STERLING
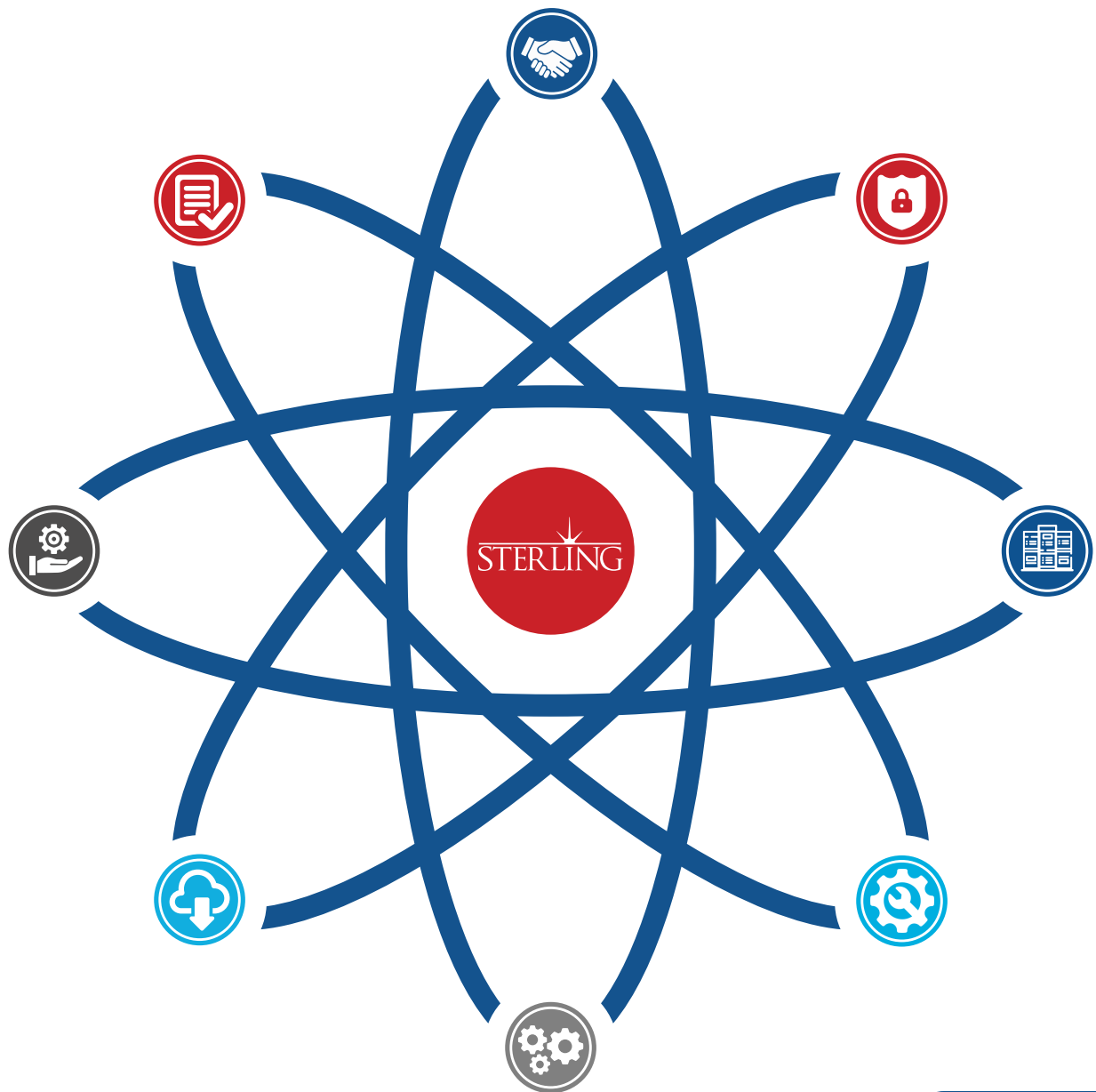
CLIENT TO CLOUD™

WE ARE STERLING

For over two decades, Sterling has been an award-winning leader in helping customers solve the most complex issues of their IT requirements. As a value-added reseller plus (VAR+), Sterling simplifies the IT experience by serving as a single point of contact for the federal government, the public sector, and commercial businesses. Customers can feel secure, knowing that Sterling will handle all their procurement requirements. Sterling leverages elite teams across the organization and superior partnerships to assess, design, implement, and manage long-term scalable solutions.

