



design, build, deliver, manage **IT**

Partnering for innovation and  
accelerating business outcomes









## SOLUTIONS THAT ACCELERATE

GDT is a leading international, multi-vendor IT solutions and services provider for business, government and healthcare. We specialize in delivering best-of-breed technology solutions and services to organizations in the public and private sectors. The GDT team of expert solution engineers and architects work with rising stars and top level technology partners to design, deploy, and manage the most advanced IT solutions and services for institutions of all sizes.

## MISSION

GDT guides clients toward a more connected and efficient future.

-  **DESIGN** – GDT solution architects and engineers realize the vision of both business leaders and IT professionals by increasing resource productivity with power and scalable IT ecosystems.
-  **BUILD** – With best-of breed technology solutions, GDT stages, configures and tests in our state-of-the-art facilities to ensure the continuation of a client’s business operations.
-  **DELIVER** – True, turnkey solutions. Knowledge transfer and training. GDT delivers satisfied clients that meet their business objectives.
-  **MANAGE** – GDT Advanced Solutions provides end-to-end network management services for cloud consumption, disaster recovery, network monitoring, process automation, and more.

## TEAM APPROACH

GDT holds high-level certifications with major technology vendors and has experience with public sector DIR projects for municipalities, schools, hospitals, and universities throughout the State of Texas. GDT maintains DIR contracts through 5 strategic partners allowing us access to over 150 technology vendors.



“GDT leads customers to **innovation** and **productivity** through technology.”

