

## Netarx At A Glance

### Mission

Netarx helps our customers transform and accelerate their business through Collaboration and Data Center technologies. NetCare Managed IT Services help our customers benefit from these technologies more affordably and with higher quality.

### Vision

Transforming Business Through Technology

### Founded

January 1997

### Headquarters

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Auburn Hills, MI 48326

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### District Offices

Columbus, OH  
Lansing, MI  
Phoenix, AZ  
South Bend, IN

### Management Team

Sandy C. Kronenberg	Principal
D. Duane Tursi	Principal
Michael Souders	President & Chief Operating Officer
Eric Tilds	Vice President, Legal & Administration
Al Wise	Vice President, Managed Services
Dirk Kjolhede	Controller
Craig J. Perry	Director of Human Resources

### Technology Practices

-  Collaboration
-  Data Center Services
-  NetCare Managed IT Services
-  Infrastructure & Media

## Alliance Partnerships

### Cisco Gold Certified Partner

- ✘ Authorized Technology Partner - Data Center Unified Computing
- ✘ Authorized Technology Partner - Unified Contact Center Enterprise
- ✘ Authorized Technology Partner - Customer Voice Portal
- ✘ Master - Managed Services Channel Partner (MSCP)
- ✘ Cloud Services Managed Services Channel Partner
- ✘ Unified Communications Managed Services Channel Partner
- ✘ Advanced Unified Communications Specialization
- ✘ Advanced Security Specialization
- ✘ Advanced Routing & Switching Specialization
- ✘ Advanced Wireless LAN Specialization
- ✘ Advanced Data Center Storage Networking Specialization
- ✘ Advanced Data Center Networking Infrastructure Specialization
- ✘ Virtual Computing Environment (VCE) Authorized
- ✘ Digital Media System (DMS) Authorized
- ✘ Customer Satisfaction Excellence

### EMC Advantage Velocity Reseller

- ✘ Advantage Authorized Services Network (ASN)

### HP Enterprise Authorized Reseller

- ✘ PartnerONE Elite Authorized Reseller
- ✘ ProCurve Elite Specialist Partner
- ✘ SMB Elite
- ✘ Authorized Service Provider (ASP)

### Microsoft Gold Certified Partner

- ✘ Midmarket Solutions Provider Competency
- ✘ Mobility Competency
- ✘ Desktop Competency
- ✘ Server Platform Competency
- ✘ Identity and Security Competency
- ✘ Small Business Specialist Competency
  - Network Solutions Capability
  - Business Productivity Solutions Capability
- ✘ Learning Competency
- ✘ Unified Communications Competency
- ✘ Virtualization Competency
- ✘ Systems Management Competency
- ✘ Business Value Planning Services
- ✘ Exchange Deployment Planning Services

### VMware VIP Enterprise Partner

- ✘ VMware Authorized Consulting Partner (VAC)
- ✘ Service Provider Partner
- ✘ Solution Provider Partner
- ✘ Infrastructure Virtualization Competency
- ✘ Business Continuity Competency
- ✘ Desktop Virtualization Competency

Citrix Silver Partner  
 Crestron Authorized Dealer  
 Industry Weapon Authorized Reseller  
 ISI Software Authorized Reseller  
 Liebert Gold Partner  
 LifeSize Direct Reseller  
 NICE Authorized Reseller  
 RSA, The Security Division of EMC - Access Reseller  
 S2 Security Corporation Authorized Reseller  
 Sagem-Interstar Gold Partner  
 Siemon Certified Installer  
 Trend Micro SecureOne Partner  
 Websense Silver Partner

