

Partner, Distributor, and Reseller Vendor Relationships

We bring a unique advantage to our clients. As a key element in our life-cycle suite of business technology system design, engineering, procurement, installation, operations and maintenance services, we have partner agreements with top-tier IT companies, resellers and distributors. With direct access to industry leaders, we are made aware of emerging technologies to provide the latest solutions to IT challenges. Direct reseller agreements with our vendor partners enable us to offer extremely competitive pricing on hardware and software, as well as take advantage of their expertise in system design and implementation.

PARTNERS

By partnering with these leading IT companies, Jacobs is able to offer our clients:

- Access to latest technology – before it's commonly available in the marketplace
- Project planning and design incorporating new and innovative technology strategies
- Technicians trained and certified by the leading technology vendors
- Significant discounting of hardware and software systems

DISTRIBUTORS/RESELLERS

Our Value-Added Distributors (VADs), each with their own focus and vertical specializations, cover all tier 1 and tier 2 original equipment manufacturers (OEMs), giving us direct purchasing access to them. Together with our partners, our VADs not only allow us to work with any system our customers may already have, but also allow us to recommend the best, most productive, and most cost-effective solutions for our customers.

Arrow (VAD) EMC focus

Carahsoft Federal software distributor

Immix Federal software distributor

Ingram Micro (VAD) Cisco focus

Mythics Oracle reseller

Synnex (VAD) reseller

Tech Data (VAD) Cisco focus

For more information, contact:

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