JW Roberts, GDT CEO

## GDT DIR CONTRACTS



|                       |          |                            |          |                         |          |
|-----------------------|----------|----------------------------|----------|-------------------------|----------|
| <b>3M</b>             | TSO-3359 | Eizo                       | TSO-3359 | <b>Netapp</b>           | TSO-2636 |
| Absolute Software     | TSO-3359 | ELO                        | TSO-3359 | Next Level              | SDD-2210 |
| Adtran                | TSO-3359 | Energys Inc.               | SDD-2210 | <b>Novell</b>           | TSO-3359 |
| Agent VI              | SDD-2210 | <b>Epson</b>               | TSO-3359 | NVT                     | SDD-2210 |
| iPhone                | SDD-2210 | <b>Extreme Networks</b>    | TSO-3359 | Orion                   | SDD-2210 |
| Altiris               | TSO-3359 | <b>F5</b>                  | SDD-1951 | Ortronics               | SDD-2210 |
| <b>Anixter</b>        | SDD-2210 | Flir                       | SDD-2210 | <b>Panduit</b>          | SDD-2210 |
| APC                   | TSO-3359 | Fluke Networks             | SDD-2210 | <b>Plantronics</b>      | TSO-3359 |
| Approved Networks     | TSO-3359 | Frontrange                 | TSO-3359 | Plasmon                 | TSO-3359 |
| Arecont               | SDD-2210 | Gallagher                  | SDD-2210 | <b>Ploycom</b>          | TSO-3359 |
| <b>Aruba Networks</b> | TSO-3359 | General Cable              | SDD-2210 | <b>Pure Storage</b>     | TSO-2722 |
| Atlas Sound           | SDD-2210 | GETAC                      | TSO-3359 | <b>Red Hat Software</b> | TSO-3359 |
| Avteq                 | TSO-3359 | Havis                      | TSO-3359 | Redsky                  | TSO-3359 |
| AWID                  | TSO-3359 | HES/Assa Abloy             | SDD-2210 | Revo Labs               | TSO-3359 |
| <b>Axis</b>           | SDD-2210 | <b>Hewlett Packard Ent</b> | TSO-3359 | <b>Ruckus</b>           | TSO-3359 |
| AXXON                 | TSO-3359 | <b>HID</b>                 | SDD-2210 | Rutherford Controls     | SDD-2210 |
| BAFO                  | TSO-3359 | <b>Hitachi</b>             | TSO-3359 | <b>Samsung Security</b> | SDD-2210 |
| <b>Barco</b>          | TSO-3359 | <b>Honeywell</b>           | TSO-3359 | Scan Source             | TSO-3359 |
| Belden                | SDD-2210 | Howard Medical             | TSO-3359 | <b>Seagate</b>          | TSO-3359 |
| Belden-Garrettcom     | SDD-2210 | Info Case                  | TSO-3359 | Securitron              | SDD-2210 |
| Belkin                | TSO-3359 | <b>Infoblox</b>            | TSO-3359 | SGI                     | TSO-3359 |
| <b>Black Box</b>      | TSO-3359 | <b>INFOCUS</b>             | TSO-3359 | <b>Simplivity</b>       | TSO-3359 |
| Bogen                 | TSO-3359 | Inova                      | SDD-2210 | Socket Mobile           | TSO-3359 |
| Bosch                 | SDD-2210 | Inovonics Corp             | SDD-2210 | Sonus                   | TSO-3359 |
| Bosh                  | TSO-3359 | Interlogix                 | SDD-2210 | <b>Sony</b>             | SDD-2210 |
| Broadsoft             | TSO-3359 | <b>Jabra</b>               | TSO-3359 | <b>SourceFire</b>       | TSO-2542 |
| <b>Brocade</b>        | TSO-3359 | JDSU                       | SDD-2210 | Speco                   | SDD-2210 |
| <b>Brother</b>        | TSO-3359 | Jemez Technology           | TSO-3359 | <b>Superior Essex</b>   | SDD-2210 |
| C2G (Cables to Go)    | TSO-3359 | <b>Kingston</b>            | TSO-3359 | Symantec                | TSO-3359 |
| Cablofil-Legrand      | SDD-2210 | Kramer                     | SDD-2210 | Synnex Services         | TSO-3359 |
| Carahsoft             | TSO-3926 | LanDesk                    | TSO-3359 | Tamron Industries       | SDD-2210 |
| CaseAce Products      | TSO-3359 | Leviton                    | SDD-2210 | Targus                  | TSO-3359 |
| CBC America Corp.     | SDD-2210 | LSI Logic                  | TSO-3359 | Tatung                  | SDD-2210 |
| Chief                 | TSO-3359 | LTB & Hamilton             | TSO-3359 | <b>Tripp Lite</b>       | TSO-3359 |
| <b>Cisco</b>          | TSO-2542 | MASS Multiples             | TSO-3359 | Valcom                  | TSO-3359 |
| <b>Citrix</b>         | TSO-3359 | <b>McAfee</b>              | TSO-3359 | Verdiem                 | TSO-3359 |
| Corel                 | TSO-3359 | <b>Meraki</b>              | TSO-2542 | Verint                  | SDD-2210 |
| Crestron              | TSO-3359 | Meru                       | TSO-3359 | Videotec                | SDD-2210 |
| Cyclone Products      | TSO-3359 | Mettler - Toledo           | TSO-3359 | Viking Electronics      | SDD-2210 |
| <b>Dell</b>           | SDD-1951 | <b>Micros</b>              | SDD-2210 | <b>VMWare</b>           | TSO-3359 |
| <b>Dell / EMC</b>     | TSO-2634 | Microtek                   | SDD-2210 | <b>vtech</b>            | TSO-3359 |
| Diamond Multimedia    | TSO-3359 | Middle Atlantic            | SDD-2210 | Wave Systems            | TSO-3359 |
| Digi International    | TSO-3359 | Mohawk                     | SDD-2210 | <b>Webex</b>            | TSO-2542 |
| <b>Eaton</b>          | TSO-3359 | <b>NCR</b>                 | TSO-3359 | <b>Zebra</b>            | TSO-3359 |

**70%**  
**OF ALL CLOUD**  
**TRAFFIC IS**  
**DELIVERING**  
**SOFTWARE**  
**AS A SERVICE**  
**GDT IS A MASTER**  
**CLOUD BUILDERS**

DATA CENTER CONSTRUCTION WILL GROW 21 PERCENT PER YEAR THROUGH 2018.

GLOBALLY, THE DATA STORED IN DATA CENTERS WILL QUINTUPLE BY 2020

SECURITY HAS BECOME PARAMOUNT AS BIG DATA CONTINUES TO GROW DATA CENTER FOOTPRINT

## **CLOUD / DATA CENTER**

Unifying IT systems—tools and processes across both virtual and physical environments—and delivering converged infrastructures as well as storage and virtualization solutions that meet unique server, application and network requirements, GDT enables organization to innovate in order to meet computing, networking, and storage needs for today and the future.

The GDT Data Center Team provides turnkey solutions for server, storage, virtualization, converged & hyperconverged infrastructure, cloud & hybrid cloud, as well as design and power/cooling integration for data facilities.

