

**Why Beatrice?**

Since 2001, Beatrice has been renowned for our quality SYSTIMAX® and CommScope® structured voice, video, coax, and data copper cabling installations. We now offer our customers a new and more tightly focused technology experience with our alliance with IBM, Lenovo, Lexmark, and CommScope.

Beatrice meets the specific needs of all customers by offering completely individualized service. Whatever the needs of a customer, we respond quickly through our sales representatives. Orders are processed on a single delivery, single invoice basis. This eliminates costly paper work and follow-up inquiries.

How Does Beatrice Differ From the Competition?

Beatrice does not just sell you equipment and that is it. We offer comprehensive consulting for your overall network as well, and since we are aligned with our technology partners, we keep our customers informed of any new technology updates and upgrades, whether they are CommScope structured cabling, IBM Power or IBM Storage technology refreshes that will occur. We keep you informed either through our experienced sales representatives and through our official Technology Update Newsletter that is published by Beatrice. Beatrice is your clear choice for your technology needs, and with the backing of our parent company, Beatrice Companies, we are dedicated to providing only the best technology for our customers. Beatrice also is one of the few technology businesses that cater only to Linux along with the IBM Power platform as a viable solution for enhanced performance and security, which is a plus with today's ever increasing security threats, and Beatrice has the foresight and knowledge to help your business be one step ahead.

Business Drivers for Customers

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

Benefits of Beatrice

- Quality installation, maintenance, and programming of your systems, as well as single point of contact for cabling
- Serve all locations as one company, not as a collection
- IBM Power, IBM Storage, UNIX and Linux trained

Principal Products

- IBM Power and IBM Storage Systems
- UNIX® (IBM AIX and Apple OSX)
- Linux (Red Hat Enterprise, CentOS, ubuntu)
- ThinkCentre, ThinkPad, and ThinkVision
- Lexmark printers (high yield laser printers)
- Networking, wireless and voice electronics
- SYSTIMAX® SCS network cabling (copper and fiber wiring and accessories)
- CommScope® coax and security cabling
- Fasteners and "C" Class components

Customers Served

- General Contractors
- Education
- Retail Industry
- Financial industry
- Restaurants
- Health Care Industry
- Lodging Industry
- Data Centers