



Your success
is our success

We go above and beyond to get you there.



WEI Solutions

For more than 30 years, WEI has served as an award-winning technology solutions provider focused on achieving real business outcomes for its customer base. While our scope of services and solutions may change, we continue to invest in customer success with an unmatched commitment to customer satisfaction. With a focus on quality over quantity, WEI routinely designs and builds successful, multi-platform solutions for medium and large enterprises.

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 do not offer. WEI works closely with clients to integrate a custom-tailored corporate strategy where new technologies are at the forefront. Our expanding portfolio of earned technology certifications ensures that our potent engineering team will solve your technology challenges while keeping your business values front and center.



Cloud Solutions

To WEI, cloud solutions means a lot of things. Ultimately, we organize our agnostic cloud solutions by cloud management platforms, lifecycle management, apps anywhere, and infrastructure. To some, the value for cloud-based models is in the management flexibility. To others, it is a financial model. You could also value the quick provisioning and time to market. Some companies are concerned about the lack of control and security in cloud-based IT service delivery, and therefore value private and hybrid cloud solutions more than a public cloud model.

The perfect fit is different for every enterprise. Whatever the organizational or technology preference is toward cloud services, WEI's cloud solutions will establish the best strategies, technologies, and policies for an optimized cloud plan that not only works today, but well into the future.

Whether it is on-premises, in the cloud, or as a hybrid solution, WEI understands that networking, security, performance, cost and analytics are all factors to achieve a successful cloud stack. We are your trusted, independent source to help vet cloud technologies as they best suit your enterprise.



DevOps & Automation

DevOps continues to drive competitive value across industries, and enterprises need best practices for delivering operational improvements quickly, proactively, and without additional manual work. Automation empowers organizations to maximize the full benefits of all that cloud platforms and technologies do to empower your DevOps initiatives and digital transformation.

Enterprise businesses across many industries are increasingly becoming software companies themselves. Automation and AI play a significant role in not only the success of DevOps, but also your digital transformation business objectives.

Where do you stand in your DevOps and automation journey? WEI's team of engineers have hands-on experience with solutions powering and optimizing DevOps, automation, and hybrid cloud environments.



Network

A hired employee is an investment. That means the intent of your every employee must align with that of the company itself. If your company is allocating greater investments towards technology integration, shouldn't your network be aligned to the needs of the business as well?

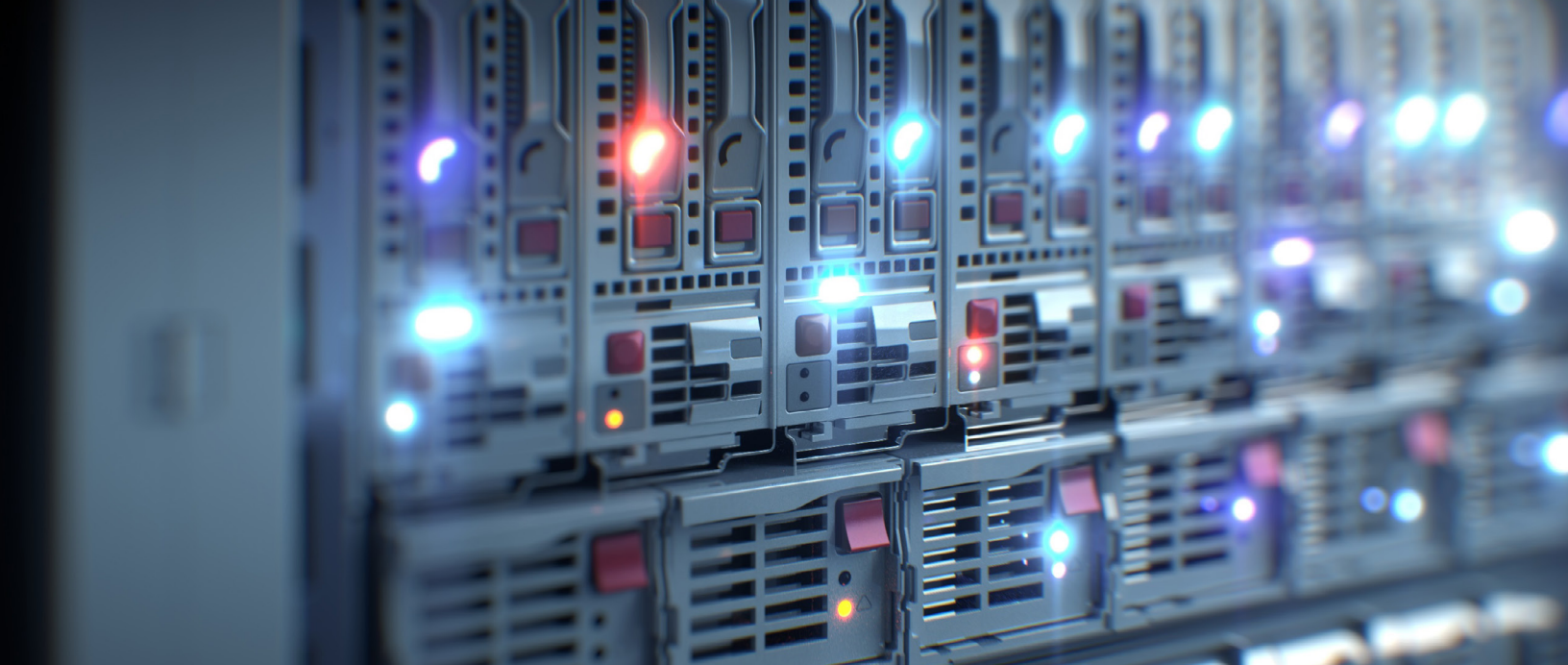
In today's enterprise, the network not only provides connectivity, but also provides a competitive advantage by enabling them to successfully deploy today's current data center technologies. It also allows customers and employees to access the enterprise from anywhere, anytime while providing better automation and security through software-defined hardware.

