

# 10 Reasons Why ThunderCat Should Be Your Go-To Technology Partner

Federal agencies are under considerable pressure to modernize their mission-supporting IT infrastructures while containing costs and providing robust security for systems and data. They face imperatives to consolidate and optimize data centers and migrate workloads to the cloud, as well as to support an increasingly mobile workforce eager for easy access to government networks and applications, regardless of their locations or devices.

This is a tall order for agencies, but a wide array of technologies — both mature and emerging — can help agencies realize great cost efficiencies, ease of management, high performance, and strong security as they embark on their modernization journeys.

A seismic shift has occurred, where mission- and business-based outcomes are prioritized over siloed architectures. Converged infrastructure (CI) and hyper-converged infrastructure (HCI) technologies dominate new deployments within federal data centers. These CI and HCI infrastructure layers are abstracted and virtualized through software, allowing for unparalleled visibility and security across the enterprise. Moreover, the packaging of computing, network and storage resources into integrated, software-orchestrated solutions enables platforms and applications to leverage unprecedented degrees of efficiency and automation within the data center. Federal agencies can now store and analyze vast amounts of data through feature-rich toolsets that employ artificial intelligence, advanced analytics, and visualization, making possible new insights and ways of interacting.

## 10 Key Reasons to Leverage ThunderCat as a Technology Partner:

A key to planning and deploying a successful modernization initiative is working with the right technology partner.

ThunderCat Technology, a service-disabled, veteran-owned small business, that specializes in delivering technology products and services to the federal government. Working with its vendor partners, including Dell EMC, a global leader in digital transformation, infrastructure, and data protection solutions, ThunderCat can help agencies realize their IT modernization goals.

### 1 A Broad Array of Technology and Services Offerings

ThunderCat brings an innovative approach to addressing agencies' needs in and around the data center by providing strategies and solutions for data storage, networking, security, and applications. The company represents, distributes, integrates, and provides solutions from best-of-breed IT vendors. ThunderCat differentiates itself from competitors by its vendor partner mix, innovative approach to integrating specific technologies, and ability to re-provision or optimize existing IT resources for federal clients.

ThunderCat's solutions offerings, including data center infrastructure, mobility, enterprise applications, cyber security, and big data and analytics, address the most pressing technology needs organizations are facing today.

### 2 Expertise in Data Center Optimization

ThunderCat is a leading expert in Data Center Optimization Initiative (DCOI) strategies that enable federal IT organizations to accelerate time-to-mission value, automate operations, and reduce their administrative burden.

One of ThunderCat's key partners is Dell EMC, a leader in data center consolidation solutions. Federal enterprises increasingly want radical infrastructure consolidation and simplification, and Dell EMC's hyperconverged infrastructure and virtualization solutions make it a leading vendor in this segment. ThunderCat and Dell EMC have joined forces to help federal clients advance

their DCOI goals with one of the most diverse sets of offerings in the marketplace: customers can choose from HyperConverged solutions like the latest VxRail and VxRack Systems, more traditional converged platforms like the VxBlock System 1000, and finally large-scale hybrid cloud platforms, such as Dell/EMC Ready Bundles for Red Hat Openstack and the Dell/EMC Cloud for Microsoft Azure Stack.

### 3 Expertise in Software-Defined Enterprise

The logical extension of virtualization and data center consolidation is the software-defined data center (SDDC), which brings substantial improvements in agility, efficiency, capability, ease of management, and cost to all dimensions of the enterprise. ThunderCat and Dell EMC are bringing software-defined functionality to federal agencies so their data centers can more easily adapt to the changing needs of the enterprise and limited IT staff resources can be re-focused from tending to back-end infrastructure issues to delivering mission-enhancing capability. Solutions, such as the object storage platform, Dell EMC Elastic Cloud Storage (ECS); the software-defined storage solution, ScaleIO®; and ViPR Storage Controller, are helping federal enterprises become far more agile in leveraging enormous volumes of data, addressing the needs of mixed workloads, and meeting the information needs of citizens, employees and other government stakeholders.

## 4 A Dedicated Security Team

As cyber threats compound in number, sophistication, speed, and malicious behavior, government agencies have properly assigned information security as a top priority. ThunderCat has made security expertise a major focus of its business strategy and technology portfolio. Our dedicated security team provides consultative services to help customers design, assemble, and deploy highly secure information architectures.

Agencies today have complex infrastructures no longer confined to the data center, drastically increasing the surface area that is exposed to cyber threats. ThunderCat enables customers to use real-time data analytics to more efficiently protect IT assets from cyber threats. Working with partners, such as Dell EMC, ThunderCat assembles solutions that comb through internal and external threat and intelligence data, apply behavioral analytics to quickly spot network traffic anomalies, and deliver end-to-end application visibility for real-time situational awareness. These capabilities enable agencies to rapidly sift through large volumes of log data from disparate systems using a common frame of reference to more quickly pinpoint the root cause of possible cyber issues.

## 5 Dedicated Sales and Engineering Teams

ThunderCat's dedicated sales and engineering teams are available to assist customers choose and deploy the right solutions for their needs. The sales force, with experience in the federal government and deep relationships with leading technology vendors, understands both the technology needs of federal agencies as well as the solutions that can best address those needs.

Our engineers provide technical expertise on everything from systems integration, networking and storage to security and virtualization.

