

Dedicated to Public Sector



As a provider of information technology solutions since 1996, FedTek, a small business, has grown more than thirty percent each year as a trusted supplier to federal and state government agencies. The company offers best-in-class products and technologies that are complemented by a solid understanding of what it takes to make the entire ordering, procurement, deployment, training and support process run smoothly and efficiently.

FedTek's operational experience in multi-vendor environments and focus on infrastructure management software and storage solutions provide the practical know-how and solid product knowledge needed to solve the most complex technological issues.

■ Infrastructure Management Software Information Storage • Fulfillment

Focus, the key success factor to customer loyalty and company growth, is the single most important factor that has propelled FedTek's success as a company. It has also been the key to its loyal customer base.

FedTek firmly believes that by specializing in specific, rather than multiple areas of technology, and in the products that serve this area, it is able to provide its customers with the true depth of knowledge and operational expertise needed to solve multifaceted information technology problems. While this approach is a significant departure from the typical reseller and integrator model, FedTek has found its specialized expertise, on-site lab, and strategic relationships with its product manufacturers to be the source of its strength and its inspiration to its customers.

■ Strategic Partnerships With Technology Leaders

Strong relationships with industry technology leaders such as, Barracuda, Dell EMC, HPE, Qualstar, Quantum, and Unitrends, enable FedTek to offer proven solutions in network, security and application management, as well as storage and disaster recovery management.



■ Information Technology Solutions

Delivering application monitoring and improved security, as well as more effective data sharing, replication, and integration, is complemented by FedTek's commitment to provide its customers with fulfillment of COTS (Commercial Off The Shelf) products. The company maintains two areas of specialization within its suite of information technology management solutions:

- Network, Infrastructure Management
- Storage Management

Infrastructure Management Solutions from FedTek offer the following key benefits to customers with large enterprise networks:

- Application-level monitoring of Windows/Unix environments to ensure the availability of critical applications and services

- Test and troubleshooting tools for Exchange and VoIP roll-outs
- Security policy and compliance solutions for creating, implementing and enforcing security-best practices
- Centralized security management for consolidating logs, configuration compliance, and automated responses
- Web analytics to support reporting and analysis of web visitors and traffic
- Manage the health and performance of networks and the business services that rely on them
- Manage multi-vendor, multi-technology networks and report the cause of the problem, what was impacted, where to find it and how to fix it

Storage Management Solutions from FedTek enable the customer to:

- Manage multi-vendor storage devices and servers more efficiently
- Replicate data to another secure site cost-effectively
- Migrate legacy data painlessly
- Share and reallocate data more effectively

Fulfillment of COTS products is a highly valued service provided by FedTek in response to accelerating rates of COTS enhancement and expanding system requirements. FedTek is a supplier of COTS-based systems for both new development and maintenance activities.

■ **Established Customer Base**

Dedicated to Federal, State, and Civilian Agencies FedTek has assisted in solving their network, security and application needs and information storage challenges. FedTek has assisted the following customers throughout the entire ordering, procurement, deployment, training, and support process.

- Department of Commerce
- Department of Defense
- Department of Homeland Security
- Department of Justice
- Department of Interior
- Department of Labor
- Department of Transportation

- U.S. Air Force
- U.S. Army
- U.S. Navy
- National Institutes of Health
- DISA
- DTRA
- NCIS

■ **Contract Vehicles**

FedTek offers a broad range of contract vehicles that include both Government Wide Acquisition Contracts (GWACs) and Blanket Purchase Agreements (BPAs). The company has a GSA IT Schedule.

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FedTek provides a number of Blanket Purchase Agreements (BPAs) under the GSA IT Schedule. Setting up a BPA with a Federal Supply Schedule contractor allows the agency to fill recurring needs while taking advantage of quantity discounts and reducing administrative time and paperwork. FedTek is proud of its record of success in accommodating a wide variety of contracting needs.