From **Client to Cloud™**, Sterling delivers unmatched value, exceeding customer expectations.

Inc. 5000

CRN
Fast Growth 150
Triple Crown
Solution Provider 500
MSP 500
Tech Elite 250

DELL Technologies
Federal Partner
of the Year
2014, 2018

DELL Technologies
Data Center Federal
Partner of the Year
2019

CISCO™
Breakaway Partner of the Year
2016
Growth Partner of the Year
2017

1996
Sterling founded in Torrance, CA

2002
Opened Omaha, NE, location

2003
Headquarters relocated to Norfolk, NE

2004
Services Division opened

2012
Infrastructure investments and contract expansion

Sterling relocated to Dakota Dunes, SD

2013
Awarded NETCENTS-2 contract

2014
Headquarters relocated to Dakota Dunes, SD

Opened CID Center in Sacramento, CA

SECURED CUSTOMIZED SOLUTIONS FROM
CLIENT TO CLOUD™

Client

Data Center

Security

Managed Services

Cloud

Hewlett Packard Enterprise
Platinum Partner of the Year
2017, 2018, 2019

Hewlett Packard Enterprise
Federal Large Growth Partner of the Year
2019

BOEING
Performance Excellence
2009, 2010, 2014, 2017

solarwinds
Emerging Partner of the Year 2019
Partner of the Year 2020

Washington Technology
Top 100

2015
Opened Office in Round Rock, TX
Awarded CIO-CS contract
Awarded SEWP contract

2016
Dell Texas DIR Contract Reseller

2017
Opened CID Center in Dulles, VA
Launched e-commerce website

2019
New Sterling headquarters in North Sioux City, SD

2020
Expansion of Managed Services
Opened sales office in Tempe, AZ

MARKETS

Federal

Contracts Awarded to Sterling

- ARMY CHESS ADMC-3
- SPAWAR C2 MAC
- SEWP V
- 2GIT 2ND GENERATION INFORMATION TECHNOLOGY
- NITAAC OMB Authorized GWACs for IT Acquisitions
- CIO·CS COMMODITIES / SOLUTIONS

Proven Sterling Performances

- Air Mobility Command
- SPAWAR-1 Network Enterprises
- Department of Energy
- Office of the U.S. Surgeon General
- NAVSEA-Intelligence Warfare Community/AI
- Missile Defense Agency
- United States Transportation Command
- Air Force Special Operations Command
- NAVAIR-F18/H53 Tomahawk/F35
- NASA
- Distributed Common Ground Systems
- Department of Interior
- Department of Commerce
- Department of Health and Human Services

State, Local, and Education

Contracts Awarded to Sterling

- DIR Texas Department of Information Resources
- NCPA National Cooperative Purchasing Alliance
- NASPO ValuePoint
- GSA
- mhec

Proven Sterling Performances

- Los Angeles County
- City of Austin
- Millard Public Schools
- Maricopa County
- University of Nebraska Medical Center
- Oklahoma State Government
- Sioux City Community School District
- Dodge City Unified School District
- Metropolitan Utilities District
- Southeast Community College
- Turlock Unified School District

Commercial

Proven Sterling performances in diverse industries:

- Healthcare
- Finance
- Industrial
- Engineering
- Retail
- Entertainment
- Legal
- Transportation

STERLING ADVANTAGE

Sterling will partner with your organization, delivering proven and unmatched value. Our Sterling engineers and solution-architects utilize a proven four-step process to assess, design, implement, and manage technology solutions. We modernize and transform our customers' IT environments. Your success is our success. We'll settle for nothing less than exceeding your expectations.