## 6 Experience Working with Federal Government Customers

ThunderCat has extensive experience partnering with federal agencies to enhance their IT infrastructures. Our current and past customers include the U.S. Departments of Treasury, Homeland Security, Veterans Affairs, Agriculture, and Justice, Army, Office of Personnel Management, and many others. In fact, ThunderCat has worked with all U.S. cabinet departments, military services and commands, as well as the legislative and judicial branches.

To meet clients' needs, ThunderCat evaluates the unique requirements of a customer agency, then recommends the most appropriate technology strategy. Our relationships with numerous industry-leading vendors enables us to consider many possible solutions and options for a particular client's situation and ensure the best fit possible when designing and implementing a solution.

## 7 ISO Certification

ThunderCat is certified in ISO 9001, an International Quality Management System Standard from the International Organization for Standardization (ISO). The standard specifies requirements within which an organization demonstrates its ability to consistently provide products or services to meet customer and legal requirements, enhance customer satisfaction, and open the way to continual improvement.

The standard is based on a number of quality management principles including a strong customer focus, a process-driven approach, and a commitment to continuous improvement.

## 8 Cost Efficiencies

A key benefit of virtualization is its huge potential cost savings for organizations. Savings derive from the use of commoditized hardware and more efficient utilization of IT resources.

In addition to offering solutions that reduce capital and operating expenses for customers, ThunderCat also is able to find solutions at optimal price points for its clients and then demonstrate value and return on investment for those IT expenditures.

## 9 Recognition in the Marketplace

ThunderCat has earned numerous industry awards and recognitions that attest to its value in the market. These include being named among the INC 500, Washington Technology Fast 50, Washington Technology Top 100, Solution Provider 500, CRN Tech Elite 250, SmartCEO Future 50, CRN Fast Growth 100, Washington Business Journal 50 Fastest Growing Companies, and VAR 500.

ThunderCat earned the SmartCEO GovStar Industry Small Business award, which honors local government

contracting firms for their technology innovation, workplace environment, growth, veteran support and contributions to the industry and marketplace. ThunderCat CEO Tom Deierlein was recipient of the Ernst & Young Entrepreneur Of The Year 2012 Award in the government services category in Greater Washington, an honor that recognizes outstanding entrepreneurs who demonstrate excellence and extraordinary success in such areas as innovation, financial performance and personal commitment to their businesses and communities. In addition, ThunderCat has been named partner of the year by vendors including NetApp, McAfee, RedHat, and Riverbed.

## 10 A Focus on Finding Innovative Technology

Technology is constantly evolving, and ThunderCat keeps up with the latest developments in IT infrastructure solutions. For example, the company has been at the forefront with technologies such as virtualization/virtual desktop infrastructure, cloud computing, software-defined networking and data centers, unified storage management, mobile device management, and a variety of data analytics platforms. We understand that technology and modernization is not an end in and of itself — it is a means to enable federal agencies and their workforces to transform into more nimble, resilient, mobile, and data-centric enterprises.

## DELL EMC

Dell EMC offers federal organizations a comprehensive portfolio of solutions to help them meet their goals, whether they concern digital transformation, infrastructure consolidation and optimization, cloud migration, or data management and analytics. Here are a few IT infrastructure products from Dell EMC that service a wide array of federal mission and IT modernization needs:

### Converged Infrastructure Solutions

**Dell EMC VxRail**, a family of configurable hyper-converged infrastructure appliances that transform the IT infrastructure to meet the specific performance needs of the customer while delivering greater efficiency and lower cost. VxRail is quick to deploy, coming integrated, pre-configured, and pre-tested by Dell EMC and VMware. VxRail configurations are optimized for:

- General purpose applications (the G Series);
- Basic tasks requiring a wide range of CPU, memory and storage capabilities and packaged in a 1U1N form factor (the E Series);
- Virtual desktop infrastructure (VDI) (the V Series);
- Performance-heavy workloads (the P Series); and
- Big data and analytics applications (the S Series).

VxRail Manager, which provides lifecycle management and serviceability interface for VxRail clusters, delivers out-of-the-box automation and orchestration for appliance-based operational tasks, thereby reducing overall IT OpEx. A user-friendly dashboard helps automate VxRail deployment and configuration and monitors the health of individual appliances and individual nodes throughout the cluster. VxRail Manager is preinstalled on the VxRail appliance.

### Hybrid, Public, and Private Cloud Solutions

**Dell EMC Cloud** for Microsoft Azure Stack, a hybrid cloud platform that delivers Infrastructure-as-a-Service and Platform-as-a-Service with a consistent Azure experience on-premises or in the public cloud.

**Dell EMC CloudArray**, an appliance (either physical or virtual) that enables agencies to scale their storage area networks (SAN) and network-attached storage (NAS) with on-demand cloud capacity, thereby making cloud storage look, feel and perform like local storage. With cloud storage available on a pay-as-you-go basis from public cloud providers or “in-house” from private clouds, it is easy to add capacity as the mission demands. Also, CloudArray’s deduplication and compression features optimize cloud capacity and affordability, offering immediate ROI. CloudArray comes already integrated in each VxRail appliance.



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### ThunderCat Technology

(703) 674-0216

(571) 323-0918 fax

1925 Isaac Newton Square  
Suite 180  
Reston, VA 20190

[www.ThunderCatTech.com](http://www.ThunderCatTech.com)

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