The GDT team of architects and engineers have the breadth and depth of expertise — across industry and in multi-vendor architectures and services. Our team has been recognized for excellence and innovation by Cisco at the 2015 Partner Summit given the award for Architectural Excellence US – Data Center.

### **BEST ENGINEERS IN THE INDUSTRY**

The combined expertise of our teams and our strong relationships with key data center partners allow us to build for you the most innovative and imaginative next-generation data center platforms and services.

- Unified IT systems, tools and processes across both virtual and physical environments
- Turnkey Converged infrastructures, pre-tested, pre-validated and ready for applications on delivery
- Storage designs focused around unified access, optimal performance and future growth
- Virtualization solutions based on unique server, application and network requirement.
- Next generation server deployments in minutes, not hours
- Hardened infrastructure that minimizes the attack footprint
- Software-defined networking and data center solutions for scalable, flexible and application-centric infrastructures
- Cloud solutions that securely and seamlessly interconnect
- Network analytics and management

## DIGITAL INFRASTRUCTURE

GDT tackles the challenge of meeting the increasing demands of integration and bandwidth head-on. We simplify the complex, and provide infrastructure and solutions that complete enterprise networks and deliver needed access, integration, and core network services.

The GDT Digital Infrastructure practice covers everything from borderless networks to collaboration and smart wireless networks. The networking team has been aligned to also address the transformational shift in software consumption across the enterprise.

- Software Defined Networking
- SD-WAN
- Borderless Networks
- Security
- WAN/LAN Optimization
- Wireless Access
- Software Consumption

GDT architects and engineers maintain top-level certifications. GDT was recognized for excellence and innovation by Cisco at the 2015 Partner Summit:

- Architectural Excellence US – Service Provider

### Architectures

- Architectural Excellence US – Data Center
- Americas Enterprise Partner of the Year

GDT has decades of experience with enterprise networking, network design, and refresh solutions supporting some of the largest service providers and enterprise networks in the US.

- Advanced capabilities in route and switch
- Collaboration Technologies
- Mobility Solutions
- High-end routing and optical solution
- Network optimization appliances
- Increased security, simplified operation
- Improved mobility and application performance
- Software-defined networking

**96%**  
**OF IT LEADERS  
SEE SOFTWARE  
DEFINED  
ARCHITECTURES  
AS THE FUTURE  
OF NETWORKING**  
**GDT DESIGNS  
NEXT-GEN  
NETWORKS**

THE AVERAGE EMPLOYEE  
USES 3 OR MORE DEVICES  
A DAY AT WORK

THE CITY OF BARCELONA  
SAVES \$37M ANNUALLY  
WITH SMART LIGHTING

SMART DEVICES WILL  
MORE THAN DOUBLE TO  
5.4 BILLION BY 2020

**52%**  
**OF ALL  
APPLICATION  
DEPLOYMENTS  
UTILIZE A  
CLOUD  
CONSUMPTION  
MODEL  
GDT ACCELERATES  
CLOUD ENABLEMENT**

INFRASTRUCTURE AS A  
SERVICE IS OUTPACING  
ON-PREM DEPLOYMENTS  
AS AN APPLICATION  
CONSUMPTION MODEL

AUTOMATION CAN  
REDUCE IT MANAGEMENT  
BY UP TO 93%

## SERVICES

GDT offers a full suite of IT operation services designed to reduce spend, staffing, and risk exposure from a 3,200 square-foot, state-of-the-art Network Operations Center.

Through a comprehensive suite of managed services, we help customers move beyond low value, time-consuming tasks so they can focus on their business. Advanced Solutions extends the abilities of IT teams through automation, and a team of highly-skilled engineering resources. We transform IT operations making them more responsive, agile, and less labor intensive.

Advanced Solutions can deploy digital labor to transform IT operations. Automating business process and eliminating human intervention can drastically reduce Mean Time to Resolution (MTTR), a key efficiency metric, and the staffing costs associated with managing tedious, repetitive tasks.

Our core managed service offering includes 24x7x365 monitoring and management services that align with ITIL elements helping optimize IT operations. These services go beyond the simple break-fix model to proactively provide the information the IT Departments need – anticipating change and reducing risk.