WEI provides a holistic and software-defined approach to networking by providing solutions for the data center, campus, mobility, and WAN. Evolving business requirements and the increasing need for more bandwidth, security and automation necessitates that businesses periodically evaluate their current network infrastructure and requires continuous optimization to meet those needs. WEI helps customers understand these issues by performing specific and overall network assessments.



Cybersecurity

Yes, the digital world can be a forbidding place. That's why it's time to be proactive in protecting your data. In a recent WEI study, 51% of IT decision makers indicated 'security and compliance concerns' as a top driver of digital transformation. These concerns will only increase as time marches on.



The layers to a viable cybersecurity solution are many as we are dedicated to three facets of a viable security strategy: Prevention, detection, and response. Our engineers dig deep through a myriad of cybersecurity resources to make sure the solution is not only the right fit for your organization, but is an optimized and agile one as well. Whether you are spending too much on cloud security or remain focused on the wrong threats within network security our team will assess your current state and identify hidden vulnerabilities.

WEI provides enterprises with increased visibility at all touch points of the IT estate, and that includes the edge and applications within the data center. From there, our seasoned specialists develop and implement the best cybersecurity technology required for your most vulnerable areas. This increase in visibility helps identify non-secure areas that went undetected for far too long.



Modern Workforce

While some employees remain fully remote, even more have transitioned into a blend of in-person and virtual work. This means IT support teams everywhere must deliver a streamlined and secure experience for both hybrid and remote workforces. Thankfully, IT leaders can count on WEI to identify which digital tools best facilitate a frictionless experience for those working in the office, at home, or at the café down the street. One login, one password, and one experience is the modern workforce standard.

The right technical solutions support a smooth transition to hybrid work, and can enhance productivity and minimize downtime. Employees need digital tools that enable them to communicate and collaborate regardless of location.



End User Computing

What is your organization's ability to work from anywhere? Expectations for productive operations are high for any laptop, desktop, tablet or smartphone device you choose to work with. As employees take charge of a more autonomous experience in the workplace, enterprises must adjust to an environment that has never been more widespread or mobile.

Your organization has the difficult task of meeting these end-user needs without violating enterprise security protocols or compromising confidential data. WEI can help you with your end user computing solutions.

WEI's experience, strategies, and tools will help you navigate, streamline and automate your end user computing balancing act. The end result? Confidence in your own iron-clad enterprise safeguards and a bevy of satisfied and productive end users.

WEI Solutions, cont.



Infrastructure

Flexibility is everything when it comes to modernizing enterprise infrastructure. In a software-defined world, your enterprise environment must be fully realized for storage, networks, and data centers. Give your IT personnel complete control of how IT workloads are distributed to maximize the potential of your infrastructure deployments.

Getting the infrastructure just right to support your most demanding applications is part art and part science. WEI can help you strike the right balance when it comes to one of the most crucial parts: The virtual and physical compute/server elements most responsible for rapid-fire processing.

WEI helps companies simplify and streamline complex data center issues, both existing now and potentially in the future, by identifying the right infrastructure. Data center infrastructure has many layers and even more moving parts. From virtual operations to private cloud and its underpinning hardware, WEI is there with the latest architectures and best practices to ensure highly efficient data center operations. Whatever the data center project, whatever the application need, WEI experts combine best-of-breed solutions with deep field knowledge for the success and transformation of the data center environment.



