

**Infrastructure Matters Because Business Outcomes Matters**

At Beatrice, we have a dedicated team that only serves the Public Services and Enterprise sectors, where we have centered our efforts and expertise on the IBM Power Systems and IBM Storage product lines. As an IBM Business Partner, Beatrice has the resources and product knowledge at our disposal, through IBM that you can only get through our value-added partnership.

**Why IBM Power Systems?**

IBM Power Systems, with IBM AIX®, and Linux accelerate big data insights and hybrid cloud deployment. A growing open server ecosystem infuses innovation into Power Systems so clients are better equipped for cloud, analytics and mobile workloads as well as handling complex, mission critical applications with confidence. Cut costs through open source server architecture.

**Why IBM Storage?**

Businesses are reinventing themselves and looking for ways to gain value from their data. IBM's storage solutions enable customers to handle the growing trend of big data/analytics and cloud deployments. To help clients store and get insights from massive amounts of data, IBM offers enhancements to our software defined storage offerings code name: Elastic Storage and IBM SAN Volume Controller along with the new TS1150 tape drive, and enhancements made to IBM Storewize®, FlashSystem™ V840 and the DS8870. The right storage infrastructure improves data economics which drives business success.

Business Drivers for Customers

- Single point of contact for national accounts
- The broadest line of products in multiple categories
- Assistance in technology implementation
- Maintenance services

Benefits of Beatrice

- Quality installations
- Serve all locations as one company, not as a collection
- UNIX and Linux trained
- IBM centered product knowledge

Principal Products

- IBM Storewize®
- FlashSystem™ V840 and the DS8870
- IBM Tape Drive
- IBM Power Systems
- UNIX® (IBM AIX and Apple OSX)
- Linux (CentOS, Red Hat Enterprise, ubuntu)
- ThinkCentre™, ThinkPad™, ThinkVision™, and ThinkVision x86 Intel servers™
- Lexmark™ printers (high yield laser printers)

Customers Served

- Government Sector
- General Contractors
- Education
- Retail Industry
- Financial industry
- Restaurants
- Health Care Industry
- Lodging Industry
- Casinos
- First Nations (Native American Nations)