



[www.xsnet.com](http://www.xsnet.com)

**Confidential Document**



XS International, Inc.  
1005 Alderman Drive, Suite 212  
Alpharetta, GA 30005 USA  
+1.770.740.0040

## **XS International, Inc. - Value Proposition**

### **About XS International:**

Founded over 20 years ago, XS International, Inc. (XSi) is an Enterprise I.T. Services Provider specializing in:

- 1. Business Process Outsourcing for the Enterprise Service Supply Chain Management including:**
  - a. OEM maintenance**
  - b. Alternative multi-vendor I.T. maintenance on current, legacy and EOL equipment**
  - c. Warranty chain management**
  - d. Forward/reverse logistics, inventory management and depot repair services**
  - e. Managed workforce**
  - f. Installs, moves, adds, changes (IMAC)**
  - g. System administration**

Most clients faced with expense reductions are outsourcing business processes for IT support and management as well as extending their I.T. refresh cycles from 3 to 5 years. XSi provides cross-platform maintenance on all major brands including IBM, HP, Dell, Cisco, Sun, SGI, Toshiba, Microsoft, Redhat, Novell, EMC etc. for Supercomputers, Mainframes, Servers, Desktops, Networking, Storage, Imaging and Software. Our team of over 1,000 field engineers provides same-day service to over 40,000 locations and a strategic alliance with FedEx Global Supply Chain Services allows us to provide critical inventory management. Our technical team provides well over 35,000 service events per month and offers custom reporting via our service portal. We work with many OEM's to offer lower prices and offer a hybrid solution that includes OEM software support, original OEM support and alternative maintenance support. This hybrid offering makes us truly unique.

- 2. I.T. Asset Disposition (ITAD)/ Asset Recovery/ Recycling**  
Our Information Technology Asset Disposition (ITAD) Services focus on the Datacenter where our 20 years of experience in global remarketing enterprise equipment is unmatched! We are able to provide a 20% greater return on resale value compared to our competition. In addition we offer Asset Management, Compliant Asset Disposition, Secure Data Elimination, On-site Disk Destruction, Advisory Services, and Logistics to reduce disposition cost by as much as 20%, while minimizing risk and adhering to compliances.
- 3. Hardware and Software Products:**  
For 20 years XSi has offered clients the latest hardware technology and been a great source of supply for discontinued HPC, Visualization and Enterprise systems and parts still required to run expensive legacy software applications. XSi is an Authorized Business Partner for many of the top Enterprise I.T. brands. In addition, our Software portfolio is focused on providing dramatic cost savings to our Mainframe, HPC and Enterprise Clients.

You can't flourish for 20 years without great repeat customers. They include most of the U.S. Federal Agencies, all 20 of the Top 20 Federal Prime Contractors, 15 of the Top 20 Fortune 100 companies, hundreds of International Universities, well respected Entertainment companies, Medical and Research Facilities.

### **Government Division:**

XS International has been a Federal, State and Local Government Contractor for 20 years and provides a complete range of IT and Communication Services through direct procurement, our GSA Schedule and **via teaming partners** including Super 8a, SDVO, HUBZone, and U.S. Contract Vehicles:





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**Enterprise Maintenance Solutions:**

**XS International provides comprehensive IT support across the enterprise, from complex high performance computers and data center environments down to peripherals.**

