



Multiply the benefits.

Subtract the complexities.

Add it up.

Forsythe + Partners =

**The Partnership
Advantage**

Forsythe +



= The Partnership Advantage

Today's IT marketplace presents an unprecedented array of technology products and solutions – along with unprecedented complexity for the data center. The reality facing IT decision-makers is that it takes a mix of technologies from a variety of manufacturers to support specific business goals. Forsythe understands this and is uniquely positioned to provide you with integrated solutions that deliver the business value of IT. Our strong network of partner relationships allows us to help you understand the latest technologies, recognize their impact across your enterprise, and adopt solutions that complement your unique environment and infrastructure.

Forsythe marshals the full power of our integrated solutions model to provide you with a single point of contact for technology evaluation, acquisition, and deployment. Our IT advisory solutions are designed to help you assess your environment in the context of your business objectives, and identify process and technology gaps. We have a staff of fully certified product specialists and solution architects across a wide range of manufacturers and technologies to design solutions that address these gaps. And, we provide services to help you manage your IT acquisitions and infrastructure, including financing and portfolio management.

Forsythe's integrated IT infrastructure solutions combine the strength of our technology expertise with best-of-breed systems, software, and services from our valued partners. Our relationships and our vendor-independent approach ensure that you receive the very best IT solution to support your business goals.



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Partner Since 2005

Partnership Level

Strategic Alliance Partner

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Legendary Reliability®

Partner Since 2002



DATA CENTERS ON DEMAND

Partnership Level

InfraStruXure Solutions Partner

Certifications

APC Authorized Specialist

APC Sales Professional

APC Design Professional



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BROCADE

Partner Since 1999



Partnership Level

Elite Fabric Integrator

Certifications

Brocade Certified Fabric Professional (BCFP)

Brocade Certified SAN Designer (BCSD)

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Check Point™
SOFTWARE TECHNOLOGIES LTD.

Partner Since 1997



Partnership Level

Platinum Partner

Authorized Training Center

Certifications

Check Point Certified Security Administrator (CCSA)

Check Point Certified Security Expert (CCSE)

Check Point Certified Security Instructor (CSI)

Check Point Security Expert Plus (CCSE Plus)

Check Point Service Provider – Authorized Training Center



BROCADE



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Partner Since 1995



Partnership Level

Gold Partner

Certifications

Cisco IPCC Enterprise Advanced Technology Partner
Cisco MeetingPlace Advanced Technology Partner
Cisco IP Telephony Services Specialization
Advanced Wireless Specialization
Advanced Unified Communications
Advanced Security Specialization
Master Brand in Unified Communications
Master Brand in Security

Highlights

2004 US Service Partner of the Year
2005 US Service Partner of the Year
Consistently ranked among Cisco's top ten national partners for overall volume
Achieved significant growth in Cisco business from 2005 to 2006 (51% growth)
First partner to offer free onsite trials and training for WAAS and MeetingPlace



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Partner Since 1997



Partnership Level

National Gold Partner

Certifications

Citrix Certified Enterprise Administrator (CCEA)
Citrix Certified Administrator (CCA)
Citrix Certified Sales Professional (CCSP)
Citrix Certified Instructor (CCI)



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Partner Since 2005

Partnership Level

Authorized Reseller

Certifications

DataFort Certified

Highlights

One of only two national partners with Decru DataFort delivery capabilities

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Partner Since 1990



Partnership Level

Velocity Signature Partner

Certifications

EMC Authorized Services Network (ASN) Member

EMC Implementation Engineer

EMC Storage Administrator

Highlights

Largest EMC reseller in the US

North American Partner of the Year: 2005

Highest Volume Centera Partner in the US: 2006

Only US-based Signature Partner with both EMC and RSA reseller agreements

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Partner Since 2002

Partnership Level

Gold Partner

Certifications

- F5 Product Consultant – Local Traffic Management (F5PC – LTM)
- F5 Product Consultant – Global Traffic Management (F5PC – GTM)
- F5 Product Consultant – FirePass Remote Access (F5PC – FP)
- F5 Systems Engineer (F5SE)



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Partner Since 1992



Partnership Level

- HP Platinum Business Partner
- HP OpenView Elite Partner
- HP NSS Elite Partner
- HP BCS Elite Partner
- HP Linux Elite Partner
- HP Blade Elite Partner
- HP ProCurve Elite Partner

Certifications

- HP/Compaq ASE
- HP 9000 Platinum Level
- HP OpenView
- HP StorageWorks
- HP Superdome Platinum Level
- HP Blade Certified

Highlights

- HP OpenView Summit Award for Outstanding Sales Performance: 1998-2005
- HP OpenView Crystal Award for Best Network Management Solution: 2003
- HP OpenView Spirit Award: 2004
- One of three national partners with the capability to sell the entire suite of HP products, including Mercury and Openview, the complete enterprise product line, and all industry standard components.