Advanced Solutions offers a comprehensive suite of cloud services. As a certified Amazon Web Services reseller specializing in complex hybrid deployments, GDT Advanced Solutions will guide your company through the process of developing, designing, and implementing a personalized cloud strategy.

- Cloud Transformation
- Migration Services
- Consumption Models
- Application/Infrastructure Optimization
- Disaster Recovery
- Cloud Backup and Recovery
- Amazon Web Services
- Consulting
- GDT Advanced Solutions Cloud Overview
- Turnkey Cloud Solutions

Taking a holistic approach, GDT Advanced Solutions unifies the practices of securing technology infrastructure, the digital space, and physical facilities to provide an airtight security environment for your business.

- Firewall Management
- IPS Management
- Web Gateway Management
- Vulnerability Scanning
- Physical Site Surveillance
- Smart Camera Deployment
- Access Control
- Real Time 24x7 Monitoring

## SECURITY

Whether from malicious attack, system failure, or human error, a data loss event or data breach impacts a business's bottom line and damages both reputation and customer loyalty. Yet, only 38% of companies have a robust security strategy to protect their IT infrastructure. 45% have created some ad-hoc mechanisms to defend their information assets from exploitation, but that isn't enough.

GDT helps businesses build a strong security posture. With proper allocation of resources toward prevention, detection and resolution, GDT helps harden infrastructure, minimize the attack footprint, and address persistent threats. We stay on top of the latest security trends and issues and participate in active research, partnering with the industry's best security providers to develop solutions that protect against even the most advanced threats.

We work for you to build the solution that provides the best defensive position for your virtual and physical assets. GDT deploys the most innovative security solutions for the most complex networks. We leverage industry best-practices and methodologies to ensure consistency and quality, and we maintain a flexibility of mindset that allows us to lend a unique approach to each customer and each project.

Knowing that information security is only part of the equation, we have also developed an advanced and integrated approach to physical security and facility management. Incorporating access control, IP cameras, sound reinforcement, asset tracking and more, GDT provides a converged security solution encompassing all aspects of both digital and physical security.

With the proprietary set of GDT monitoring tools, clients can take comfort knowing that expert engineers are keeping a constant eye on their network. GDT monitoring tools are e-bonded with vendor technical teams to pass incident, event, problem, and access events for technology solutions that include enterprise network, collaboration and virtualization platforms. These tools, operated by our engineers and in combination with our state-of-the-art NOC support, give GDT clients the most comprehensive set of managed support services for a comprehensive security posture.

**82%**  
**OF CIOs CITE**  
**SECURITY AS**  
**THE TOP**  
**DRIVER FOR**  
**IT SPENDING**  
**GDT PROVIDES**  
**MANAGED SECURITY**  
**SOLUTIONS**

SECURITY THREATS FROM  
UNSECURED EDGE  
AND IOT DEVICES  
CONTINUES TO GROW

28% OF COMPANIES HAVE  
BEEN HIT WITH AN  
ADVANCED PERSISTENT  
THREAT ATTACK



## THE GDT INNOVATION CAMPUS

Located in Dallas, Texas, the modern and eco-friendly GDT Innovation Campus reflects the dedication to technology and the strong company culture. Once a commercial dairy processing plant and a television series set, GDT's 90,000 sq. ft. LEED Gold Certified facility boasts of a 30,000 gallon rainwater collection and irrigation system and a state-of-the-art solar panel array.





“The GDT Innovation Campus is a facility for change and a platform that showcases the synergy between us and our customers.”

JW Roberts, GDT CEO

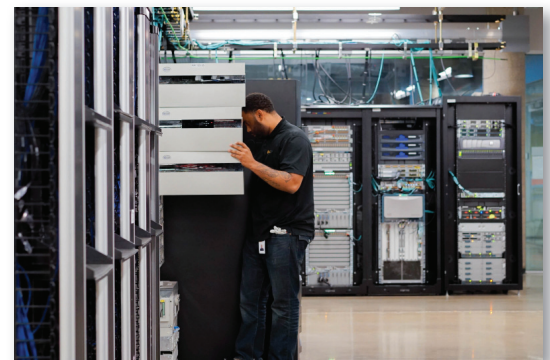
## STATE-OF-THE-ART INTEGRATION AND STAGING

The GDT Labs and Staging Facilities ensure architectural best practices through rigorous pre-deployment testing and staging. GDT makes available the professional and equipment resources to stage and test all products and services that go into the solutions we design and build.