**FIELD SERVICE**

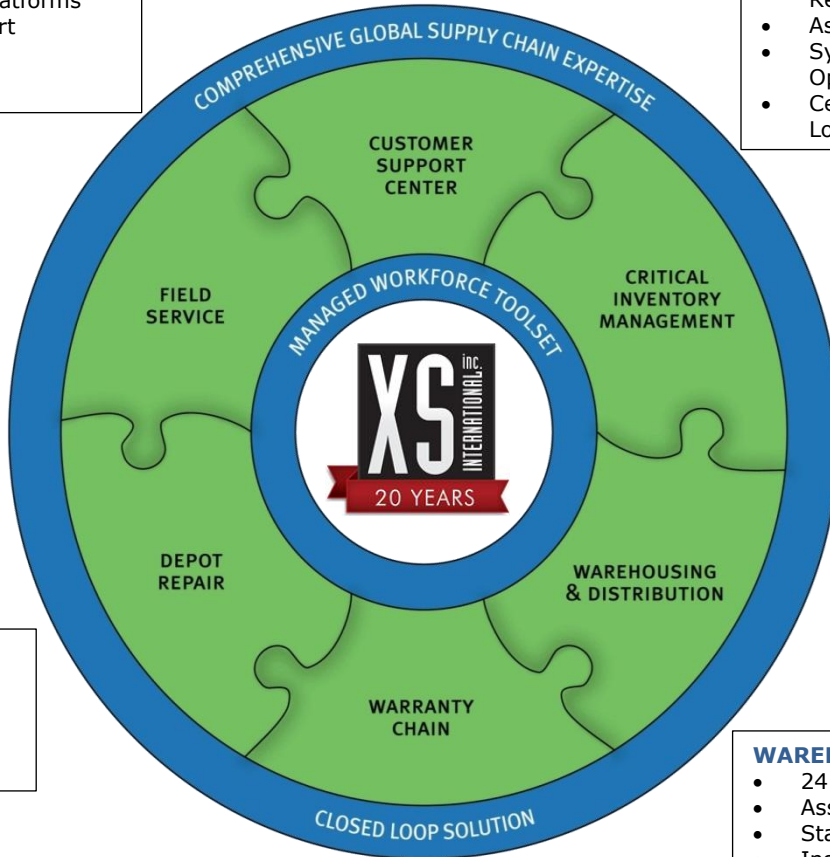
- Field Maintenance Support
- Multiple Product Sets / Platforms
- Cabling / Wireless Support
- Diverse Knowledge Base
- Optimized Scheduling

**CUSTOMER SUPPORT CENTER**

- Level 1 – Service Event (Processing & Fulfillment)
- Level 2 – Service Event Management
- Level 3 – Technical Support 24x7

**CRITICAL INVENTORY MANAGEMENT**

- Forward & Reverse Logistics
- Real Time Inventory Tracking & Return
- Asset Recovery & Disposition
- Systems-Based Inventory Optimization
- Central & Forward Stocking Locations



**DEPOT REPAIR**

- Test & Repair
- Quality Assurance
- Advance Exchange
- Spares Support

**WARRANTY CHAIN**

- OEM Authorizations
- Service Contract Management
- Core Tracking
- Procurement Services

**WAREHOUSING & DISTRIBUTION**

- 24 x 7 Fulfillment
- Assembly & Integration
- Staging & Storage
- Installation
- Customized Reporting



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### Datacenter I.T. Equipment Supported:




[Servers & Systems](#)  
[AMD processor-based servers](#)  
[BladeCenter](#)  
[Cluster systems](#)  
[Intel-processor based servers](#)  
[Linux servers](#)  
[Mainframe servers](#)  
[Power Systems](#)  
[System i \(iSeries\)](#)  
[UNIX servers](#)  
[x86 servers for Windows and Linux](#)  
[All IBM IT Data Storage](#)




[Sun Blade Systems](#)  
[Sun CoolThreads Servers](#)  
[Sun x64 Servers](#)  
[Sun Netra Carrier-Grade Servers](#)  
[Sun Entry Rackmount Servers](#)  
[Sun Midrange to High-End Servers](#)  
[All Sun Storage Products – Storage & StorageTek](#)



[HP ProLiant servers](#)  
[HP Integrity systems](#)  
[HP 9000 servers](#)  
[HP AlphaServer systems](#)  
[Telco and carrier-grade servers](#)  
[HP e3000 servers](#)  
[HP Blades](#)  
[All HP IT Data Storage](#)



[Dell Blade Servers](#)  
[Dell Rack Infrastructure](#)  
[Dell Rack Optimized](#)  
[Dell Tower Servers](#)



[SGI® Altix® 4700](#)  
[SGI® Altix® 450](#)  
[SGI® Altix® XE](#)  
[SGI® Altix® ICE](#)  
[SGI® Altix® 3000](#)  
[SGI® Altix® 350](#)  
[SGI® Origin® 3000](#)  
[SGI® Origin® 350](#)  
[Silicon Graphics® Tezro®](#)  
[All SGI® Storage](#)  
 Note: XSi is not affiliated with SGI®