Performance & Cost Analytics

Sizing, selecting, and configuring the best technology for a company is only part of the equation at WEI. It's time to start making sense of the IT metrics you could use to not only manage your IT personnel, but to better the efficiency of your environment and its end users.

With accurate data, an enterprise's true performance potential can be identified and realized. For our team to guide your enterprise to long term success, uncovering this data means identifying the costly pain points of today for a profitable tomorrow. We can help you understand and select the many metrics available at your disposal while also discover and act upon previously unidentified insights and leakage.



Digital & Edge Aggregation Services

Customers at WEI have put their trust into the hands of our proactive advisors for simplifying what works best for their IT infrastructure and digital transformation journeys. Whether it is public cloud, colocation, connectivity, FinOps, or managed services, WEI can develop a roadmap to get you to your digital transformation goals in a cost effective way.

As a member of your team, we walk you through the data-driven decision-making process for solutions critical to your IT infrastructure. We work with a wide range of expert service providers and know how to tap into their specific offerings to create the optimal solution for you. Whether you need to move data centers, require a percentage of public cloud consumption, deploy mission-critical workloads, or deliver greater operational efficiency and ROI, WEI Digital & Edge Aggregation Services will guide you to a successful solution and hold the provider accountable well after the ink is dry.



WEI Services

Companies require a partner to provide the best cutting-edge solutions available, but they also expect a partner to offer the best services required for implementation and operation. From assessment all the way through fine tuning and adoption into production, WEI offers services to help projects run smoothly.

Consultation & Strategy

Technology solutions can help overcome business challenges and lead to competitive advantages. Yet, staying informed of the latest developments and trends can be a daunting challenge for an IT organization already tasked with completing their primary mission each day: The need to deliver information to users in the way they need it.

WEI functions as a platform-agnostic technology partner with certified subject matter experts that are ready to collaborate and help you build your plans and strategies. WEI consultants will help you explore your next generation of technology by conducting product briefings, proofs of concept, arranging demos, and meeting with your team to size, design, budget and plan for your next technology cycle.

Assessment

Very often, an assessment is the first step in discovering a need or developing a path to a desired outcome. WEI subject matter experts perform assessments to help you develop a clear understanding of the road ahead. Assessments include but are not limited to: wireless infrastructure, security, power and environment, cloud readiness, backup and recovery, mobility, storage, network, and virtualization environment.

In all cases, WEI will deliver findings and recommendations from relevant assessment data. Contact your WEI team to see if an assessment is right for you, and to discover if there may be funding in place to subsidize or eliminate the cost of your assessment.

Solution Design & Implementation

Seamless implementations require effective assessments, planning and execution by an experienced team that delivers projects on time and on budget. WEI team members see new solutions all the way through to final implementation, including any training needed for complete customer understanding of the new technology.

Even on an ongoing basis, when changes to your environment are inevitable but hard to schedule, the 24/7 WEI technology team is there to help with decommissions, new installs, equipment moves and upgrades of all kinds.

Project Management

Large discount warehouses and distributors don't have the hands-on approach required to deliver customized solutions. Having a box show up on your dock with your new technology inside is not a valuable model. The WEI methodology includes all of the steps needed to make sure your solution is exactly the way you need it, and that it's ready to operate on the day it arrives.

Integration - All parts and interoperating equipment is integrated at WEI's integration center. All special requests are accommodated, including: OS versions, image loading, firmware revisions, extended burn-in testing, special cabling, and many other steps designed to optimize performance.

Staging - Equipment can be staged and powered on for extended periods of time when required (Data Centers being built out, moves, etc.). WEI can provide access remotely or onsite for customer-involved fine tuning and testing. Additional hands-on training can be conducted at this time.

WEI Services, cont.

Rack & Stack - Full solution stacks can be built out and delivered as complete, integrated cabinets. This process includes racking of all gear, complete cabling based on desired structured cabling schemes and best practices, and full power and interconnectivity testing. The complete cab will be labeled to custom specifications as needed.

Technical Services - Additional technical configuration needs can be added including loading IPs, adding OSs, naming and labeling servers, and configuring any logical components of the solution stack.

Surveys, Asset Tracking, and Reporting – All equipment that goes through the WEI integration center is surveyed and a capture is done of all configurations and layouts, serial numbers, firmware levels, revision levels, and warranty start and stop dates. All of that data is archived and can be delivered to the customer in any desired format including customized reports or secure online portals.

