

Technology Sourcing

As a top tier supplier for the leading manufacturers in the IT industry, ASI is uniquely positioned to provide multi-vendor technology solutions. The breadth of products offered by ASI typically fulfills all the requirements of our clients. By offering a single sourcing model, ASI drives down the cost of acquisition and procurement.

INTEGRATION CENTER

This secure, state-of-the-art, highly configurable 60,000 square foot facility is conveniently located in New Hyde Park, NY, just minutes away from the New York, New Jersey, and Connecticut Metros. Since its inception, it has been a key component of many large-scale projects for our clients and partners -for virtually all types of IT projects and equipment: servers, desktops, laptops, point-of-sales (POS) devices, routers, switches, wireless devices, scanners, printers, and many others. We receive barcode, inspect and audit, unpack, build, test, disassemble, integrate, and repack enterprise infrastructure, large and small.

By performing these activities in our integration facility, we greatly reduce the time it takes to deploy technology solutions as well as improve the quality and consistence of the work performed.

SOLUTIONS

ASI starts by listening closely to our clients' unique needs. We then present a solution that addresses clients' specific technology and support requirements. Our solutions target a wide variety of challenges, such as rapid technology changes, expanding workforce mobility, security issues, and staffing. ASI provides flexible sourcing and cost models that allow clients to choose a solution that's right for them. For example, we provide:

- Procurement power that harnesses strategic relationships with some of the world's most respected hardware and software providers.
- Configuration management experts who help design a solution that maximizes the strategic value of clients' IT resources.



- Change management experience that preserves business continuity while enabling major application and technology refresh year after year.
- Improving cash flow management through predictive technology costs, coupled with more efficient billing, remittance, and accounting systems aligned to clients' organizational structure.
- Reducing total cost of ownership through hardware and software standardization, refreshed hardware, and asset management.

Clients can leverage ASI's extensive logistics capabilities while maintaining a preference to operate with a direct arrangement with their manufacturer partners. Our program results in freeing customer administrative and IT staff to focus on critical company activities, knowing that ASI is on the job.

Many clients have made a commitment to being better corporate citizens. They seek out certified minority business enterprises (MBE) to procure technology assets. In doing so, many of them have seen great quantitative returns in the form of tax relief, while others experienced qualitative benefits such as public recognition for their efforts. As a certified MBE, ASI is uniquely positioned to offer both quantitative and qualitative benefits to customers.

ASI is expert in the provisioning of expedited orders, storing and scheduling deployments, providing third party integration services, asset tagging and tracking capabilities, and offering flexible billing options and

reporting activity. Working together with our global distribution partners, ASI provides procurement services necessary for any successful engagement.

ASI provides a novel approach to purchasing technology products. Through our “Channel-On-Line” eCommerce site, clients can engage in web-based purchasing, tracking, reporting, and consultation while taking advantage of the beneficial pricing agreements ASI has established. This provides a virtually transparent supply chain for the procurement process enabling a reduction in the overall total cost of acquisition.

Our secure eCommerce site provides easy-to-use, self-service order management where prices and product availability is accessible in real time. Our clients can track their orders from placement through final delivery.

Configured with each client’s specific profile, including all pricing criteria and administrative policies, all transactions are seamless and efficient. This reduces waste and reduces their acquisition costs.

ASSET ACQUISITION AND TOTAL COST OF OWNERSHIP (TCO)

At the core of our supply chain management initiative is our IT procurement and support program which helps our clients reduce their TCO. It is designed to reduce the overall operating cost of technology assets. We offer a best practices approach to managing corporate computing environments through a specialized, reduced-cost program for the procurement and delivery of IT products.

Think of the possibilities – one purchase order to cover all the technology needs in any given project. One purchase order equals one invoice which in turn means managing only one payment!

These services include:

- Technology Lifecycle support cost analysis
- Leasing Solutions
- Acquisition Process Management

HARDWARE INTEGRATION

ASI ensures that the systems arrive properly configured – anywhere you need it. Utilizing our certified technical integration engineers, clients and partners benefit from improved manageability, simplified administration, reduced compatibility issues and lower support costs and convenience of having hardware configured at one time in one place with the highest quality and dependability assurances.