[Routers](#)  
[Switches](#)  
[Network Management](#)  
[Cisco IOS and NX-OS Software](#)  
[Interfaces and Modules](#)  
[Optical Networking](#)  
[Storage Networking Data Center](#)  
[Switches Blade Switches](#)  
[Voice and Unified Communications](#)  
[Firewall](#)

### Our Companies are Authorized Resellers for:



### Tech Support Certifications:



A+ Certified  
IT Technician

**Authorized Warranty Support:**



**Other Supported Vendors:**





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## Optimize Your CISCO SMARTnet® Maintenance with XSi's Cisco partner blended value add! Save Money in the process too!

### XSi's Cisco partner blended SMARTnet® value added benefits and services include:

- ✓ Contract flexibilities (such as co-terminus adds and deletes in a prorated manner during POP)
- ✓ Simple contract management with all support under a single agreement (Global Support)
- ✓ Payment flexibilities (such as monthly payments in arrears)
- ✓ Hardware and Software support beyond Cisco EOL/EOS
- ✓ Cost reductions over Cisco's deepest discounts
- ✓ U.S. based Tier 1 to Tier 3 Technical Assistance Center
- ✓ Tier 4 escalation to the OEM if necessary
- ✓ Support on HP, IBM, Oracle/Sun, and Dell "branded" Cisco products
- ✓ Over 60,000 Cisco related SKUs on GSA Schedule
- ✓ Customer tailored reporting
- ✓ Coverage for "all" Cisco data, voice & unified communications, security and SAN hardware and software products



#### Cisco Equipment Supported:

- All Routers & Switches
- Network Management
- Optical Networking
- Storage Networking
- Blade Switches
- Voice and Unified Communications
- Firewall Products

### XSi's Technical Assistance Center:

- ✓ Is an authorized Cisco Partner
- ✓ Staffed with over **325 Cisco Certified Engineers** (W-2 employees)
- ✓ Provides 24/7 global phone support
- ✓ Multilingual
- ✓ Manages worldwide depots for advanced OEM part replacement
- ✓ A network product depot repair center
- ✓ Comprised of Multiple Facilities for Redundancy
- ✓ Facilitates all data/voice software and firmware updates, enhancements, upgrades, so that they continue to come directly from Cisco



### Obtaining a quote is easy! [Request a Quote](#) and Simply Provide:

1. Itemized list of Cisco model #'s or SMARTnet® part numbers
2. SLA required for each model # (can mix and we match Cisco SLAs)
3. Start and End dates for each model #
4. City, State & Country for each
5. Email this list to [sales@xsnet.com](mailto:sales@xsnet.com) for an Alternative Quote!



\* **Alternative to SMARTnet® is available on our GSA Schedule**

## XS's comprehensive SUN/Oracle Hardware & Software Solution, as an alternative to Oracle Sun's Premiere Support for systems and Operating Systems.

### ❖ Hardware Support

- Service Desk and Dispatch capabilities 24/7/365
- Nationwide support and logistics coverage
- Dispatched onsite services as required
- Telephone support by Technical Support Engineers 24/7/365
- Trained engineers for all products supported
- Established escalation processes

### ❖ Software Support

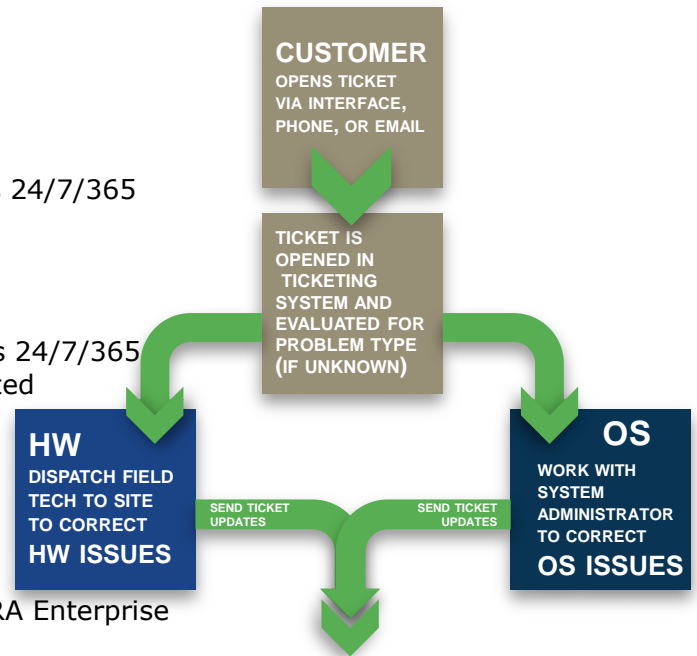
- Solaris™ Service Desk capabilities 24/7/365
- Telephone support by Software Support Specialists 24/7/365
- Trained engineers for all Solaris™ releases supported
- Established escalation processes