Over two decades of industry experience

Industry-leading partnerships

Wide range of technical certifications

Client to Cloud offerings

Secure Supply Chain

Sterling means secure product-procurement and delivery, for all market segments.

O-TTPS
Open Trusted Technology Provider™
Standard Certification

CMMC
Cybersecurity Maturity
Model Certification

Detailed SCRM Plan
Detailed Supply Chain
Risk Management Plan

Strategic Partners

Sterling's comprehensive portfolio includes hardware, software, and services from over 1,800 partners.

DELL Technologies · vmware® · CISCO™

solarwinds · Red Hat · Microsoft · JUNIPER NETWORKS

hp · NVIDIA · Hewlett Packard Enterprise

ASSESSMENT OVERVIEW

Sterling's assessments help you overcome business challenges by revealing the current state of your technology infrastructure, identifying areas for improvement, and transforming your IT operations. We work with your IT and business goals to formulate a clear plan of action to optimize your operational efficiencies and returns on your technology investments.

Modern Data Center
- Reduce total cost of ownership (TCO) of aging infrastructure and automate lifecycle management through data-driven consolidation
- Optimize system responsiveness, and plan for storage-capacity growth using performance-measuring analytics
- Accelerate time to market and increase uptime of emerging workloads using cloud-ready software innovations

Data Protection
- Gain comprehensive visibility of your physical and virtual backup infrastructure
- Speed up and remediate slowing or failing backups to plan for capacity growth
- Identify deduplicable storage to increase efficiency and reduce network bandwidth

Network and Security
- Gain comprehensive visibility of your physical and virtual network infrastructure
- Identify actionable security risks in network configurations and east-west traffic
- Best-practice compliance-checking to optimize network performance

ASSESSMENT OUTCOMES
Executive Briefing Including:
- Current State Typology
- Performance Evaluation
- Solution Overview

Contact your Sterling account manager to start the conversation today!
We'll connect you with one of our expert engineers to walk you through the entire process. Have security concerns? We understand that the integrity of the assessment software, security, and protection of the data in your environment is paramount in all elements of our assessments. Talk with your account manager about security briefs or a reference-architecture assessment.

AVAILABLE DEMOS

The Sterling Client to Cloud Solution Center enables customers to virtually experience live demos of their environments with new and innovative technology solutions.

Current Demos:

- *END-TO-END LIFECYCLE MANAGEMENT*
- *APPLICATION MODERNIZATION UTILIZING VMWARE*
- *OBSERVABILITY*
- *CROSS-CLOUD KUBERNETES MANAGEMENT WITH TANZU MISSION CONTROL (TMC)*
- *HYBRID CLOUD*
- *AUTOMATION*
- *NSX FOR SECURING WORKLOADS*
- *BUSINESS CONTINUITY & DISASTER RECOVERY (BCDR)*
- *VIRTUAL DESKTOP INFRASTRUCTURE (VDI)*
- *AWS SERVICES CONSUMPTION FOR WORKLOADS RUNNING ON VMC ON AWS*

