"> <li>Naval Criminal Investigative Service</li> </ul>	<ul style="list-style-type: none"> <li>Space and Missile Defense Command</li> </ul>
<ul style="list-style-type: none"> <li>NETPDTC</li> </ul>	<ul style="list-style-type: none"> <li>STRICOM</li> </ul>
<ul style="list-style-type: none"> <li>Naval Facilities Engineering Command</li> </ul>	<ul style="list-style-type: none"> <li>TACOM</li> </ul>
<ul style="list-style-type: none"> <li>NISMC</li> </ul>	<ul style="list-style-type: none"> <li>TECOM</li> </ul>
	<ul style="list-style-type: none"> <li>TRADOC</li> </ul>

<ul style="list-style-type: none"> <li>FISC Norfolk</li> <li>FISC San Diego</li> <li>Military Sealift Command</li> <li>Naval Air Systems Command</li> <li>NAWCTSD</li> <li>NAWCWD</li> <li>Naval Criminal Investigative Service</li> <li>NETPDTC</li> <li>Naval Facilities Engineering Command</li> <li>NISMC</li> <li>Naval Inventory Control Point</li> <li>Naval Research Laboratory</li> <li>Naval Satellite Operations Center</li> <li>Naval Sea Systems Command</li> <li>Naval Station Norfolk</li> <li>Naval Supply Systems Command</li> <li>Naval Support Activity</li> <li>Naval Surface Warfare Center</li> <li>Naval Underwater Warfare Center</li> <li>Navy Supply Information Systems Activity</li> <li>Office of Naval Research</li> <li>SPAWAR</li> <li>Strategic Weapons Facility Pacific</li> <li>U.S. Marine Corps</li> <li>U.S. Naval Observatory</li> </ul>	<div> <b>Defense Agencies</b> <ul style="list-style-type: none"> <li>AFIS</li> <li>DARPA</li> <li>DeCA</li> <li>DCAA</li> <li>DCMA</li> <li>DCCC</li> <li>DFAS</li> <li>DISA</li> <li>DIA</li> <li>DLA</li> <li>DSS</li> <li>DTIC</li> <li>DTRA</li> <li>DoDEA</li> <li>MDA</li> <li>NGA</li> <li>NRO</li> <li>NSA</li> <li>TRICARE</li> <li>WHS</li> </ul> </div> <div> <b>Unified Combatant Commands</b> <ul style="list-style-type: none"> <li>CENTCOM</li> <li>EUCOM</li> <li>JFCOM</li> <li>SOUTHCOM</li> <li>SOCOM</li> </ul> </div>
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	<ul style="list-style-type: none"> <li>• STRATCOM</li> </ul>
	<ul style="list-style-type: none"> <li>• TRANSCOM</li> </ul>

## DEDICATION TO CUSTOMER SERVICE AND QUALITY

*STAHL Companies®* is committed to fulfilling its customer's needs and objectives by ensuring they receive quality products, services, and support with every interaction or order. We continually assess our performance against the needs of our customers to improve our business processes. To support this goal, *STAHL Companies' Best-in-Class (BiC-1, LLC) JV* is **certified to the International Organization for Certification's ISO 9001: 2015 standard by Advantage International Registrar** without design and complies with a strict, proprietary quality management system.

The ***STAHL Companies' Quality Management System (QMS)*** is a set of policies, processes, and procedures that are used in the pursuit of the company's core business: facilitating the sales process between technology companies and government buyers by managing the procurement process and establishing contract vehicles for federal, state, and local customers. The purpose of the QMS is to ensure the highest level of customer satisfaction through the identification and documentation of our customers' needs. Our QMS is built around our core business processes and provides the mechanism through which we measure, control, and improve these business processes, which include:

- Maintaining a price list of products on different government contract vehicles.
- Quoting the government on behalf of the technology companies we represent.
- Processing purchase orders from our government customers.
- Delivering purchase orders to our technology clients.
- Creating invoices for government customers for goods delivered by our clients to our government customers.
- Paying our clients based upon the delivery of requested goods to our government customers.
- Confirming customer satisfaction with the procurement process.

## LINE CARDS - SERVICES AND PRODUCT CATALOG:

### ENHANCE BUSINESS PROCESSES TO IMPROVE OUTCOMES

To do more with less, while accomplishing your mission, one needs technological solutions that create efficiencies, enable collaboration, eliminate redundancy, streamline business processes, and ensure the integrity of operations.