### Industry Certifications

- ✘ Cisco Certified Internetworking Expert (CCIE)
- ✘ Cisco Certified Voice Professional (CCVP)
- ✘ Cisco Certified Design Professional (CCDP)
- ✘ Cisco Certified Network Professional (CCNP)
- ✘ Cisco Certified Security Professional (CCSP)
- ✘ Cisco Certified Design Associate (CCDA)
- ✘ Cisco Certified Network Associate (CCNA)
- ✘ CCNA - Voice
- ✘ Cisco Firewall Specialist
- ✘ Cisco IDS Specialist
- ✘ Cisco IOS Security Specialist
- ✘ Cisco Security Sales Specialist
- ✘ Cisco VPN Specialist
- ✘ Cisco IP Contact Center Express Specialist
- ✘ Cisco IP Telephony Design Specialist
- ✘ Cisco Unity Support Specialist
- ✘ Cisco Storage Networking Support Specialist
- ✘ Cisco Storage Networking Solutions Design Specialist
- ✘ Cisco Data Center Application Services Design Specialist
- ✘ Cisco Data Center Application Services Implementation Specialist
- ✘ Cisco Data Center Storage Networking Sales Specialist
- ✘ Cisco Data Center Storage Network Implementation Specialist
- ✘ Cisco Wireless LAN Design Specialist
- ✘ Cisco Wireless LAN Support Specialist
- ✘ Cisco Sales Expert (CSE)
- ✘ Cisco 4011 Training Standard
- ✘ Citrix Certified Administrator (CCA)
- ✘ Citrix Certified Sales Professional (CCSP)
- ✘ Citrix Certified Enterprise Administrator (CCEA)
- ✘ EMC Implementation Engineer (EMCIE)
- ✘ EMC Professional Associate (EMCPA)
- ✘ EMC Technical Architect (EMCTA)
- ✘ EMC Sales Accreditation (EMCSA)
- ✘ EMC Systems Engineer Accreditation (EMCSE)
- ✘ HP Enterprise Solutions Sales Professional
- ✘ HP ProCurve Sales Consultant
- ✘ HP ProCurve Sales Professional
- ✘ LifeSize Technical Expert
- ✘ LifeSize Technical Professional
- ✘ Microsoft Certified Professional (MCP)
- ✘ Microsoft Certified Systems Engineer (MCSE)
- ✘ Microsoft Certified Database Administrator (MCDBA)
- ✘ MCITP: Enterprise Messaging Administrator 2010
- ✘ MCITP: Server Administrator
- ✘ Microsoft Certified Technology Specialist (MCTS): Microsoft Exchange Server 2010
- ✘ MCTS: Windows 7 Configuration
- ✘ RSA SecurID Sales Specialist
- ✘ Siemon Certified Designer/Installer
- ✘ Tandberg Technical Certification
- ✘ Trend Micro Certified Sales Representative
- ✘ VMware Certified Professional (VCP)
- ✘ VMware Sales Professional (VSP)

## Honors & Awards

Metro Detroit 101 Best and Brightest Companies to Work For  
(2010, 2009, 2008, 2007, 2006, 2005)  
CRN VAR 500 Distinction (2010)  
CRN Fast Growth 100 - #19 Distinction  
Inc.500's 5000 Fastest Growing Companies (2010)  
Crain's Detroit 40 under 40  
Michigan 50 Companies to Watch in 2009  
Best Workplace in Michigan 2008  
Future 50 of Greater Detroit (2006, 2005, 2004, 2003)  
Metro Detroit 101 Best and Brightest Companies to Work For Elite Small Business (2009)  
Ernst & Young Entrepreneur of the Year Finalist

## Client Testimonials

“As our network has become the core of all our communications as well as hosting high-visibility applications for our clients, we needed to view our network operations from an enterprise perspective. Our network technology refresh project with Netarx has created a highly-available infrastructure that is extensible for all future needs as well as immediate ones. Managing technology lifecycles, administration and cost-of-ownership was a primary concern in our strategy. We chose Netarx to implement, help administrate, support and guide us forward as they have proven to us their commitment to the technologies and to their customers.”

**Tim Lamb, IT Manager, J.R. Thompson**

“Netarx’ contribution to Incoe has since moved well beyond being a simple vendor to become a true technology partner involved in many facets of our IT structure. I believe that Netarx will make a valuable addition to any organization that they may partner with. Their technical ability and professionalism far exceeded my expectations and I would make the same choice again.”

**Charles Stitman, IT Manager, Incoe**

“Making a decision on a new phone system was by no means an easy one. There are so many manufacturers to choose from, and then when you decide on a brand, you’re faced with the decision of which partner to use. Not to mention we were under great time constraints to decide on a phone system and get it installed. Fortunately TNT EDM works with IOS Consulting, Inc. and they recommended that we utilize Netarx because of their unmatched engineering team and their reputation as a Cisco VOIP integrator.

I visited the Netarx facility for a live demonstration to see if the Cisco phone system would perform as we liked before we made the final decision. We were not only impressed with their state-of-the-art facility displaying video conference calling, Meeting Place and all facets of the Cisco solution, but also with their ability to answer all of our questions in a timely fashion in terms we could understand.

The decision became clear that Netarx was the Cisco Unified Communications solution provider that TNT EDM wanted to work with. Netarx then helped us find a financing option that suited TNT-EDM and we mapped out an aggressive time line for installation. Netarx exceeded our expectations for installation, training and follow up. Netarx is unrivaled in their technical resources, staff, and professionalism.”

**Chris Skinner, IT Director, TNT EDM**