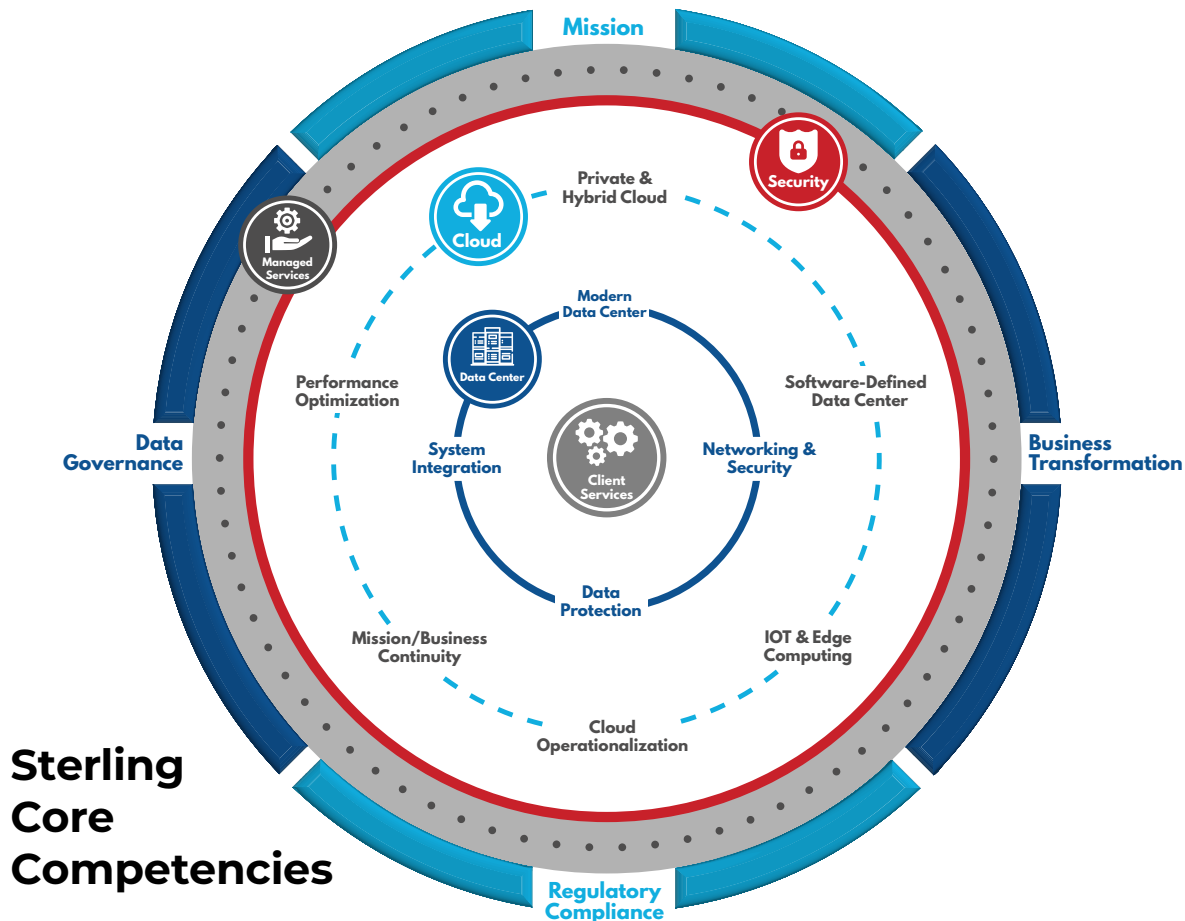DELLTechnologies   vmware®   CISCO   Hewlett Packard Enterprise   aws

CORE COMPETENCIES

Client · Data Cen...

IT transformation is an on...
experts navigate that jour...
implement, and manage)...
secured, customized solu...

Sterling Core Competencies

Diagram labels:
- Private & Hybrid Cloud
- Security
- Cloud
- Managed Services
- Modern Data Center
- Data Center
- Performance Optimization
- Software-Defined Data Center
- Data Governance
- System Integration
- Client Services
- Networking & Security
- Business Transformation
- Mission/Business Continuity
- Data Protection
- IOT & Edge Computing
- Cloud Operationalization
- Regulatory Compliance

Client to Cloud Journey

Client
- Enrollment Services
- Installation/Deinstallation
- Break/Fix
- Order Consolidation
- Labeling, Imaging, and More!

Data Center
- System Integration
- Modern Data Center
- Data Protection
- Networking & Security

ASSESS

- Data center operations
- Data protection
- Disaster recovery
- Security
- Application performance
- Network
- Unified communications
- Cloud readiness

DESIGN

- Data center-capacity modernization planning
- Security-architecture planning
- Infrastructure-migration planning
- Workload optimization/migration
- Unified communications
- Cloud-application planning
- Data-center resiliency planning
- Technology-adoption workshops
- End-user computing-roadmap
- Wireless and mobility roadmap

IMPLEMENT

- Data-center refresh
- Data protection
- Automation and orchestration
- Workload optimization/migration
- Cybersecurity solutions
- Hybrid/multi-cloud
- Network and firewall solutions
- Mobile-workforce technologies
- Wireless and mobility
- Unified communications

