

Cisco and Sun Product Provider

HPG Contract #500319
Minority-owned Business Enterprise

World Wide Technology, Inc.

World Wide Technology, Inc. (WWT) is a leading Systems Integrator providing technology and supply chain solutions to customers and suppliers around the world and holds the Healthtrust Purchasing Group (HPG) Contract # 500319 for Cisco Systems and Sun Microsystems products. WWT understands that today's advanced technologies, when properly planned, procured, and deployed are business solutions that reduce costs, increase profitability, and ultimately improve a company's ability to effectively serve their customers.

Healthcare Focused

World Wide Technology, Inc. (WWT) has experience in both Product Fulfillment and Professional Services for over 100 healthcare clients nationwide. In the last two years, WWT has provided our healthcare clients with over \$100 million of IT products and services. As a leading provider of IT security, unified communications, wireless and datacenter solutions, WWT professionals are well trained in a variety of areas that impact healthcare like HIPAA privacy and security regulations.

Through our experience, training, memberships in healthcare organizations and Cisco's Industry Solutions Partner Network (ISPN), WWT takes a proactive approach at understanding and offering solutions that address the business challenges that healthcare organizations face daily. When it comes to providing our customers with proven, best in breed technology solutions, WWT's Cisco Industry Solutions Partner Network designation allows WWT access to industry experts and various resources to serve our healthcare customers needs.

WWT is an Award-Winning Gold Certified Cisco Partner

WWT has been a Cisco partner since 1994 and achieved Gold Partner status in 2002. At the recent 2007 Cisco Partner Summit, WWT was recognized as the US Partner of the Year. WWT was selected from a list of 6,500 US Cisco Certified Channel Partners based on outstanding performance in the areas of customer satisfaction, revenue growth and technical leadership. WWT received a total of four awards from Cisco:

- Partner of the Year for the entire US & Canada Theatre
- Federal Direct Value Added Reseller (DVAR) of the Year
- U.S. Enterprise Partner of the Year
- Top Enterprise Partner in the South Region



WWT sells more than \$500 million in Cisco products and services annually and is ranked in the Top 5 of all Cisco Partners by sales volume. In addition, WWT is the #1 supplier of Cisco products to the U.S. Federal government.

Cisco Pre-Sales, Professional Services and Training

Pre-Sales- Our highly qualified internal Pre-Sales engineers and Inside Sales Professionals provide outstanding support in the areas of product configuration, specification and pricing. In addition the teams are kept abreast of the latest developments in Cisco technology solutions and are capable of providing guidance for product alternatives.

Cisco Authorized Training- WWT, a Cisco Authorized Learning Partner, can provide the necessary Training to optimize your network investment. In addition to offering baseline training covering Cisco core technologies, WWT specializes in advanced technology training in areas such as security, IP communications, storage networking and wireless LAN.

Cisco Professional Services – With more than 100 Cisco certified engineers and more than 500 technical certifications, WWT offers professional, specialized IT services provided by knowledgeable, skilled individuals dedicated to customer service, timely execution and the development of cost-effective solutions. The services offered by our team span the entire supply chain lifecycle from planning through fulfillment. Our team of skilled engineers maintains certifications from Cisco and meets continuing education requirements to ensure we provide the latest in technology solutions and create true business value.

Planning and Design – Our Professional Services team employs a simple, but effective, top-down approach to network planning and design. Customer business and enterprise application needs are identified prior to design and implementation in order to ensure the appropriateness of a final network solution.

Implementation – Our team of OEM-certified equipment installation experts works in unison with our program management team to deliver complete implementation services designed to have our customers on-line as quickly and cost-effectively as possible. At WWT, we strive to understand our customers' unique business goals so that we may develop an implementation plan specifically designed to meet their needs

WWT is a Sun Datacenter Elite and Storage Technology Elite Partner

Authorized in 1992 as a Sun Microsystems (Sun) reseller, WWT received accreditation from Sun in 1997 as a Strategic iForce Partner and is now a Datacenter Elite and Storage Technology Elite Partner. Sun recognizes WWT as a partner who has made extraordinary investments in a Sun business model and has made a significant investment in building a Sun-certified professional services staff. WWT continues to acquire Sun product expertise and maintains a full range of capabilities in implementing Sun solutions.



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