

Vicom Computer Services, Inc. - "The Data Efficiency Company" is a leading information technology consulting firm servicing the Fortune 1000, state and local government and emerging mid-size organizations. As a major vendor in the information technology arena, Vicom offers best of breed solutions that enable our customers to operate more efficiently and effectively in today's ultra-competitive environment. With a combined revenue of over \$148 million in 2012, Vicom's family of companies provides best of breed products and services in the disciplines of Unified Networks, Servers, Storage, Virtualization, IT Management, Data Protection/Availability, Security, Infrastructure Services and Consulting Services.

Established in 1982, Vicom has had a clear vision and focus for the past 30 years: To enable our customers to become highly efficient through the effective use of innovative technology solutions. This unyielding mission has enabled Vicom to build a highly skilled team consisting of the most dynamic and skilled IT visionaries and engineers in the IT

community. Our commitment to innovation, efficiency, quality and customer service is the backbone of our corporate philosophy. These principles have propelled Vicom to record growth over the past 5 years. In 2012, Vicom was named to the *Crain's NY Business 50 fastest growing private companies in New York*, as well as the *Inc. 500 fastest growing private companies in America*. These awards not only demonstrate the integrity and success of our relationship with our customers, they are indicative of the strength of the employees that make up our organization.

Why Choose Vicom for your IBM Business:

- Largest IBM Premier Partner in the Northeast
- Over 40 IBM Centric engineers in the New York Metro Area with over 400 Certifications.
- Over 300 Enterprise Customers in the local market
- Highest discounts available on IBM Solutions
- One of six partners in the country to offer entire IBM STG portfolio including System x, PureSystems, POWER, Storage and System z
- Award winning IBM Tivoli Management Practice

Headquartered in Farmingdale, NY, with remote offices in New York, Connecticut, Pennsylvania, New Jersey, and Albany, Vicom currently employs over 125 people dedicated to servicing the needs of our customers. Our headquarters houses Executive, Operations, Inside Sales, Administrative Staff, Executive Briefing Center / Innovation Center, Advanced Configuration Center and our climate controlled warehouse. Our sales, recruiting, service delivery, PMO Office and engineering teams are geographically distributed throughout our service coverage area.

Vicom is an IBM Premier Business Partner as well as IBM's largest partner in the Northeast that represents the entire IBM solution portfolio. Vicom holds the highest level of accreditation within the IBM Partner community as a Specialty Elite partner in all IBM brands. This includes solutions from IBM hardware to IBM software to services.

Vicom is unique not only in our solution offerings, but in the degree of industry insight and awareness we bring to our customers. We understand challenges from past experiences and apply the experiences to help our customers achieve their objectives. Our industry insight allows us to be leaders in not just IBM solutions, but solutions such as Cloud, Virtualization, Infrastructure Management, Security, Unified Networking, Infrastructure Optimization and Consulting Services. Our management, sales, presales, and engineering resources are renowned as some of the best in the IT industry and Vicom has received many industry awards as a result.

To learn more on why to consider Vicom for your IBM business please visit us at www.vicomnet.com or please contact us at ibmsolutions@vicomnet.com.



Why Vicom

- 30+ Years of delivering focused, relevant IBM and complementary IT solutions to the metro area
- 20+ Years experience in IBM server and storage solutions
- Largest IBM Premier Value Partner in metro area with Specialty Elite Accreditation for all IBM brands
- Represent and sell the entire IBM Solution Portfolio
- \$2 million Innovation Center to Showcase IBM and Industry Leading Solutions
- Over 40 IBM Centric engineers in the local area
- Over 400 Technical IBM Certifications in the local territory
- Strong Focus on in demand, pertinent, solutions such as Cloud, Virtualization, Management, Security, Unified Networking, Infrastructure Optimization and Consulting Services
- Vicom sits on all major IBM advisory councils
- Recipients of the 2012 IBM Leadership Award and Top Growth Award.