MANAGE

- Managed-services provider
- Consulting
- Project management
- CIO/executive IT services
- On-site engineering
- Program management

Security
- Ransomware Prevention
- Data Encryption
- Secure Access

Managed Services
- Service Management
- Administrative Management
- Configuration

Cloud
- Assessment
- Cloud Solutions
- Migration & Application Modernization
- Multi-Cloud

CLIENT TO CLOUD™

CLIENT SERVICES

Sterling has worked with a variety of organizations in a wide range of industries across the US and found that in-house IT departments are constantly stretched for time and budget. Sterling's Services division was created specifically to lighten your IT load. Our portfolio of services helps you manage costs, maintain technical currency, and improve end-user productivity, while enabling your in-house IT personnel to focus on initiatives that create new business value.

Sterling offers a variety of Client Services at each one of our Configuration, Integration, and Distribution (SD) Centers, located in Sacramento, CA; North Sioux City, IA; and Dulles, VA.

Chromebook Enrollment Services

Receive your Chromebooks preconfigured and ready to use out of the box, with Sterling's Chromebook Enrollment Services. Services include enrolling your Chromebooks to your school's Google applications domain, validating device policies, applying asset tags, receiving data capture of serial numbers and asset tag numbers to your school's extranet, and more.

Just in Time Delivery (JIT)

Preparing, packaging, and delivering an organization's IT systems is a large part of Sterling's process and value. Our JIT Delivery incorporates all of the services listed on this page. We compile all the components of your order and deliver the finished product at the right time for you.

Installation/Deinstallation

Increase the ease of system deployment by utilizing Sterling's technical resources for your installation and deinstallation needs. We have resources located across the nation that can assist with projects near you, ensuring your projects stay on schedule and relieving the burden from your IT staff.

Bag Embroidery

Using the latest in embroidery equipment, Sterling can embroider logos onto backpacks, laptop cases, and other items to ensure a crisp, professional look for any organization.

Break/Fix

Is your organization spending precious time fixing laptops and desktops? Sterling is here to alleviate the stress of hardware repair. Our fully trained and certified technicians are available to service devices from Dell, HP, Lenovo, Fujitsu, and many other manufacturers.

Triage

Fully trained and certified technicians will inspect and run diagnostics on your out-of-warranty units. Sterling's sales team will then offer solutions to resolve these product issues and craft the right solution for every customer.

Asset Tag/UID Labels

Efficiently control and manage technology property with customized asset tags/UID labels. Our simplified offering makes the tracking of each system as simple as the click of a button through the use of barcoded labels. These labels are completely modifiable to meet your specific requirements and can be personalized to include serial number, asset number, manufacturer, location, system name, and other details as needed.

Imaging

Loading custom images onto workstations and portable devices ties up your organization's technical staff, taking them away from business-critical issues. Sterling offers customized imaging solutions designed to fit your specific needs so that devices are ready for use right out of the box.

Laser Engraving

Identify and protect your company's assets with custom laser engraving. Engraving allows for a logo, contact information, unique identifier, and other information to be added to devices. This permanent marking is a powerful and attractive way for organizations to identify products, assisting in recovery efforts if the items are ever lost or stolen.

Order Consolidation

Large orders that involve products from a wide arrange of manufacturers don't have to be a receiving and storing nightmare while you wait for the shipping to complete. Sterling simplifies the process with our order-consolidation services. Your items are sent to our warehouse first. We then collect and store everything until the last piece arrives, shipping everything to you in one complete delivery.

DATA CENTER CAPABILITIES

Whether your goal is to lower total cost of ownership (TCO) on an infrastructure-refresh, improve service levels and performance, better understand your workloads, or increase your security posture, we provide expert advice in all of these areas. Sterling can help you take the next step towards modernizing and securing workloads into cutting-edge data-center and hybrid-cloud solutions. If you need turn-key data-center implementation, customized system upgrades, or staff augmentation services, we're here to help!

