



Bridging the Gap for our Customers

North Slope Borough School District

February 2023

Customer Confidential

Bridging the Gap for our Customers

Bridge Data was founded in 2012 to be a different kind of reseller. We sit on our customer's side of the table and help you evaluate solutions to meet your requirements. We recognize a common challenge for organizations muddling through the spin of manufacturers; sorting out truth from fiction.

Our approach is to invest in our customers to build relationships. Working with their technical staff to understand their needs and finding solutions that work with your environment and application.

For almost a decade, our mantra for success has been **invest in our customers, make them successful, and they will make us successful.**



Storage	Compute	Networking	Virtualization	Data Protection	Security	Cloud
						
						
						
						
						
						

Enterprise Capabilities with Small Business Agility

We work with over 90 enterprise vendors to bring the best technology to our customers.

We are a focused team that is accessible and easy to do business with – faster quotes, immediate technical help, easy and quick order processing

Methodology and Management

- I. We focus on your requirements:
 - I. We are in it for the long term.

- II. We support your team and technology
 - Monitoring and escalation
 - Remediation between multiple vendors

- III. We support the products we sell for the life of the product.
 - As needed training
 - Firmware upgrade assistance/execution
 - Monthly/Quarterly reviews

White Glove
solutions tied to
your long-term
technical and
operational goals.

Methodology and Management (cont)

Bridge Data Differences:

- Our engineers help with pre-sales, implementation, and support.
- Have a question? Hop on a call or web meeting with our engineers. Access the people you need at our organization directly.

Our core competencies include:

- Data Storage (SAN/NAS, multiprotocol, multivendor)
- Networking: LAN / WAN
- Computing Systems and HPC
- Virtualization: Server, Desktop, Storage, Network
- Archive, Backup, and Disaster Recovery
- Cloud: Azure Cloud Solutions Provider, GCP/Amazon, Cloud Networking
- Consulting and Professional Services

Charges/Costs Implementation

- BDS's rates are below:
- These are time and materials rates. If travel is required, actual travel costs plus per diem will be billed.
- We work flexibly on fixed bid, NTE, or time and materials basis.

Description	Hourly Rate
Highly qualified consultancy services	\$278
Professional project management services	\$187
Certified engineering services	\$217
Certified specialist services	\$167
Certified technician services	\$144
Equipment handling outside of standard services	\$83
Extended hour technician services rate	\$250
Third-party contractor services	\$250

Additional
services
available on
request.

Working History/Relationship

References

“Bridge Data has become a part of our team. They have spent countless hours conducting research and acquiring an understanding of our environment in order to make the best possible recommendations. *My staff trusts Bridge Data as they would trust a member of their team. That is something that is earned and then handled with respect going forward.* I can think of no other group that we would rather work with when it comes to serving the needs of our students at Bellevue College.”

-Russ Beard, Vice President, Bellevue College

“Bridge Data has been a great VAR to work with and *has always gone the extra mile for us to make sure our needs are met and interests properly represented to vendors.* We've relied on Myles with Bridge Data over the years for numerous projects ranging from a few thousand dollars in equipment to more than a million dollars and have always been satisfied.”

-Simon Hearsey, Dir Dept Computing, UW Genome Sciences



THANK YOU

YOUR TEAM

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