### ❖ Sun Experience: Depth & Breadth

- Solaris™ Fundamentals
- Oracle Sun Desktop Systems Maintenance
  - Sun ULTRA, Sun Blade, ULTRA & SPARC
- Oracle Sun Server Systems Maintenance
  - SPARC, Sun Fire, Sun Blade, Enterprise & ULTRA Enterprise
- Oracle Sun STK and StorEdge Storage I and II
  - Open systems tape libraries, disk arrays and drives
- Solaris™ System Administration I and II (Solaris™ 8 and 9)
- Solaris™ TCP/IP and Networking (Solaris™ 8 and 9)
- System Fault Analysis
- Solaris™ 10 for Experienced Administrators
- Solaris™ Zones, Oracle Solaris™ ZFS, Dynamic Tracing (DTrace), VERITAS Volume Manager
- Oracle Sun High End Server Administration

### ❖ Solaris™ Service Desk

- Releases Supported: Solaris™ 10, Solaris™ 9, Solaris™ 8, Solaris™ 7, Solaris™ 6, Solaris™ 5, Solaris™ 4, Solaris™ 3, Solaris™ 2, Solaris™ 1
- 24/7/365 availability to our Solaris™ Support Specialists
- Identify Hardware or Software failing component
- Interrogate Knowledge repositories for documented resolutions
- Provide guidance in Solaris setup and configuration
- Provide guidance for system configuration issues
- Systems performance and tuning guidance
- Provide RAID and Disk Suite / Volume Manager assistance
- Provide guidance for patch and firmware updates
- Review and Analyze Error Logs
- Review Core Dump Files
- Reviews and Analyze Explorer Files
- Provides temporary work around
- "Warm-handoff" to hardware specialists



\* Alternative to Oracle/Sun Hardware and Solaris™ Software Support is available on our GSA Schedule



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**XSi's Customers:**

XSi, along with our partners, is confident that we have the experience, resources, skills and infrastructure to deliver an outstanding, cost effective, and efficient support program. We currently support over 1,250,000 desktop, server and peripheral assets for more than 7,000 customers. Our combined efforts support your goals of cost reduction, improved service performance and a streamlined list of service providers. We are optimistic that you will find our ability to provide a flexible and customized solution a compelling value of service and economics.

**U.S. Army Customers:**

Army National Guard  
ARMY ERDC (Eng. Rsch. & Dev. Ctr.)  
Army Medical Department (AMEDD)  
Army Soldier & Bio Chem. Command  
Army NVESD  
Army Space Command  
Army Reserve

Army Aviation & Missile Command  
Army Night Vision Laboratory  
Army Materials Command  
Army Futures Development Division  
Army Picatinny Arsenal  
Army TEC  
Army Distance Learning Systems

Army Corp of Engineers  
Army Research Laboratory  
Army TACOM  
Army MTMCTEA  
Army SED  
Army ADEC  
Walter Reed Inst. of Research



**U.S. Air Force Customers:**

Altus AFB  
Bolling AFB  
Fairfield AFB  
Holloman AFB  
Maxwell AFB  
Patrick AFB  
Schriever AFB  
Tinker AFB  
Yokota AFB

Arnold AFB  
Beale AFB  
Gunter AFB  
Lackland AFB  
Misawa AFB  
Ramstein AFB  
Scott AFB  
Tyndall AFB