Staff Augmentation

WEI has long prided itself on developing custom-tailored technology solutions, but we also realize that IT support teams may not always have the in-house personnel required to meet each solution's potential. Eventually, IT leaders miss the mark on meeting identified business objectives.

WEI has carefully crafted a flexible augmentation service that allows utilization of a vast pool of skilled technical resources from one day to one year. This cost-effective strategy simplifies the contracting process and offers you easy access to a broad range of technical skills that are getting harder to find. Filling these positions will help speed the efficiency of project development, and in the end, your team will be thankful.

Certifications With The World's Top Technology Leaders

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

Knowledge Transfer and Training

To ensure that a new solution is just right for an organization, WEI engages in customized pre-sales and post-sales technical training.

Pre-Sales

During the design phase, when the final architecture of the solution is still being determined, it is often necessary to conduct briefings for different stakeholders on the IT team. This may involve trainings for individual components, software used, management consoles, or user interfaces. In this way, the team can learn more about the solutions being considered, and a perfect fit can be selected based on the proficiencies and preferences of the ultimate support team.

Post-Sales

Once a solution is selected and delivered, WEI does not consider the engagement to be over until the customer is comfortable with all aspects of the operation of the technology, and how it fits into their environment. Subject matter experts will conduct Knowledge Transfer sessions at WEI's Knowledge Transfer Center, or at the client facility, with the goal of streamlining the deployment process and decreasing time to market.

Professional Certifications

- AWS Certified Solutions Architect- Professional
- Cisco Certified Design Professional (CCDP)
- Cisco Certified Network Professional Route/Switch, Wireless, Security,
- Data Center, Cloud (CCNP)
- Dell Certified Professional- Server/Storage/Networking
- Fortinet Networks Security (NSE-7)
- HPE Master Storage/Server/Networking Professional (ASE)
- Nutanix Certified Professional (NCP)
- Nutanix Certified Advanced Professional (NCAP)
- VMware Certified Advanced Professional (VCAP)
- Project Management Professional (PMP)
- Red Hat Certified Administrator (RHCA)

...just to name a few!



B2B Services (eCommerce)

WEI utilizes several strategies to optimize the corporate procurement experience. WEI in-house developers create customized and dedicated e-commerce solutions which help automate the buying cycle and which make it easier for users and business units to search for and requisition what they need.

WEI custom solutions use “Punchout”, Open Catalog Interface (OCI) and Electronic Data Interchange (EDI) technologies to leverage established and negotiated pricing in order to enable catalogues, self-service portals, fast shopping cart transfers, budgetary pricing searches and project-based ordering.

Additionally, WEI develops customized, configure-to-order tools which allow anyone within the organization to create valid server, storage and networking configurations. Lastly, WEI can develop role-based access solutions providing restricted content and commodity code access, only to specific groups and users.

Ask to see examples of WEI's ticketing systems, dashboards, asset tracking tools, EDI automation, catalogues, and customized B2B portals.

Reporting and Operations

Sizing, selecting, and configuring the best technology for a company is only part of the equation at WEI. WEI wants to not only deliver “what” their client's want, they want to deliver it “when” their clients want it and “how” they want it, too. For that reason WEI remains committed to investing in operational processes that are customized for a client's organization. When IT acquisition and adoption are streamlined, a team can focus on more important things—like innovation and tackling the needs of their business units.

Reporting

The next step to ensure that IT acquisition and adoption is seamless and streamlined is to properly communicate all needed information in a timely fashion. For smaller accounts or individual orders, detailed reports and communications will keep the client constantly briefed on progress from the beginning of the procurement stage all the way through to final shipment. For larger accounts with more frequent orders, customized portals and dashboards are developed which allow for real-time, accurate views of inventory levels, work in progress, ship times, and tracking information. Individualized reports, developed in collaboration with the client team, will deliver the precise information needed, in exactly the timeframe and method preferred.

Operations

Even before the equipment arrives at WEI, the client will receive constant updates on lead times and milestone dates for the project. Once equipment arrives at WEI's integration lab the technical staff will build the solution stack exactly to your specifications. From the physical layout, to drivers, to firmware and bios, all the way through to exact cabling and labeling, the equipment will be built exactly the way the client wants it. All connected components, including multi-vendor solutions, will be thoroughly tested for interoperability and proper performance. Finally, all serial numbers will be surveyed and recorded with warranty start and end dates for historical reference. This comprehensive procedure is done every time, for both small and large orders. An assessment is right for you, and to discover if there may be funding in place to subsidize or eliminate the cost of your assessment.