*STAHL Companies'* broad portfolio of enterprise solutions helps better manage resources, budgets, programs, assets, and operations that assist addressing complex business challenges.

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• Application/project lifecycle management (PLM)</li> <li>• Application development</li> <li>• Application integration / rationalization</li> </ul> | <ul style="list-style-type: none"> <li>• Enterprise resource planning (ERP)</li> <li>• Facilities management</li> <li>• Geospatial intelligence systems (GIS)</li> </ul> |
|--|--|

- Asset management
- Business intelligence (BI)
- Business process management (BPM)
- Change management
- Command, Control, Communications, and Computers (C4)
- Continuity of operations (COOP)
- Customer relationship management (CRM)
- Document management
- IT service management
- Logistics/supply chain management
- Middleware
- Modeling and simulation
- Performance management
- Quality management

## TECHNOLOGIES HELPING ENTERPRISES EMBRACE CLOUD COMPUTING

Government-wide mandates including the Cloud First Policy and Federal Data Center Consolidation Initiatives, together with increased need for mission efficiencies, flexibility, and cost savings, are driving the implementation of cloud computing across different government agencies. However, the federal budgetary processes, procurement and contracting systems, and current laws make it challenging for agencies to adopt these mandated policies.

Agency mission requirements continue to expand under increasing budget constraints, requiring simultaneous delivery of new capabilities, while ensuring mission success – all with little to no fault tolerances. Agencies need to embrace a flexible, agile, and scalable approach to a cost-effective, IT environment to ensure success.

Those who are tasked with leveraging emerging cloud capabilities to rearchitect their environments must take advantage of evolving technologies. Representing a broad selection of industry-leading brands, *STAHL Companies* helps government customers meet cloud mandates and increase the flexibility of their infrastructures through:

- A wide selection of industry-leading cloud solutions
- The most rapid path to acquisition
- Insight into how other agencies are embracing cloud adoption
- Assistance in mapping requirements for available services and products for relevant, practical solutions
- Vendor-neutral cloud computing services

## Industry Leaders in Cloud Services and Products

To realize the benefits of the cloud, one needs rapid, reliable access to the strongest tools available – and the expertise to help choose the right solutions.

*STAHL Companies* delivers a wide range of technologies from more than ten pure, cloud vendors. Coupled with an understanding of emerging capabilities to harness the value of cloud architectures, *STAHL Companies* offers flexible financing models and an extensive channel ecosystem of cloud solution providers to transform hundreds of traditional software models to cloud offerings.

- Securely virtualize workloads
- Host solutions in public, private, hybrid, and/or community clouds

- Provision resources to increase infrastructure efficiencies
- Take advantage of increased IT flexibility and elasticity
- Leverage agile development to accelerate applications delivery



## Innovative Consumption Models

STAHL Companies' wide-ranging public sector knowledge and experience together with flexible financing options allow us to offer cloud solutions to meet government customer and channel partner needs. Our vendor partnerships, and an extensive array of IT services, allow us to offer multiple delivery options:

- Software as a Service (SaaS)
- Platform as a Service (PaaS)
- Infrastructure as a Service (IaaS)



## Experience and Insight to Deliver the Ideal Cloud Solution

*STAHL Companies'* cloud computing specialists have comprehensive knowledge of every product suite we represent, so we can map your requirements to the right cloud solution. We can offer valuable insights into how other customers are effectively responding to different information management challenges like yours.

## Preferred Contract Vehicles and Business Partners

Acting as a leading contractor or through partnerships with our channel solution providers covering every socio-economic status and technology specialization, *STAHL Companies* provides easy access to technology services and products through our contract vehicles you prefer and the partners you trust.

## Guaranteed Product Authenticity

As the intricacy of the technology supply chain surges, the risk posed by counterfeit or potentially tainted products and parts has never been greater. *STAHL Companies'* Trusted Services and Supplier Program guarantees the authenticity of any product delivered, while meeting all the legal and regulatory requirements – at no additional cost – so you can buy with confidence.

## TECHNOLOGIES THAT INFORM DECISION-MAKING

Forward-thinking organizations recognize that data is among their most important assets. But as progressively connected devices produce more data than ever before, many government agencies have a hard time managing and capitalizing on the mountains of data at their disposal.

Those tasked with mining value from ever-increasing volumes and types of data need fast access to the most comprehensive technologies to inform their decisions. As accessible technologies evolve to better harness your data, how can you be sure you have the most effective solutions in place to take advantage of this asset?

