

# Capability Statement

**XTEK Partners** is a leading technology solutions provider with offerings around IT products and services. From basic product acquisition, configuration and deployment to full network and cloud migration strategies, XTEK covers a wide range of solutions for clients including full managed services, help desk and staff augmentation options.

In the past, businesses needed to purchase, run, and maintain their entire technology infrastructure on premises. This created capital and operational costs that strained the limits of the organizational IT budget along with the company's computing capabilities. The cloud is changing the face of business computing. If you are looking at "The Cloud" let XTEK's experienced technicians design a solution which makes sense for you. Cloud design, implementation and management is core to our business.

## Core Competencies



### Hardware

- ✓ Network Hardware
- ✓ Servers
- ✓ Storage
- ✓ Laptops/Desktops
- ✓ Printers/Scanners
- ✓ Wireless Access Points
- ✓ Data Backup & Recovery
- ✓ Firewalls
- ✓ Security Cameras (CCTV)
- ✓ Audio Video Hardware
- ✓ Access Control Hardware
- ✓ Cabling and Infrastructure Hardware (copper/fiber optics)
- ✓ Packaged Software
- ✓ Monitors
- ✓ PC Peripherals
- ✓ Cloud Solutions

### Services

- ✓ Staff Augmentation
- ✓ Network and Server Management
- ✓ Device Management & Repair
- ✓ Imaging & Configuration
- ✓ Device Deployment
- ✓ Help Desk
- ✓ Operating System Migration
- ✓ Cloud Migration
- ✓ Network Configuration

## Primary NAICS & PSC Codes

- 423430** - Computer & Computer Peripheral Equipment and Software Merchant Wholesalers
- 238210** - Electrical Contractors and Other Wiring Installation Contractors
- 423690** - Other Electronic Parts and Equipment Merchant Wholesalers
- 511210** - Software Publishers
- 517311** - Wired Telecommunications Carriers
- 518210** - Data Processing, Hosting, and Related Services
- 541512** - Computer Systems Design Services
- 541519** - Other Computer Related Services
- 611420** - Computer Training
- 811212** - Computer and Office Machine Repair and Maintenance
- D305** - IT and Telecom- Teleprocessing, Timeshare, Cloud Computing, and High Performance Computing
- D310** - IT and Telecom- Cyber Security and Data Back Up
- D316** - IT and Telecom- Telecommunications Network Management
- D321** - IT and Telecom- Help Desk
- D324** - IT and Telecom- Business Continuity
- D325** - IT and Telecom- Data Centers and Storage
- D399** - IT and Telecom- Other IT and Telecommunications
- J059** - Maintenance/Repair/Rebuild of Equipment- Electrical/Electronic Equipment Components
- J060** - Maintenance/Repair/Rebuild of Equip. - Fiber Optics Materials/Components/Assemblies/Accessories



**CAGE: 5A7S4 | DUNS: 177488306 | Phone: (859) 466-9005**

## Company Snapshot

- Gov. Business POC:** Frank Marro
- Phone:** (859) 466-9005
- E-Mail:** [fmarro@xtekpartners.com](mailto:fmarro@xtekpartners.com)
- Address:** 1721 Westbelt Drive, Columbus, OH 43228-3811
- Work Area:** Nationwide
- Socio-Economic:**
  - ✓ Woman-Owned Business
  - ✓ Women-Owned Small Business
  - ✓ Economically Disadvantaged Woman-Owned Small Business

## Past Performance



**State Auditor of Ohio**  
**Location:** Columbus, OH | **Dates:** 10/01/2019  
**Job Detail:** Statewide Deployment/Shipments of 2,000+ Printers + Trays to Individual County  
**Value:** \$1,100,000.00



**Dayton Local Schools**  
**Location:** Dayton, OH | **Dates:** 01/01/2020 (and previous years)  
**Job Detail:** Multi-Year Security Camera Design, Sales, Installation and Managed Services  
**Value:** \$3,300,000.00 Total



**Ohio Attorney General's Office**  
**Location:** Columbus, OH | **Dates:** 01/15/2020  
**Job Detail:** IT Product Sales and Warranty/Non-Warranty Repairs on Hardware  
**Value:** \$200,000.00 Annually

## Differentiators

- ✓ Engineering & consulting talent
- ✓ Technical expertise
- ✓ Client focused
- ✓ Highly responsive
- ✓ Customer satisfaction driven
- ✓ Highly automated quoting tools
- ✓ Certifications with most major manufacturers
- ✓ Aligned with top distributors (live inventory data)
- ✓ Best in class solutions
- ✓ Reliable and Skilled Technicians
- ✓ Women owned and certified business, (WBENC, EDGE, FBE, SBA 8m)