

## CORPORATE CAPABILITIES STATEMENT

Vanguard Computers, established in 1982, is a certified Woman and Minority Owned Small Business, providing complete IT lifecycle and technology services for large Corporations, Federal, State and Local Governments and Higher Education and K12 Schools. With over 100+ years of leadership experience finding and developing effective IT Lifecycle solutions from cradle to grave, our continuous desire for improvement, process and innovation backed with our financial stability allows for the flexibility and scale of any size organization and project.

### Core Competencies

Over the past 35+ years, Vanguard has evolved into a leading IT Hardware and Logistics Services Provider offering:

1. Complete IT Lifecycle; asset management, logistics, deployment, refresh and End of Lease Services.
2. IT Hardware configuration, sourcing, procurement, bid/contract, pricing optimization. HP Managed Print Supplier and Solutions, Managed Device as a Service Provider.
3. Project Management
4. Vanguard Asset Management Solutions
5. Fleet Maintenance, Manufacturer Warranty Repair and Refresh
6. Leasing Expertise including financial analysis, optimization and documentation review.
7. Computer, Laptop and technology rental programs.

### NAICS / NIPG Codes

- 423430 Computer and computer peripheral
- 532420 Office machinery and equipment rental and leasing
- 811212 Computer and office machine repair
- 541519 Other computer related services.

### Contact Information

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### Current Primary Customer Market Segments

1. **UTILITIES** - Providing IT equipment procurement, full deployment and lifecycle services of 16,000 assets, to 400+location for 15+years.
2. **HEALTH INSURANCE** - Providing IT equipment procurement; full deployment and life-cycle services to multiple locations in the Midwest and MidAtlantic regions of the US.
3. **PROFESSIONAL SERVICES** - Providing IT equipment of a flexible deployment rental solution to support event and marketing management across a wide spectrum of industries throughout the U.S. and abroad.
4. **STATE GOVERNMENT** - Computer Equipment and Related Services Contract since 2011 for all State Agencies - contract value is approximate \$30 million spend per year.

### Differentiators

1. Customizable and tailored IT Lifecycle, Deployment, end of life/lease services.
2. Cloud-based Asset Management Solutions that deliver essential data into the hands of decision makers.
3. PMP accredited staff to act as your Project Manager overseeing large scale technology implementation.
4. Vanguard's experienced procurement professionals support multimillion-dollar contracts over extended years with multiple renewals.
5. Financial analysis of IT objectives with deployments while providing true economical financial options for budgets and guidance with the process and flow of leasing transactions.

### Certifications

- Woman Owned Small Business (WOSB)
- Economically Woman Owned Small Business (EDWOSB)
- Woman Owned Business Enterprise (WBE) – Wisconsin
- Minority Business Enterprise (MBE) – Wisconsin
- Women's Business Enterprise (WBE) – WBENC
- Small Disadvantaged Business (SDB)