*STAHL Companies* can help. By representing big data and analytics vendors, we assist in ensuring government customers make well-informed decisions to meet their missions through:

- A wide selection of industry-leading big data solutions
- The most rapid path to acquisition
- Insight into how other agencies are leveraging big data analytics to accomplish missions more effectively
- Expert guidance on emerging capabilities and how to map your requirements to available big data products
- Vendor-neutral, big data and analytics services

## A WIDE RANGE OF INDUSTRY-LEADING BIG DATA SERVICES AND PRODUCTS

To make sense of your data sets, you need rapid, reliable access to the strongest big data tools available – and the expertise to help you choose the right solutions.

STAHL Companies delivers an unmatched range of technologies from the leading big data and analytics vendors, coupled with a comprehension of emerging competencies to harness the value in data.

You can leverage these distinctive capabilities to access a range of vendors who can help you:

- Incorporate disparate data sets
- Provision resources to efficiently manage your data
- Streamline data exploration to empower decision-makers
- Inquire iterative questions about your data to arrive at more informed decisions
- Understand efficiencies from machine learning
- Visualize data to divulge outcomes personalized to decision-makers

## DERIVING VALUE FROM YOUR DATA

Our wide-ranging selection of IT services partnerships and widespread vendor partnerships enable us to offer comprehensive information management solutions that employ proven technologies in such critical areas as:

- Batch processing
- In-memory analysis
- Distributed computing
- High-performance computing
- Knowledge management
- Machine learning
- Predictive, descriptive, and prescriptive analytics



## DELIVERING IDEAL BIG DATA SOLUTIONS THROUGH EXPERIENCE AND INSIGHT

STAHL Companies' Big Data and Analytics specialists comprehend each of the product suites we represent, so we can recognize the correct solution to meet requirements. And with more than a decade of experience offering technology products to federal agencies and major state and local governments, we can provide valuable insight into how other customers are effectively handling information management challenges like yours.

## SOLUTIONS TO OPTIMIZE IT INFRASTRUCTURE

With network consolidation and data center optimization initiatives taking hold across the government, many agencies are struggling to modernize aging IT infrastructure and solve issues related to network performance, disaster recovery, availability, and security. They require solutions to help them decrease data center footprints and improve efficiencies through the virtualization of everything from servers to storage; from workloads to data centers; and from desktops to mobile end-user devices.



*STAHL Companies* offers the COTS solutions to government agencies, and their business partners needed to augment IT infrastructures. Our hardware and software solutions portfolio include:

- Cloud Implementation/Management
- Configuration Management
- Data Centers & Servers
- Enterprise Architecture
- High Performance Computing (HPC)
- Mobility Solutions
- Network Administration/Management
- Storage
- Systems Development & Integration
- Systems Engineering & Technical Assistance (SETA)
- Systems Management
- Telecommunications
- Virtualization

## ENABLE A MOBILE WORKFORCE

Complete mobility approaches enable government agencies to securely access systems, content, applications, and data in real-time from anywhere, on any device.

Positive implementation of these strategies requires solutions that offer comprehensive security and management of mobile applications, content, devices, and policies. The benefits include:



- Increased employee collaboration, flexibility, and productivity
- Reduced costs
- Seamless continuity of operations across platforms
- Enhanced security compliance, and risk management

## THE LARGEST PORTFOLIO OF CYBERSECURITY TECHNOLOGIES FOR GOVERNMENT

To enhance the resiliency of public sector cybersecurity defenses and protect systems versus internal and external threats, government agencies and their business partners need a quick, reliable approach to the strongest and most accessible cybersecurity tools – and the expertise to aid them in choosing the correct products.

*STAHL Companies* represents an unmatched range of technologies from more than fifty leading cybersecurity vendors. We recognize the complex security challenges threatening our nation's government and the significant infrastructure and the pertinent initiatives that are driving technology acquisition, such as the Department of Homeland Security's Continuous Diagnostics and Mitigation (CDM) program.



We make it easy for agencies, systems integrators, and solution providers to select and source accurate cybersecurity products through favored contract vehicles, enabling them to:

- **Identify** IT threats and vulnerabilities
- **Protect** data and IT infrastructure
- **Detect** malicious activities
- **Respond** to incidents
- **Recover** to restore mission operations

**JOIN STAHL COMPANIES AND FIND THE NEXT GREAT OPPORTUNITY FOR YOUR COMPANY!**