#### CAPABILITIES OVERVIEW





#### WHO WE ARE

ABM Federal is an "execution-focused" provider of information technology products and managed IT services. From desktop to data center, ABM Federal's knowledge, agility, dedicated contract teams, and network of solutions providers help customers simplify IT acquisition.

#### AREAS OF FOCUS

Managed Print Services (Enterprise Wide / Assessment / Planning / Deployment & Transition / Fleet Management)

Document Management / Workflow Optimization

IT Hardware (Configuration / Imaging / Maintenance / Logistics)

IT Asset Management (Tagging / Tracking / Enterprise Accounting)

IT Consumables (Maintenance Parts & Supplies)

Secure End-of- Life IT Asset Disposition & Data Destruction

## KEY CUSTOMERS

Federal Government / Civilian Agencies
Federal Government / Department of Defense
Federal Systems Integrators / Prime Contractors

## CONTRACT VEHICLES

GWAC – NASA SEWP V / # NNGI5SC56B / Group C GPO

951-M / #97166 / Document Services

FSSI - OS3 / # GS-02Q-14-D-CR0021 / IT Consumables Schedule 36 / # GS-25F-0042L / Devices & MPS Schedule

70 / # GS-35F-0344S / IT Hardware

### CORE STRENGTHS

40 YEARS OF FEDERAL CONTRACTING EXPERIENCE

STRONG PAST PERFORMANCE RECORD VERY

**EXECUTION-FOCUSED** 

ACCESS TO NEW / PROPRIETARY TECHNOLOGY

ACCESS TO KEY IDIQ CONTRACT VEHICLES

WIDE GEOGRAPHIC REACH – CONUS & OCONUS

BROAD / DEEP OFFERING OF > 1.5 M PRODUCTS

HIGHLY RESPONSIVE "VERTICAL" SUPPORT TEAMS

FAST / ACCURATE QUOTING AND ORDER PROCESSING

CAPACITY TO "SCALE UP" RAPIDLY

AGILE AND FLEXIBLE TO MEET CHALLENGING REQUIREMENTS





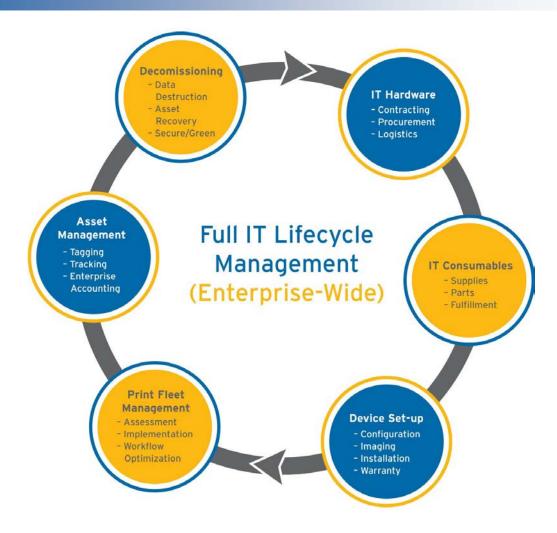








## Portfolio: Services



# **Managed IT Services**

IT Hardware - Configuration / Imaging / Installation / Warranty / Break-Fix

IT Asset Management - Tagging / Tracking / Enterprise Visibility & Accounting

IT Asset Disposal – Highly Secure: Recovery / Data Destruction / Recycling

## **Managed Print Services**

- Stage 1: Professional Assessment Assess / Benchmark / Model Solutions
- Stage 2: Detailed Planning Optimization / Scheduling / Finances / Policies
- Stage 3: Deployment & Transition Proactive Education / Activate Tools / Security / Mobility / Reporting
- Stage 4: Fleet Management & Innovation Quarterly Reviews / Workflow Assessment & Optimization / Areas
- of "True Impact to TCO" / Eco-Friendly Asset Recovery

#### **Document Workflow**

Component 1) Automation of paper intense processes by scanning and archiving documents which reduces paper clutter & supplies costs

Component 2) Effective movement / sharing / execution of documents form department-to-department which drastically increases user productivity and organization velocity

# **Portfolio: Products**

#### IT Hardware/Licensed Software

Tablets / Laptops / Desktops Printers & Wide-Format Plotters Telecommunication

Monitors and Digital Signage

Servers & Blades

Networking Gear

Storage Solutions

Racking Systems

Power Devices (UPS)

Security and Access Control

Structured Cabling

Components & Peripherals

Licensed Software





#### **IT Consumables**

Portable Data Storage

Printer / Copier / MFP Toners & Inks

Wide-Format (Plotter) Consumables

Printer / Copier (MFD) Components

Maintenance Parts

Office Papers and Substrates

Labels (Standard, Custom, Security)

Bar Code Consumables

3D Printing Materials

Paper & Heavy Media Shredders

## Secure "End of Life" Asset Disposition

Secure IT Asset Recovery (NAID Certified) On-Site Data Sanitization / Destruction Large-Scale Data / Device Destruction Comprehensive Reporting **Environmentally Responsible Disposal** 





### **Channel Partners**

**ABM Federal** represents the world's leading technology manufacturers. We accomplish this primarily through strong direct OEM relationships. We also have Tier-2 OEM relationships to support specific vertical markets, Subcontract relationships with Primes & Systems Integrators, and we have longstanding relationships with all of the top IT Distribution Companies in the United States.

Our suppliers and key business partners are our lifeblood, and we place great value on these relationships. ABM considers performance (helping our partners meet their business objectives), and loyalty (commitment to mutually beneficial long-term strategies) as two key ingredients to our success. The following list illustrates the breadth of our OEM / vendor relationships, and this list is growing every day.



Apple / Asus/ Avocent / Belkin / Black Box / Brocade / Brother / Cables2Go / Canon / Chief /

Christie / Corning / Dell / Fellowes / Fujitsu / HP (HP Inc.) / HPE (Hewlett Packard Enterprise) /

Intel / Kingston / Konica-Minolta / Lenovo / Lexmark / LG / Microsoft / NEC / Panasonic /

Panduit / Pelco / Pelican / Ricoh / Samsung / Sharp / Sony / Supermicro / Symantec /

Targus / Toshiba / Tripp Lite / Viewsonic / Western / Xerox / Zebra ...

Plus hundreds more and growing.

































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