



At WEI,  
we're passionate about  
solving our customers'  
technology issues  
and helping them drive  
powerful business outcomes.  
We believe in challenging  
the status quo and  
thinking differently.

A lot of companies can take  
today's technology and create  
a great solution for you.  
We do more.  
We go further.

Necessity is the mother of invention.  
If an invention is what you need  
to solve an IT problem,  
we'll assemble a team of experts  
and come up with a solution for you.

**WEI** is continually looking for the most innovative ways to address the unique IT challenges of every organization we serve—from global corporations to midsize companies. We invest time, energy and technology know-how into building long-term customer relationships. The way we see it, every engagement is an opportunity to measurably improve your business by delivering leading-edge technology solutions that other IT vendors simply can't (or aren't) willing to offer.

## What Sets WEI Apart?

- ▶ We go further.
- ▶ We have a zero DOA Policy: We don't drop-ship any product. We open it, test it, and get the systems ready to deploy for you. We track the warranty.
- ▶ 24x365 support line and on-call engineers.
- ▶ We will hold customer inventory until it is needed.
- ▶ We empower our engineers with the ability and freedom to create custom business solutions, including application development.
- ▶ We maintain two training centers to provide free classes to our customers.
- ▶ First-line-of-defense hot-spares policy: We quickly respond to change by swapping a spare and then dealing with the OEM after.
- ▶ Custom online catalog capabilities.
- ▶ We offer procurement-facing ERP (enterprise resource planning) integration solutions.

### More than IT providers, we're inventors.

34% of IT professionals report their organization has an IT problem that causes lost productivity and requires a custom solution. Regardless of your industry, we can build and customize technology solutions to help you reach your goals and improve your efficiencies—and support them with services provided by the finest engineers in the business.

Whether it's developing a unique application or adding value to an off-the-shelf solution, we're adept at addressing business technology solutions creatively and cost effectively.

### A proven methodology and customized approach.

At WEI, we understand there's no "one size fits all" in IT because no two organizations have identical technology requirements. That's why we customize solutions and processes to fit your specific requirements and business goals. We understand that signing on to the latest trends and purchasing the latest "hot" products are of limited value—if they don't address what you need.

WEI sales professionals and engineers collaborate with you to match your needs and objectives to the technology that best meets those requirements, using a proprietary four-step process:

CONSULT ▶

ASSESS ▶

DESIGN ▶

IMPLEMENT ▶



## Learn from our experience— and body of knowledge.

Knowledge transfer, training and technical support are integral components of the value we offer our customers. WEI maintains a 2,500-square-foot, state-of-the-art, multimedia teaching facility where we hold seminars, workshops and training sessions on a variety of IT topics—to keep you abreast of the latest industry trends. Also housed here are a number of labs to help our customers, including:

**Proof-of-Concept Lab**, where we'll show you exactly how a solution will work for you

**Demo Lab**, where we conduct competitive "bake-offs" for our customers

**Integration and Testing Lab**

**Imaging Lab with VPN**, empowering user verification and validation prior to shipping

## We're there when you need us—your first line of defense.

You have staff and resources to meet your everyday IT needs, but what happens in an emergency? The broad range of responsive capabilities required in an outage or unexpected project, along with absolute business pressure to respond and recover quickly, may be beyond the scope of your in-house capabilities.

The WEI engineering team maintains an extensive variety of certifications and training to expertly address a wide range of potential problems. In times of need, the team convenes to respond to your request for an emergency engagement. WEI truly functions as your collaborative technology partner in a crisis ... we're with you every step of the way.

We can also act as liaison to all your solutions providers, saving you time and providing you with a single point of contact for all of your technology needs.