Aviano AFB  
Edwards AFB  
Hanscom AFB  
Little Rock AFB  
Mountain Home AFB  
Robins AFB  
Shaw AFB  
Whiteman AFB

Barksdale AFB  
Eglin AFB  
Hill AFB  
Luke AFB  
Nellis AFB  
Rome AFB  
Sheppard AFB  
Wright-Patterson AFB



**U.S. AIR FORCE**



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**U.S. Navy Customers:**

Fleet Numerical Meteorology & Oceanography Center	Fleet Industrial Supply Center
Naval Warfare Systems Center	Naval Sea Logistics
Navy Manpower Analysis Center	Navy Post Graduate School
Navy Engineering Logistics	Navy Coastal Systems Station
Norfolk Naval Shipyard	Naval Sea Systems Command (NAVSEA)
Space and Naval Warfare Center	Naval Aerospace Medical Research Center (NAMRL)
Naval Computer & Telecommunications Area master Station Atlanta (NCTAMS)	
Naval Air Warfare Center, Weapons Division (NAWCWD)	



**Other Agency Customers:**

Office of the President	Department of Agriculture	Department of Commerce
Department of Defense	Department of Education	Department of Energy
Department of HHS	Department of Homeland Security	Department of the Interior
Department of Justice	Department of Labor	Department of State
Department of Transportation	Department of the Treasury	Department of Veterans Affairs
Bureau of Land Management	Bureau of Economic Geology	Bureau of Medicine and Surgery
Bureau of Prisons	Bureau of Reclamation	Center for Disease Control (CDC)
Central Intelligence Agency	Coast Guard	Defense Information Systems
Defense Intelligence Agency	Defense Logistics Agency	Defense Supply Center
Defense Security Service	Environmental Protection Agency	Federal Bureau of Investigations
Federal Reserve Bank	Federal Aviation Administration	Federal Drug Administration
General Services Admin (GSA)	Geological Survey (USGS)	Internal Revenue Service (IRS)
Marine Corp	NASA	National Institute of Health
National Geospatial Agency	National Marine Fisheries Service	National Park Service
National Weather Service	Oak Ridge National Laboratory	Securities and Exchange Commission
US Postal Service	US Weather Service	





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GSA Schedule  
GS-35F-0751M

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**2010 Fortune 500 Companies:  
(We count 15 of the Top 20 as our  
Customers)**

2. Exxon Mobil
3. Chevron Corp.
4. General Electric
5. Bank of America Corp.
6. ConocoPhillips
7. AT&T
8. Ford Motor
9. J.P. Morgan Chase & Co.
10. Hewlett Packard
12. Citigroup
13. Verizon Communications
14. McKesson
15. General Motors
19. Wells Fargo
20. International Business Machines



**2010 Top 100 U.S. Federal Contractors:  
(We count the Top 20 as our Customers)**

1. Lockheed Martin Corp.
2. Northrop Grumman Corp.
3. Boeing Co.
4. Raytheon Co.
5. SAIC
6. General Dynamics Corp.
7. KBR Inc.
8. L-3 Communications Corp.
9. Booz Allen Hamilton
10. Computer Sciences Corp.
11. Dell Computer Corp.
12. Hewlett-Packard Co.
13. Harris Corp.
14. ITT Corp.
15. BAE Systems Inc.
16. CACI International, Inc.
17. IBM Corp.
18. Deloitte LLP
19. Verizon Communications, Inc.
20. Jacobs Engineering Group, Inc.



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**Selling to Worldwide Universities - Customers:**

