



**GOVERNMENT IS CHANGING.**

**GOVERNMENT'S NEEDS  
ARE DIFFERENT.**

IT'S TIME FOR A NEW KIND OF  
GOVERNMENT TECHNOLOGY PARTNER.



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## THE TECHNOLOGY PARTNER FOR TODAY'S GOVERNING.

America's leaders and civil servants rely on GTSI to translate business challenges into practical technology solutions for today's federal, state and local governments. Our solutions bridge what information technology can do with what government must do—and we do it by harnessing IT's leading partners, products and services inside the core technology areas most critical to your success.

### GOVERNMENT IS DIFFERENT.

Our country's leaders and civil servants don't just form the largest body of workers and tasks in the world, they also have the most critical jobs—protecting and sustaining a prosperous society.

As one of those guardians, everything rides on your ability to perform. And when it comes to the technology choices you have to make, you need an experienced partner you can trust as much as the nation trusts you. A partner with the knowledge and strength to give you the straight truth about your options—with the internal resources to meet and exceed the delivery demands you face every day.

But that's just the start. Your procurement processes are unlike anything in private enterprise. You need a partner who can help you navigate the complex, contract-based environment without artificial barriers. Most of all, one with the resources so you can finance and acquire technology in a way that makes the most sense for your mission and budget.

For over 20 years, GTSI has been the trusted guide for federal, state and local government customers in understanding, buying, deploying and using today's technologies. Government is the only thing we do, and it's what we've done from the start. GTSI is the first name that comes to mind at the work desks, data centers and executive offices of U.S. government. And it's the one partner that America's civil

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service professionals, IT leaders and procurement specialists consistently stake their trust in for the technology solutions, certified experts and comprehensive support they need.

From staff technologists and interoperability labs to contract vehicles, integration expertise, financing and professional services and logistics management, we have what you need to meet today's sophisticated acquisition requirements. At the same time, GTSI has the inside track to the technology that truly moves the dial and assures that you'll get the right solutions built on the right products from technology's key innovators—all backed by a company with the scope and scale to match your team, your need and your vision.

#### **GOVERNMENT IS CHANGING.**

You can't afford to let your organization's technology lag behind what your citizens demand. But you also can't be a laboratory for learning how to do technology right—your budgets and your leadership won't give you a second chance.

Because everyone expects you to deliver the first time, you need a partner who not only understands your agency,

service or department missions, but the regulations, qualifications, clearances, budgets, deadlines and metrics behind them as well. And making those intelligent technology choices means having insight, access and assistance from a technology resource that's both equipped to show you the way, and easy to do business with at every point.

GTSI understands how to partner with government procurement so you can get today's key technologies today. We bring highly consultive insight to every project we conduct—from audits, assessments and on-staff technical expertise with all major industry certifications, to decades of experience in deployed projects and coverage under all major contract vehicles. That means getting the answers you need, often before you even know you need them.

Better still, you can obtain this insight on a project-based model, letting you resolve your most pressing information and asset management challenges without the necessity of long-term commitments. It's like being able to buy decades of experience by the project, with insight that no catalog can match.



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## FOCUSED ON THE RIGHT TECHNOLOGIES, BUILT ON THE RIGHT MODEL.

Imagine fusing a highly intelligent system integrator with a highly efficient reseller, to create a whole new kind of technology partner. That's what the unique structure of GTSI does for government decision makers. We are able to support every project with a dedicated best-of-business technology practices team who can master your entire application. Their insight and experience across many agencies let us identify the most important concerns in each application area, create uniform approaches to address them and then systematically leverage those approaches across all your projects. The result? You can enjoy consistently superior and repeatable results from each GTSI project while still meeting critical budget and deadline requirements.

Not all technologies matter to every part of government. But the ones that do couldn't be more essential to your success. That's why you need a solution partner who understands not only those core technologies, but also the unique ways government professionals like you use them every day.

GTSI has built our entire solution suite around the core technologies that matter most to government. In each

area, we've constructed best-of-practice solutions built with best-of-suite components on best-of-business expertise and services. And because we focus on those applications that are at the core of most government technology challenges, we bring big-scale solution benefits to any-scale applications at all scales of operation.



## COMMUNICATIONS

Maintaining continuous government communication in today's post-9/11 world means much more than simple telephone connections. You need to be able to see, hear and work interactively with your peers wherever they may be—and do it for workgroups from two persons to 200. Those voice and video assets also have to work in lock-step with your organization's other IT assets, with unquestioned reliability.

GTSI has created an entire collaboration, presentation and broadcast solution architecture designed to support every converged communications application, from enabling real-time teamwork across remote offices and supporting widespread telework, to facilitating rapid and centralized emergency communications with your key control facilities.

Within field communications, we help first responder agencies across the country meet stringent uptime, interconnectivity and security requirements across both their existing and planned communications assets, from ruggedized mobile handsets to entire emergency networks. We also have broad experience in managing and supporting deployments that include telemedicine, distance learning, and information sharing with third parties such as elected officials, community members and media—helping government and their constituents stay connected on every level.



