

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





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 Power Devices (UPS)
Printers & Wide-Format Plotters Telecommunication
Monitors and Digital Signage Security and Access Control
Servers & Blades Structured Cabling
Networking Gear Components & Peripherals
Storage Solutions Licensed Software
Racking Systems



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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