- |                            |                                    |                            |                                  |
|----------------------------|------------------------------------|----------------------------|----------------------------------|
| Alabama A&M Univ.          | Australian National University     | Bard College               | Baylor University                |
| Berry College              | Boston College                     | Boston University          | Brandeis University              |
| Brandon University         | Brigham Young University           | Brown University           | Cal Tech                         |
| California State Univ.     | Cardiff University                 | Carleton University        | Carnegie Mellon University       |
| Case Western Univ.         | Central Michigan University        | Chalmers Univ. of Tech.    | City Univ. of Hong Kong          |
| Clark Atlanta University   | Clarkson University                | Clemson University         | Cleveland State University       |
| College of William & Mary  | Colorado State University          | Columbia University        | Columbus School of Law           |
| Cornell University         | DeVry                              | Drexel University          | Dublin City University           |
| Duke University            | Emory University                   | Farleigh Dickinson Univ.   | Florida State University         |
| Florida Atlantic Univ.     | Gallaudet University               | Georgetown University      | Georgia Tech University          |
| Glendale College           | Goshen College                     | Goucher College            | Governors State University       |
| Guangxi University         | Hacettepe University               | Hadassah University        | Hamilton College                 |
| Hampshire College          | Hampshire University               | Hanyang University         | Harbin Engineering University    |
| Harvard University         | Helsinki University of Technology  | Heriot-Watt University     | Hong Kong Polytechnic Univ.      |
| Hood College               | Howard University                  | IBMC - Unidade de Estru.   | Illinois Institute of Technology |
| Illinois State University  | Illinois Wesleyan University       | Illinois Western Univ.     | Imperial College London          |
| Indiana University         | Inha University                    | I. of T.Blanchardstown     | Johns Hopkins University         |
| Kansas State University    | Kennesaw State University          | Kent State University      | Kwantien University College      |
| Kwantlen University        | Kyungpook National University      | Lakehead University        | Lewis University                 |
| Louisiana State University | Louisiana Tech University          | Lycoming College           | M.I.T.                           |
| McGill University          | Meharry Medical College            | Meiji University           | Michigan State University        |
| Middle Tenn. State         | Mississippi State University       | Montana State University   | Montana Tech                     |
| Morgan State University    | Mount Aloysius College             | Mount Sinai School         | National Univ. of Ireland        |
| NC State University        | New Jersey Institute of Tech.      | New York University        | North Carolina University        |
| North Dakota State         | Northern Arizona University        | Northwestern University    | Ohio State University            |
| Otago University           | Oulu University                    | Oxford University          | Penn State University            |
| Pohang University          | Pontificia Univ. Catolica De Chile | Purdue University          | Queen Mary Univ. of London       |
| Queens College             | Rhode Island School of Design      | Ringling School of Art     | Rosalind Franklin University     |
| Rose-Hulman Inst.          | Rutgers University                 | Saint John's University    | San Diego State University       |
| Savannah College of Art    | Seoul National University          | Seton Hall University      | Shanghai Tongji University       |
| Simon Fraser Univ.         | St. John's University              | Stanford University        | SUNY Institute of Technology     |
| Tamkang University         | Tech. University of Dresden        | Texas A&M                  | The University of Chicago        |
| The University of Georgia  | Tulane University                  | UCLA                       | University of California         |
| University of Illinois     | University of Iowa                 | University of Kentucky     | University of Liverpool          |
| University of Louisville   | University of Maryland             | University of Michigan     | University of Montana            |
| University of Oregon       | Universidad de Oviedo              | University of Nebraska     | University di Parma              |
| University of Pennsylvania | University of Pittsburgh           | University of Washington   | Universidade Est. do Ceara       |
| Univ. de Buenos Aires      | Universidad de Concepcion          | Universidad de Guadalajara | Universidad de Los Andes         |
| Universidad de Murcia      | Universidad de San Luis Potos      | Washington University      | Wesleyan University              |
- Special thanks to: (LNLS) Laboratório Nacional de Luz Síncrotron





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**XS International, Inc. – Vendor Profile:**

**Mailing & Shipping Address:**

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**Contact Information:**

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Toll Free: 1.800.256.6133  
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**Officers:**

CEO  
Todd A. Bone  
Direct #: 678.537.4108  
Email: [tbone@xsnet.com](mailto:tbone@xsnet.com)

CFO  
Bob Bone  
Direct #: 678.537.4107  
Email: [bbone@xsnet.com](mailto:bbone@xsnet.com)

**General Information:**

XS International, Inc. Started November 1990  
Small Business Concern  
Corporate Structure – Subchapter S Corporation  
XS Federal Tax ID # 58-1915743  
XS GA Reseller ID # 060-99-15160  
XS D&B #: 62-220-6068

