

# Storage Assessments™

CELEBRATING 10 YEARS OF EXCELLENCE

## Capability Statement

### Mission

Data Storage, Protection and Recovery are the highest priorities in the IT world today. And with the explosion of technology in these areas, it's difficult, at best, to make the smartest choices. We've built a great business around knowing what's best for our customers. At Storage Assessments, it is our full time focus to know what's out there, what it does, how it performs and how it interacts with everything else. For those looking for long-term relief from "Dataitis", Storage Assessments is the cure.

*\*Dataitis (pronounced Data-i-tis) is a condition in which data becomes increasingly less manageable rendering a business inefficient.\**

### Core Competencies

#### We provide overall:

- End to end support from a consistent and qualified team, from pre-sales to post sales.
- Customized Storage Architecture designed to meet your specific requirements and budget.
- Cost effective, Industry Leading Design, Development, and Implementation of enterprise level storage solutions designed to maximize your ROI.

#### Build Flexible Storage Architecture

- We've learned the value of getting details from key personnel; we do not rely on assessment reports to tell the whole story.
- We take both your personnel strategy and budget cycles into consideration.
- We base our design on detailed technical specifications.
- We have developed a cross functional Design Review process so as to look at the project from every angle prior to purchase.

#### Product Recommendation (Based On):

- Leveraging your existing investment in storage hardware and software.
- Leverage existing staff skills and limit mandatory investment of man- hours for training.
- Nothing in the solution is either too new or too old.
- Predictable Support
- Room to grow and easy to maintain

#### Product Selection (Approach):

- Look at manufacturers focus on product
- Look for repetitive implementations with strong escalation support agreements between companies
- Market position and financial state of company
- Marketecture vs. Architecture
- Distinguish foundation pieces from interim solution

### Storage Assessments, LLC

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**CAGE:** 63LA3  
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Plano, TX 75086  
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### NAICS

**423430** Computer and Computer Peripheral Equipment and Software Merchant Wholesalers  
**443120** Computer and Software Stores  
**511210** Software Publishers  
**518210** Data Processing, Hosting, and Related Services  
**519190** All Other Information Services  
**541512** Computer Systems Design Services  
**541513** Computer Facilities Management Services  
**541519** Other Computer Related Services  
**561499** All Other Business Support Services  
**611420** Computer Training  
**813410** Civic and Social Organizations

### Socio-Economic Certifications

- Economically Disadvantaged Women-Owned Small Business
- Small Business
- Women-Owned Business

# DATAITIS

The cure for

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### Differentiators

**Experience** - We have 35 years of Systems Engineering and 20 years of Storage Specific experience that has been utilized in our business since it began in 2003. This extensive experience sets us apart from our competitors allowing us to deliver a unique, one-of-a-kind exploration and solution benefit.

**Driven** – We have a history of doggedly working to analyze the problem, creating a plan for both present and future systems and making sure that plan stays current and applicable.

**Passionate** – The passion of Storage Assessments is obvious and contagious. The architecture and information gathering for a job is done with vigor and dedication. We passionately believe that ultimately we will do the BEST job for our clients.

**Decisive** – Because no job is the same, and no job is without its judgment points of what will work economically and effectively, decisiveness keeps the job on target and on time. We strive to analyze the client's problem, create a plan for both a present and future system and make sure that plan stays current and applicable.

**Attentive** – By listening and striving to create the solution that the client needs, trust will be built. By honestly looking at what is in the client's system and optimizing what is in place, rather than just selling programs, the client's needs are better served and ultimately will make the long term plan work for them both economically and efficiently.

**Agility** – Our ability to move and change direction effectively while staying under control; we stay current on emerging technology to recommend the best integration for your environment.

### Past Performance

Storage Assessments prides itself on developing long-term relationships with our clients. We are large enough to handle the architecture and design of multiple jobs simultaneously, yet small enough to have principal involvement throughout the project process. Our customer base ranges from small to large clients spanning many industries including Oil & Gas, Semiconductor, School Districts, Banks, Telecomm and Multi-Media.

#### Some of the clients we have worked with include:

- Dell Services
- Denbury Resources
- Dyess Air Force Base
- Exco Resources Inc.
- Nexen Petroleum U.S.A. Inc.
- Pioneer Natural Resources
- Samsung Telecommunications

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### Certifications

Texas HUB - Texas DIR - WBC-SW (WBENC)  
Federal 8(M)

### Place of Performance

Anywhere in the US