Hardware integration services include:

- Custom multi-vendor integration of hardware components
- Custom hardware settings
- DOA identification and resolution
- Asset tagging and tracking

SOFTWARE INTEGRATION

ASI takes standardization to the highest level by providing custom installation and configuration of commercial and proprietary software applications.

Each system is thoroughly tested and inspected before delivery to ensure that exact specifications are met and are ready to work right out of the box. Users are more productive and IT resources don’t have to spend countless hours setting up systems.

Software integration services include:

- Web enabled configuration and image management
- Image certification and personalization
- Mass customization and deployment
- Operating system and NOS loads
- Proprietary and third-party application loads
- System personalization

IMAGE DEPLOYMENT, MANAGEMENT AND DEVELOPMENT

ASI offers a variety of image services to meet our customers’ and partners’ software deployment needs. We concentrate on building a single system image that can be developed and thoroughly tested, followed by an enterprise-wide rollout to ensure system integrity.

Once an image has been certified, we reproduce that image utilizing the technologies required for the project. Our partners and customers are welcome to

work directly with our integration team to assemble and test images that specifically suit their needs.

EQUIPMENT STAGING & DISTRIBUTION SERVICES

We manage all equipment staging processes related to technology rollouts. The tasks typically associated with the staging process include:

- Product distribution, configuration, and testing
- System burn-in and testing
- Standard & custom tagging
- Custom packing & labeling
- Serial number and asset tag number capture
- Special packaging
- Shipment to final destinations
- On-site installation and support

ENVIRONMENT SIMULATION & EVALUATION

We are fully equipped to evaluate integration requirements and to create simulated customer environments.

ASI possesses a state-of-the-art benchmarking and proof-of-concept testing facility, located in our corporate headquarters in New York City (Midtown Manhattan). This glass-enclosed, state of the art laboratory setting, containing enterprise-level hardware and other key infrastructure-related hardware and software products (including storage management and security software among other critical technologies), is available for client use.

INVENTORY MANAGEMENT

We provide secure physical warehousing of new and redeployed hardware components ensuring 100% inventory accuracy.

LEASING, DONATION & END-OF-LIFE SERVICES

We provide complete equipment lease return, donation and disposal services, helping clients manage product lifecycle with strategies or direct solutions for:

- Technology upgrades
- Renewal or extension of leases at a lower monthly payment
- Donation and equipment reuse programs
- Refurbishing and upgrading equipment for immediate or future redeployment
- Purchasing equipment at then-fair market value
- Continuing the use of equipment on a month-to-month basis
- Data protection and DOD approved data removal
- Equipment disposition services

ASSET REDISTRIBUTION PROGRAM (ARP)

ASI recognizes the challenges involved with the redeployment of critical IT assets and with managing the refresh cycle of computer technology.

Our program enables businesses to take full advantage of all existing, dormant, computer inventory, and dramatically decreasing total cost of IT ownership by allowing customers to focus on daily tasks. We provide reporting, validation and storage of dormant inventory by completely managing IT refresh cycles.

LEASE RECOVERY PROGRAM (LRP)

Our Lease Recovery Program (LRP) streamlines end-of-lease processing for IT assets, dramatically reducing customer costs and risks associated with leasing technology. Our asset recovery expertise helps clients manage the return of leased IT equipment to a central location, while continuing to provide cost savings. We help customers avoid unnecessary lease payments for late returns, as well as costly invoices related to missing or dirty components. We ensure smooth data migration during the cleanup process, minimizing risk and decreasing total cost of ownership of critical business technologies.

ASI manages the entire reverse logistics process, freeing IT staff to better support internal clients and employees. Our programs are customized to meet specific business needs. They include migration plans that determine the necessity of system data transfer, and enable coordination of system de-installations, facilitation of new system installations, provisioning of packaging material, and shipping to our central distribution facility.