**XS Government Division:**

GSA Schedule # GS-35F-0751M  
Contract Dates: 03 Sept. 07 – 02 Sept. 12  
Cage Code: OT5LO

**General Information:**

Standard Terms: 2% 10 Net 30 Days  
Number of Plant Facilities: 1  
Size of Facility: 12,000 Square Feet  
Time located at Current Facility: 15 years  
Number of Employees: 20

**Insurance Coverage:**

- > \$1M + General Liability – No less than \$1M per occurrence and \$2M aggregate
- > \$1M + Excess (Umbrella) Liability – No less than \$1M per occurrence and \$1M aggregate
- > \$1M + Business Automobile – No less than \$1M combined single limit liability coverage
- > \$1M + Workers Compensation – No less than \$500K per accident

**NAICS Codes:**

- o 238210 - Electrical Contractors and Other Wiring Installation Contractors
- o 334111 - Electronic Computer Manufacturing
- o 334112 - Computer Storage Device Manufacturing
- o 334519 - Other Measuring and Controlling Device Manufacturing
- o 423420 - Office Equipment Merchant Wholesalers
- o 423430 - Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
- o 425110 - Business to Business Electronic Markets
- o 425120 - Wholesale Trade Agents and Brokers
- o 443120 - Computer and Software Stores
- o 454111 - Electronic Shopping
- o 454112 - Electronic Auctions
- o 454113 - Mail-Order Houses
- o 511210 - Software Publishers
- o 532420 - Office Machinery and Equipment Rental and Leasing
- o 541511 - Custom Computer Programming Services
- o 541512 - Computer Systems Design Services
- o 541513 - Computer Facilities Management Services
- o 541519 - Other Computer Related Services
- o 611420 - Computer Training
- o 811212 - Computer and Office Machine Repair and Maintenance

**FSC Codes:**

- o 7010 ADP system configuration
- o 7021 ADP central processing unit-digital
- o 7025 ADP input/output & storage devices
- o 7030 ADP software
- o 7035 ADP support
- o 7050 ADP components

**PSC Codes:**

- o D302 ADP systems develop
- o D307 Automated information system svcs
- o P100 Disposal of surplus property

**NIGP Codes**

- 204-53 – Microcomputer, Desktop or Towerbased
- 204-54 – Microcomputer, Handheld, Laptop, and Notebook
- 204-55 – Microcomputer, Multiprocessor
- 204-83 – Microcomputer, Hardware and Peripherals
- 204-96 – Workstations: SPRC, RISC, Etc. (For Use with CAD/CAM, etc.)
- 206-25 – Computer Systems Digital
- 206-28 – Computer Systems, Process Control
- 206-51 – Expansion/Accelerator Boards: Memory, Processor, Etc.
- 206-79 – Recycled Mainframe Computer Hardware and Peripherals
- 206-89 – Storage Devices, Electronic (Disk Drive Compatible)
- 208-46 – E-Commerce Software (Microcomputer)
- 918-28 – Computer Hardware Consulting
- 918-30 – Computer Network Consulting
- 920-27 – E-Commerce Software Development Services
- 920-29 – Facilities Management Services, Computer
- 920-31 – Installation of Computers, Peripherals and Related Equipment
- 920-37 – Networking Services
- 920-45 – Software Maintenance/Support
- 920-46 – Software Updating
- 920-47 – Support Services, Computer
- 920-48 – Storage Services, Data Media
- 926-77 – Recycling Services

**SIC Codes:**

- 3570 Computer & office Equipment
- 3571 Electronic Computers
- 3572 Computer Storage Devices
- 3575 Computer Terminals
- 3576 Computer Communications Equipment
- 3577 Computer Peripheral Equipment
- 5045 Wholesale-Computers & Peripheral Equipment & Software
- 7370 Services-Computer Programming, Data Processing, Etc.
- 7371 Services-Computer Programming Services
- 7372 Services-Prepackaged Software
- 7373 Services-Computer Integrated Systems Design
- 7374 Services-Computer Processing & Data Preparation
- 7377 Services-Computer Rental & Leasing
- 7378 Services –Computer Maintenance

**Credit References:**

References upon request.

**Bank Reference:**

Bank references upon request.