CLIENT TO CLOUD™
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.

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**WE ARE STERLING**

**Inc. 500**
- Fast Growth 150
- Triple Crown
- Solution Provider 500
- MSP 500
- Tech Elite 250

**CRN**
- Federal Partner of the Year 2014, 2018
- Data Center Federal Partner of the Year 2019

**Dell Technologies**
- Breakaway Partner of the Year 2016
- Growth Partner of the Year 2017

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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™

- **Hewlett Packard Enterprise**
  - Platinum Partner of the Year 2017, 2018, 2019
- **Hewlett Packard Enterprise**
  - Federal Large Growth Partner of the Year 2019
- **Boeing**
- **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
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.

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

Strategic Partners
Sterling's comprehensive portfolio includes hardware, software, and services from over 1,800 partners.
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.
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**
Client • Data Center • Security • Managed Services • Cloud

IT transformation is an ongoing process. Sterling’s multi-vendor certified, solution-driven experts navigate that journey for you. They use our proven four-step process (assess, design, implement, and manage) to modernize, and transform your environment. Sterling provides secured, customized solutions from Client to Cloud™.
### 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
- Assessment
- Cloud Solutions
- Migration & Application Modernization
- Multi-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

Networking & Security

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

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

Data Protection

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

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
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)
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 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

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

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.

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™

Ready to get started? Contact Us!

connect@sterling.com  877.242.4074  www.sterling.com