Modern Data Center

Servers & Virtualization
- Rack & blade servers
- OS & hypervisors
- Virtual-desktop infrastructure

Hyper-Converged Infrastructure

Shared Storage
- Unified file & block or block-only SAN
- Unstructured data solutions

Cloud-Ready:

Software-Defined Infrastructure
- Hybrid-cloud solutions
- AI-drive operations

Data Protection

Backup & Recovery
- Application refresh
- All-in-one appliances
- Deduplication appliances

Networking & Security

Networking
- Switching & SD networking
- Wireless infrastructure
- Routers & network management

Security
- Network-security automation
- Next-generation firewalls
- Email & endpoint protection

System Integration

Turn-Key Data Center Infrastructure

Customized Deployments

Customized Solutions
- Servers, hypervisor, & storage upgrades
- Network upgrades & rebuilds
- Security upgrades & rebuilds
- Staff-augmentation consulting

Manufacturer-provided rack-and-stack deployment

Data Center Assessments

Ensure that your organization's infrastructure is always secure, protected, and operating at peak performance.

Check all of the boxes.

☑ Modern Data Center Assessment

☑ Backup and Recovery Plan Assessment

☑ Virtual Network Assessment

STERLING

SECURITY CAPABILITIES

SECURED CUSTOMIZED SOLUTIONS FROM CLIENT TO CLOUD™

Security Awareness

- Assessment and gap analysis
- Vulnerability management
- Penetration testing

Breach and Ransomware Prevention

- Endpoint protection and detection
- Intrusion-prevention system
- DNS security
- Application-allow listing

Zero-Trust Solutions

- Multi-factor and continuous authentication
- Micro-segmentation
- Data encryption

Secure Remote Workforce

- Software-defined perimeter
- Cloud-access security broker
- Secure virtual desktop

Threat Detection

- AI/ML network threat-detection
- Insider threat detection
- User and entity behavior analysis
- Security information and event management (SIEM)

CISCO Partner
Gold Certified

DELL Technologies
TITANIUM PARTNER

vmware®

FORTINET®

Forcepoint

MANAGED SERVICES

Sterling's Managed Services provide support and monitoring for data center, networking, and unified communications environments. Our highly skilled and certified engineers become an extension of your IT team and are available 24/7 to manage part or all of your national/global IT-critical environments.

CORE COMPETENCIES

- Network (SDN, route/switch, LAN, WAN, wireless)
- Next-generation firewalls (NGFW) • unified communications
- Backup services • servers

CONFIGURATION

- Moves, adds, changes, deletes (MACD's) • system upgrades
- Operating systems • patch management & remediation

SERVICE MANAGEMENT

- Systems device & alert monitoring • Tier 1 incident response
- KPI's/metrics • operating processes & controls • reporting

MANAGEMENT

- Administration using your tools or ours • architecture & engineering services
- Change & capacity management • backup services & BUaaS
- Compliance & governance controls

CLOUD TIMELINE

Cloud Assessment

Understand the current infrastructure, the goal, and build the gap-migration strategy based on business needs

Hybrid Cloud

Begin consuming cloud resources while maintaining existing investments. Cloud backup, stretching to cloud compute, or building a fully ready cloud-disaster-recovery solution

App Modernization

Begin to discuss application platform modernization to support a cloud-native development foundation to ensure a movement to the cloud will be as cost effective and efficient as possible

Cloud Migration

Create and execute a cloud migration of workloads with the intention of removing the burden of on-premises asset management

Cloud Realization

Audit and augment cloud environment to ensure cost optimization, resource utilization, and overall management efficiency

CLOUD SERVICES

Cloud Migration

Fully move workloads into the public cloud to remove the burden of managing data centers. Understand cost structure and optimize services based on only what is needed to decrease spend

Hybrid Cloud

Extend active services into the public cloud. Offload elasticity and scalability to cloud providers when needed