The Lab aids GDT solution architects during pre-sale design as well as engineers while staging to deploy new solutions or testing code upgrades at the request of customers. We offer educational services, personalized training, and Cisco certification for all levels that enhance the skills and abilities of our customers' teams and leverage the technological investment.

### GDT EMPLOYS THE LAB FACILITIES TO:

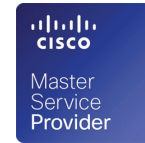
- Build proof-of-concept mock-ups and perform interoperability testing.
- Provide demonstrations of multi-vendor client solutions to clients and prospects.
- Replicate, validate, and fine-tune engineered solutions prior to deployment.
- Facilitate mentored installs performed by clients under our tutelage.
- Provide code and upgrade testing for current clients.
- Give rise to newly-certified CCNA associates, CCNP professionals, and CCIE engineers.



# AWARDS AND RECOGNITION

The GDT team of expert architects and engineers holds the highest level certifications. The company holds master specializations in service provider, cloud, security, and unified communications. GDT also hold Advanced specializations in enterprise network architecture, collaboration, content security, data enter architecture, unified computing, unified fabric technology and IP next-generation network architecture.

- Cisco Digitization Partner of the Year
- Cisco Architectural Excellence
- Cisco Collaboration Partner of the Year
- Cisco Service Partner of the Year
- Cisco Enterprise Partner of the Year – Americas
- Cisco Business Outcomes Partner of the Year – Americas South
- Cisco Architectural Excellence US – Service Provider Architectures
- Cisco Architectural Excellence US South – Data Center
- Cisco Enterprise Partner of the Year Americas
- Cisco Marketing Velocity Innovator of the Year
- Cisco Outstanding Solutions Partner
- Cisco Meraki Elevate South Partner of the Year
- CRN Tech Elite 250 Award
- Cisco Global Architectural Excellence – Service Provider Architectures
- Cisco Capital Partner of the Year
- EMC Outstanding Partner of the Year – South
- US Field Data Center Partner of the Year – South
- Cisco Innovation Partner of the Year – South
- Cisco Service Partner of the Year – South
- Cisco Gold Star for Customer Service Excellence
- Largest Percent Growth of any Cisco Partner in the Southern Region
- #1 Cisco VAR in Retail Vertical
- #1 Cisco VAR in VOIP Sales in the Southern Region



## TEXAS OWNED AND REGIONALLY FOCUSED

GDT operates a service delivery organization from our headquarters in Dallas, TX. The GDT Innovation Campus serves as the central hub for our logistics apparatus with nodes throughout the state of Texas. As a fundamentally Texan company, we are well positioned to serve the needs of our customers with engineering and customer service resources throughout the state in all major metros as well as throughout the western region.