## COMPUTING

Your computing resources are the silent strength behind all your organization's living information and key missions. But those resources can quickly grind to a standstill if interoperability and facility support around your core computing assets fail.

GTSI understands what it takes to keep mission-critical computing assets online and highly available in government environments as varied as veterans' hospitals, taxpayer services and space systems. Besides making secure network and application platforms available in the configurations best suited to your organization (supporting everything from ultra-thin to fat clients), we have built a suite of equally tailored data system, performance and directory management tools that help you get maximum results from those configurations.

To help meet your data center consolidation and clustering requirements, our engineering services can review and coordinate your complete footprint, facilities and infrastructure needs, from heat dissipation to power conditioning, and preconfigure entire racks for rapid implementation. We maintain a dedicated Test Lab to assure interoperability between your existing resources and any planned enhancements, as well as facilitate your ongoing technology updates.

Deep experience and certified expertise in every technology area that matters to governing.



### MOBILITY

Today's mobile workers need more than a laptop and phone. Their go-anywhere office may include wireless data devices, rugged laptops, cellular systems and wireless service. This requires you to support all four seamlessly across thousands of workers in hundreds of locations.

To enable this continuous coverage, GTSI has formed leading-edge alliances with the computing and communications partners reshaping today's mobility market. Our insight helps leaders across federal, state and local government reinvent what mobile workers can achieve, by creating a continuous mobility architecture that securely spans data capture, personal communications and wireless connectivity. Today, hundreds of these highly affordable mobile solutions for voice, video and data support every corner of American life—from enforcement and regulation to citizen and social service functions.



### NETWORKING

The modern network model drives the tasks and abilities of both the data center and remote node into the network itself. But to make this new fabric of flexibility, intelligence and capacity work in today's government, you need a provider who can create and

support the infrastructure, management and security solutions that capitalize on this new centralized efficiency.

Within IP telephony—among the most complex and interdependent of these multi-layered applications—GTSI has VoIP and IP PBX solutions hard at work across hundreds of federal offices. For security in wired networks, we have equipped thousands of government workers and locations like yours with solutions for strong authentication and ID management, virus protection and prevention, content filtering, network and traffic monitoring and turnkey managed security solutions. As government networks increasingly extend to and consolidate such remote nodes as agricultural stations, citizen service centers and emergency management offices, GTSI has made it possible to add secure satellite and Metro Area Network infrastructure tools, VPN and firewall protections, and integrate handheld resources with the same centralized management power as your traditional fixed assets.



### PRODUCTIVITY

GTSI has over 20 years of experience bringing government information alive on a unified, uniform and easy-to-manage desktop—proprietary or open source—where data moves as smoothly as your workers. Starting with an initial audit of your productivity assets,

we can develop pinpoint proposals that address your key infrastructure and usability issues, from simple image/data capture, desktop productivity and 1:1 messaging to complex document, quality assurance, business intelligence and enterprise management systems.



## SECURITY

True department security rides on the weakest link in the weave between your organization's physical and logical capture and control assets. That's why even the best point solutions can't deliver a total picture of your security. You need a partner who can help you fulfill regulatory mandates like HSPD-12, so your knowledge workers can have single-point access to the resources and information they need, while protecting those assets they don't need.

The GTSI technical practice teams have all the professional certifications and government clearances needed to support security projects in federal, state and local government. Under a unified approach that supports both network and physical security, GTSI can help you gain intelligent control over wired or wireless connections, using devices like biometric analyzers, smart surveillance systems, perimeter/access controls and alarm networks to secure and preserve your workers, property and data.

You'll find GTSI security solutions at work in hundreds of locations across federal, state and local government, in such varied applications as public recreation, adjudication and detention facilities, power plants, hospitals, schools, university campuses and distribution networks.



## STORAGE

Storage is the crown jewel of most government organizations. It's the one asset you simply can't afford to overlook. That's why a partner whose solution architecture can cover every key component in the storage value chain—for all voice, video and data types, without proprietary boundaries—is critical.

The GTSI open storage architecture brings a best-of-suite approach to highly accessible, survivable and manageable storage. Our "stoplight analysis" technique helps you isolate each key need along your storage and information infrastructure, and then brings the industry-leading partners best positioned to fulfill your vision, delivering exactly the right combination of server and storage assets. This focused attention goes beyond symptomatic responses to your storage challenges, providing a holistic view of how your organization uses data storage—even validating solutions you may already have in place.



## A COMPLETE SUITE OF SERVICES

GTSI is uniquely positioned to support you with:

- Needs analysis and environment assessment
- Systems integration and configuration, including code load and light assembly
- Managed fulfillment across multiple products and locations
- Financial services to smooth technology refreshes and buying cycles
- Professional services, including project planning and management, engineering, implementation and training



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