

We Go Further

Solving technology issues,
driving business outcomes.



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

WEI continually looks 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 cannot (or will not) be willing to offer.

WHAT SETS WEI APART?

- ◆ 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.
- ◆ 24 x 365 support line and on-call engineers.
- ◆ We 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 hotspares 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.

Worldwide spending on digital transformation is projected to reach nearly \$2 trillion in 2022, achieving a five-year compound annual growth rate of 16.7%. 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 closely collaborate with you to match your needs and objectives to the technology that best meets those requirements, using a proprietary four-step process:

ASSESS

CONSULT

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 & TESTING LAB

Reduce DOA percentage, decrease revision/version management, keep track of solution complexity

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 a 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 key industry awards and earned many prestigious designations.

Award-winning minority owned company:

National Supplier of the Year - NMSDC

– Nominated by Blue Cross Blue Shield MA

Supplier of the Year - GNEMSDC

– Nominated by Liberty Mutual, State Street Bank and Blue Cross Blue Shield MA

#1 Diversity-owned business in NH

Innovator of the Year - CVS Health



3-Time CRN Triple Crown Winner

CRN Tech Elite 250

CRN National Solution Provider 500

CRN Fast Growth 150

Supplier of the Year

– EMC Corporation
– Analog Devices
– Blue Cross Blue Shield MA

National Partner of the Year

– Hewlett Packard Enterprise

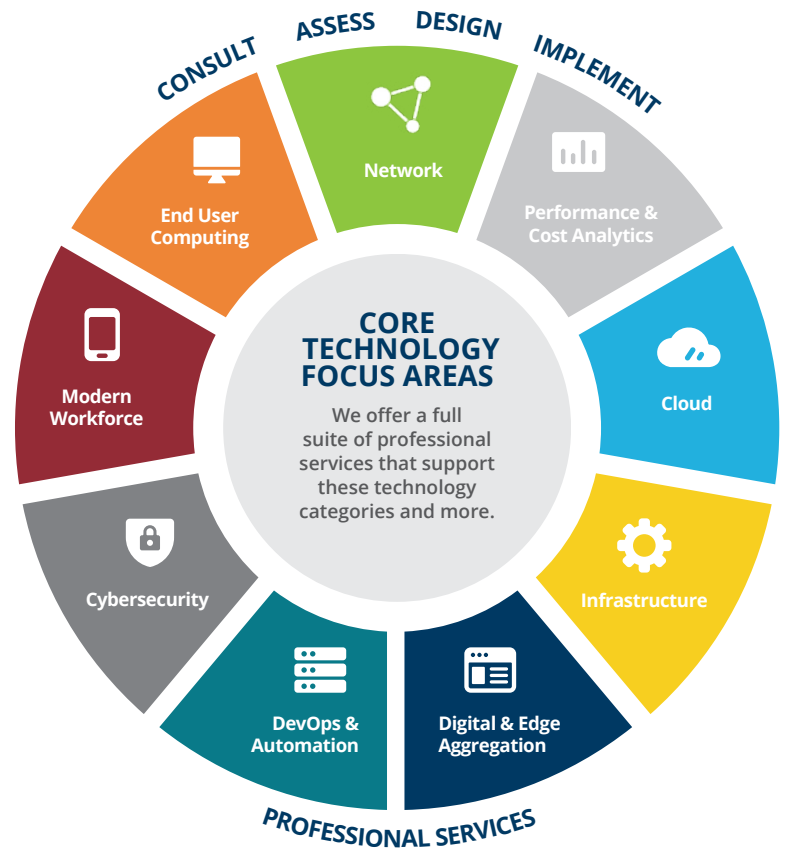
Northeast Partner of the Year

– Aruba Networks

Have a business tech challenge you need to solve? **Call us.**

Expert Certifications

- Aruba Mobile First Expert (AMFX) Hall of Fame
- Aruba Certified Mobile Expert (ACMX)
- Aruba Certified Design Expert (ACDX)
- Aruba Certified ClearPass Expert (ACCX)
- Cisco ACI Field Engineers
- HPE Master Accredited Solutions Expert (MASE)
- Microsoft Certified Engineers (MCSE)
- VMware Certified Design Expert (VCDX)
- VMware Certified Implementation Experts (VCIX)
- Certified Kubernetes Developer (CKD)
- Certified Kubernetes Administrator (CKA)
- Red Hat Certified Engineer (RHCE)
- Azure Solution Architect Expert



Solutions and Services

Cloud

- Cloud Computing
- Cloud Management
 - Cost Optimization
 - Best Practices
 - Lifecycle Management
- Application Development
- Cloud Migration
- End Points In Cloud

DevOps & Automation

- Container Technology
- Infrastructure as Code (IaC)
- Cloud Management Platforms
- Automation
- Lifecycle Management
- Implementation

Network

- Network Infrastructure
- Network Access
- SD-WAN & WAN
- Data Center Networking
- Campus Networking

Cybersecurity

- Cloud Security
- Network Security
- End Point Security
- IoT Security
- Application Security
- Identity and Access Management
- Risk & Compliance
- Disaster Recovery
- SD-WAN
- SIEM
- SASE
- ZTNA
- SOAR

Modern Workforce

- Hybrid Environment
- Remote Environment
- IoT
- Mobile App Development

Digital & Edge Aggregation Services

- Colocation
- Public Cloud
- Connectivity
- FinOps
- Managed Services

Infrastructure

- HCI
- Data Center Consolidation
- Storage
- Compute
- Colocation planning and deployment
- Backup & Recovery
- Data Center Cable Management

Performance & Cost Analytics

- Network Performance
- Cybersecurity
- Cloud Management
- Lifecycle Management
- Cloud Cost Optimization

End User Computing

- Mobile device management
- VDI
- Profile management
- Apps anywhere