**WE GROW  
WHERE YOU  
NEED US MOST  
SINGLE SOURCE  
WITH GDT**

GDT Innovation Campus

Dallas, Texas

GDT Manufacturing

Dallas, Texas

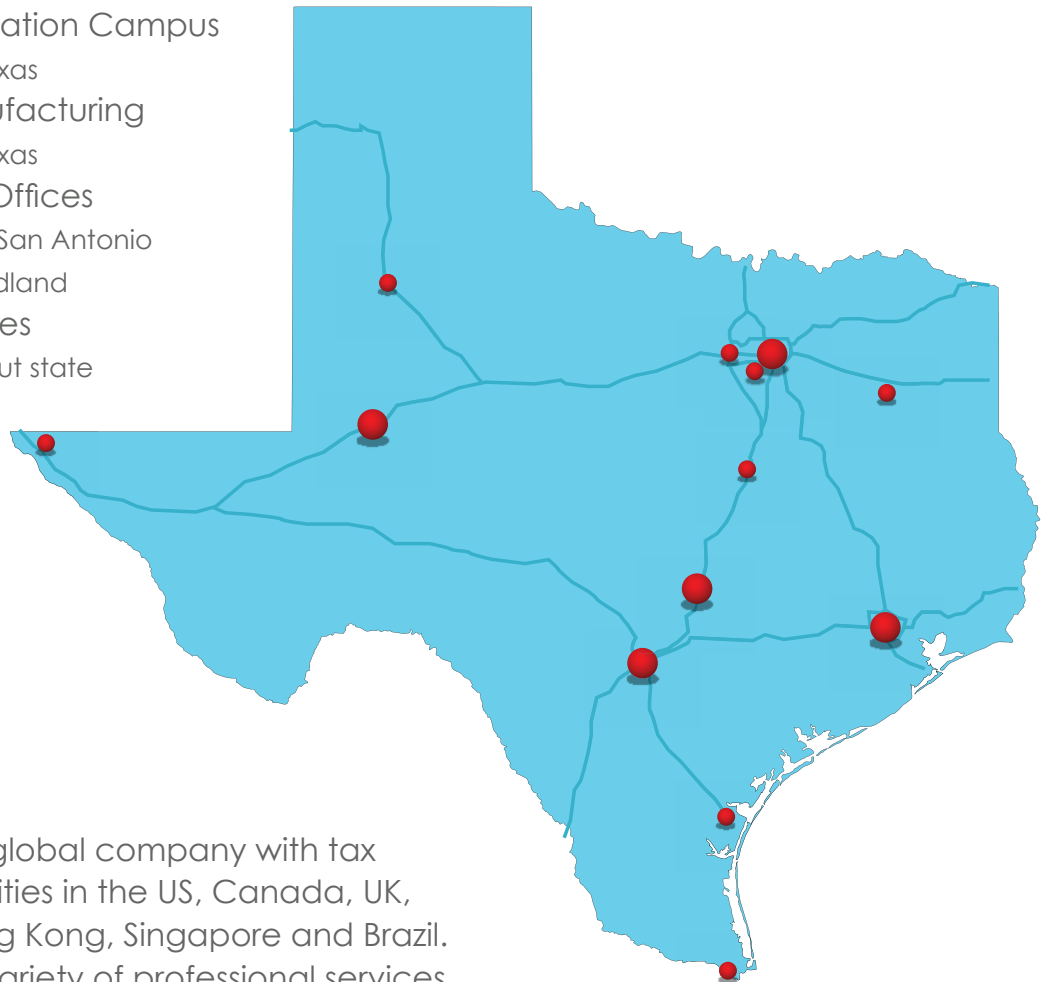
Regional Offices

Houston, San Antonio

Austin, Midland

Tech Offices

Throughout state



GDT is a truly global company with tax registered entities in the US, Canada, UK, Australia, Hong Kong, Singapore and Brazil. GDT offers a variety of professional services worldwide, including network refreshes, structured cabling, configuration, staging and installation of hardware.

Our Texas customers receive the benefit of being in the region with the highest density of GDT sales, engineering, and Installation resources. Being responsive, and highly available to our Texas customers continues to be a key driver for our success. We are proud to call Texas home, and we're proud to serve those organizations dedicated to the Great State of Texas.

# Why GDT

Founded in 1996, GDT is an award-winning, international multi-vendor IT solutions provider and Cisco Gold Partner. GDT specializes in the consulting, designing, deploying, and managing of advanced technology solutions for businesses, service providers, government, and healthcare. The GDT team of expert architects and engineers maintain the highest level certifications to translate the latest ideas and technologies into innovative solutions that realize the vision of business leaders.

GDT partners for innovation and accelerates business outcomes.

GDT aligns itself with industry leaders such as        The GDT team of expert architects and engineers hold the highest level of certification and employ the use of state-of-the-art, LEED certified facilities to translate the latest ideas and technologies into inventive solutions that realize the goals of IT and the vision of business leaders.



**GDT Innovation Campus**  
999 Metromedia Pl.  
Dallas, TX 75247  
214.857.6100

**GDT Northeast**  
179 Bear Hill Rd.  
Suite 204  
Waltham, MA 02451

**GDT Arkansas**  
400 West Capitol Ave  
Suite 1722  
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**GDT Staging & Logistics**  
8000 Ambassador Row  
Dallas, TX 75247

**GDT Houston**  
10370 Richmond Ave.  
Suite 250  
Houston, TX 77042

**GDT San Antonio**  
16022 Via Shavano  
San Antonio, TX 78249

**GDT Manufacturing**  
9004 Ambassador Row  
Dallas, TX 75247  
214.857.6262

**International Offices**  
• **GDT Australia**  
• **GDT Brazil**  
• **GDT Canada**  
• **GDT Hong Kong**  
• **GDT Singapore**  
• **GDT United Kingdom**

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