**We've won several prestigious designations and earned key industry awards:**

**Award-winning minority owned company:**

**Supplier of the Year – GNEMSDC;** 2012, 2015

*Nominated by Liberty Mutual and State Street Bank*

**#1 Diversity-owned business in NH;** 2005, 2006

**Supplier of the Year 2000 –** New England Minority Purchasing Council



**CRN Triple Crown Winner;** 2015

**CRN Tech Elite 250;** 2015, 2014, 2013, 2012

**CRN National Solution Provider 500;** 2015, 2014, 2013, 2012

**CRN Fast Growth 150;** 2015, 2012

**CRN VAR 500;** 2010, 2009, 2008

**Supplier of the Year**

– EMC Corporation

– Analog Devices

– Blue Cross Blue Shield of Massachusetts

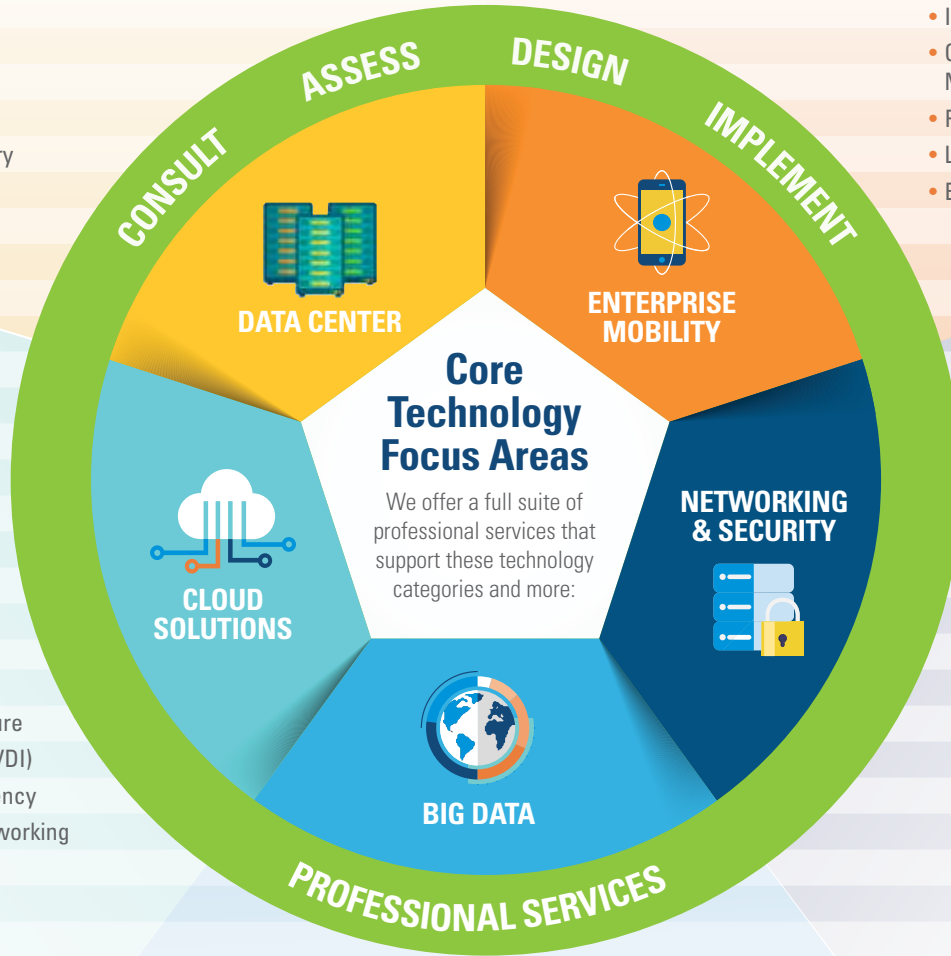
**Northeast Partner of the Year**

– Hewlett Packard

- Compute
- Storage
- Network
- Rack and Power
- Consolidation
- App Development
- Backup and Recovery
- Disaster Recovery

- IoT
- Devices
- VDI
- Identity & Privacy
- Content & Data Management
- Personal Cloud
- Location Services
- BYOD & B2B Services

- Private & Hybrid & Public Cloud
- IaaS
- BaaS
- DRaaS
- PaaS
- SaaS
- Software defined infrastructure
- Virtualized infrastructure
- End User Computing (VDI)
- Automation and Efficiency
- Software Defined Networking



- Wide Area Networking
- Campus Networking
- Firewall & VPN
- Structured Cabling
- Network-based Security
- Wireless
- UTM
- IPS/IDS
- Identity & Privacy
- Network Monitoring and Optimization
- Wireless-First Edge Networking
- Data Center Fabrics
- Network Overlays
- Network Access Control
- Application Content Delivery (ACD)

- Big Data Analytics
- MPP Engines
- Services

## Have a business tech challenge you need to solve?

Contact us today for a consultation.



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