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Partner Since 2002



Partnership Level

Platinum Partner

Certifications

Universal Storage Platform (USP) Certified
Adaptable Modular Storage (AMS) Certified
Workgroup Modular Storage (WMS) Certified

Highlights

Top ten channel partner



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Partner Since 1991



Partnership Level

Premier Business Partner: Systems, Storage and Software
(not Hardware)

Certifications

IBM System p Certified
IBM System i Certified
IBM System x Certified
IBM System Storage & Total Storage Certified
IBM EXAct Certified
IBM Software Certified: Tivoli, WebSphere, DB2,
Rational, MQ Series and Lotus
On Demand Solution Advisor & Designer Certified

Highlights

Arrow's number one IBM reseller



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Partner Since 2000



Partnership Level

Intel Channel Partner

Intel Technology Provider



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Partner Since 1997



Partnership Level

Platinum Partner



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Partner Since 2002



Partnership Level

Elite Partner

Certifications

- Juniper Networks Certified Internet Associate (JNCIA) – Firewall/VPN
- Juniper Networks Certified Internet Specialist (JNCIS) – Firewall/VPN
- Juniper Networks Certified Internet Associate (JNCIA) – IDP
- Juniper Networks Certified Internet Associate (JNCIA) – SSL VPN
- Juniper Networks Certified Internet Associate (JNCIA) – WAN Acceleration
- Juniper Networks Certified Internet Associate (JNCIA) – Application Acceleration

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Partner Since 2006

Partnership Level

Strategic Alliance Partner

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Partner Since 2004

Partnership Level

Elite Partner

Certifications

McAfee Network Intrusion Sales Professional

McAfee Network Intrusion Technical Professional

McAfee Risk Management Sales Professional

McAfee Risk Management Technical Professional

McAfee Security Alliance eXchange (MAX) Administrator

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Partner Since 1999

Partnership Level

Elite Partner

Certifications

McDATA Certified Storage Network Designer

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MERCURY™

A company of 

Partner Since 2004

MERCURY™

ALLIANCE PROGRAM
PREMIER PARTNER

Partnership Level

Premier Partner

Certifications

Mercury Certified Product Consultant (CPC)

Mercury Application Mapping Boot Camp

Highlights

Application Management Partner of the Year: 2005

Fastest growing Mercury Partner: 2005

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Microsoft®

Partner Since 1998

Microsoft®

GOLD CERTIFIED
Partner

Partnership Level

Gold Certified Partner

National Systems Integrator

Certifications

Microsoft Certified Systems Engineer (MCSE)

Microsoft Certified Product Specialist (MCPS)

Microsoft Certified Network Product Specialist (MCNPS)

Microsoft Certified Architect (MCSA)

Microsoft Certified Systems Engineer: Messaging (MCSE)

Microsoft Certified Systems Engineer + Internet (MCSE + I)

Microsoft Certified Professional + Internet (MCP + I)

Microsoft Certified Database Administrator (MCDBA)

Microsoft Certified Application Developer (MCAD)

MERCURY™

Microsoft®

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Partner Since 2002



Partnership Level

STAR Partner

Certifications

- NetApp Certified Expert (NACE)
- Accredited Storage Architect Program (ASAP)
- NetApp SAN Certified
- Accredited Sales Professional

Highlights

Second largest national STAR Partner



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Partner Since 2002

Partnership Level

Gold Partner

Certifications

- Nokia Authorized Training Center
- Nokia Security Administrator (NSA)
- Nokia Security Administrator – Instructor (NSA – I)





Partner Since 1996



Partnership Level
Certified Solution Provider



Partner Since 2002

Partnership Level
Platinum Partner

Certifications
Quantum 4120 EVAR (Enterprise Reseller) SAN

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The Security Division of EMC

Partner Since 2002

Partnership Level

Select Partner

Certifications

- RSA Authorized Training Center
- RSA Certified Administrator (RSA/CA)
- RSA Certified Instructor (RSA/CI)
- RSA Certified Systems Engineer (RSA/CSE)
- RSA ClearTrust Certified Systems Engineer (RSA/CSE – ClearTrust)
- RSA Keon Certified Systems Engineer (RSA/CSE – Keon)
- RSA Sign-On Manager Certified Systems Engineer (RSA/CSE – Sign-On)

Highlights

Only US-based Signature Partner with both EMC and RSA reseller agreements

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Partner Since 2003



Partnership Level

Premier Partner

Certifications

- IronMail Certified Professional (ICP)
- IronMail Certified Administrator (ICA)
- IronMail Certified Expert (ICE)

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Partner Since 2004



Partnership Level

Select Partner

Certifications

ShoreTel Advanced Maintenance & Troubleshooting

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Partner Since 1998



Partnership Level

iForce Partner

Sun Strategic Data Center Elite Partner

Certifications

Data Center Elite Certified

Premier Specialty Datacenter Certified

StorageTek Elite Certified

Campus Program

SOLAR Edge Elite

Storage 3000 Certified

Storage 5000 Certified

Storage 6000 Certified

Storage 9900 Certified

Solaris Core Certified

Highlights

Computer Reseller News Best-in-Show: 2004

One of Sun's first National System Providers

Third largest channel partner in the US

One of three channel partners with STK mainframe reselling capability

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Partner Since 1999



Symantec Platinum Partner

Partnership Level

Platinum Partner

Certifications

- Symantec Certified Technology Architect (SCTA)
- Symantec Certified Security Practitioner (SCSP)
- Symantec Certified Professional – Data Protection
- Symantec Certified Professional – High Availability

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Partner Since 2003



Partnership Level

- VMware Authorized Consultant (VAC)
- VIP Enterprise Reseller

Certifications

- VMware Certified Professional (VCP)
- VMware Sales Professional (VSP)

Highlights

- Top ten worldwide VMware Reseller: 2003-2006
- One of VMware's first National VIP Partners





FORSYTHE
Delivering the business value of IT™

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www.forsythe.com