Application Modernization

Infrastructure to support application-mobility across on-premises and cloud

Build automated pipeline for code to production delivery
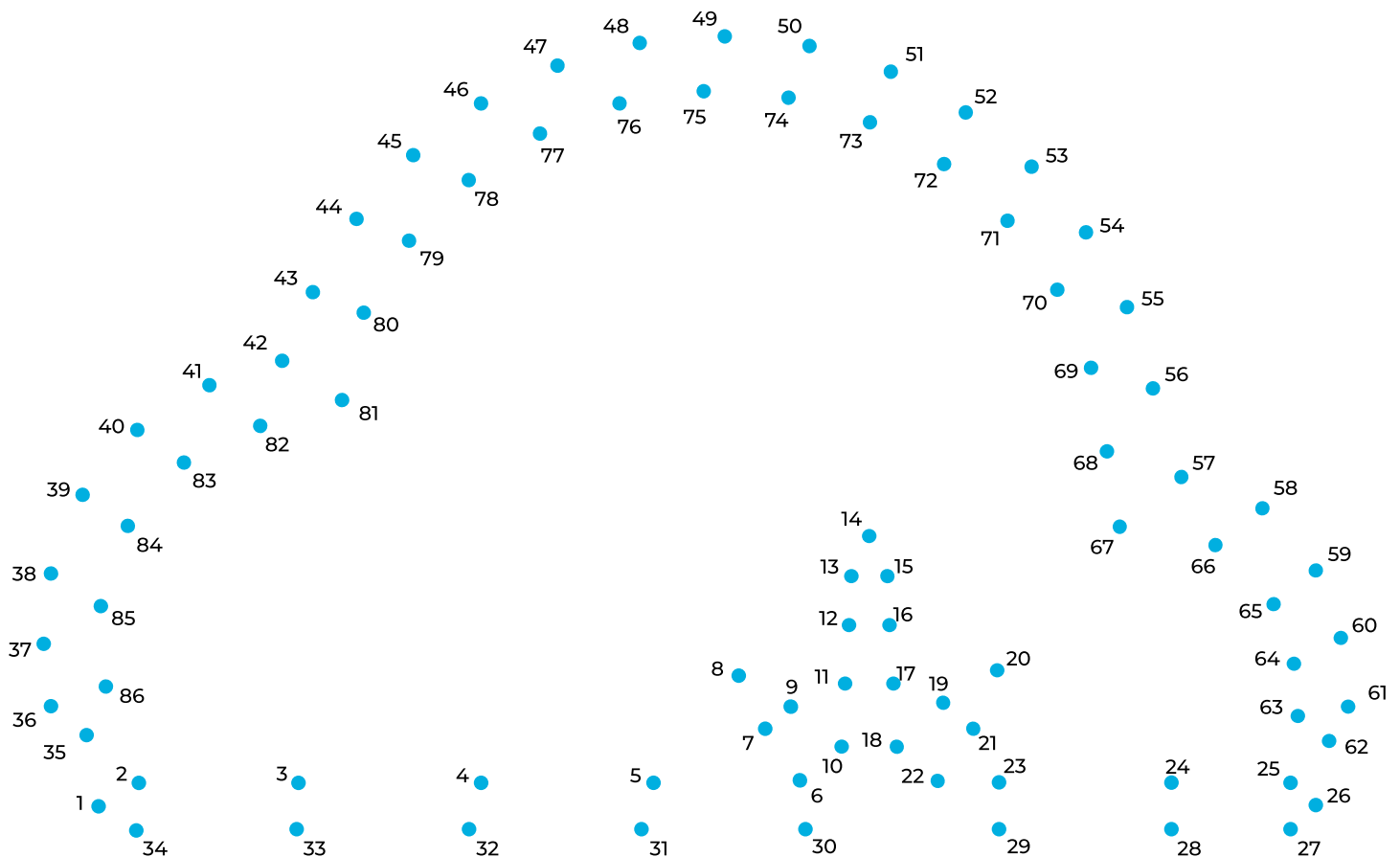
Cloud Assessment

Gain an understanding of existing environment to build a roadmap to meet cloud service end-goal

Analyze application dependencies to create an efficient migration strategy

Connect the dots to start your journey.

CLIENT TO CLOUD™