

# ACTIONS

SPEAK LOUDER THAN WORDS.

ESPECIALLY WHEN WE'RE TALKING  
ABOUT YOUR NETWORK

Are you feeling less-than-secure about your network security?

Thinking about consolidating your network infrastructure?

Or meeting the demands of increasing numbers of mobile users?

Or maybe you're considering migrating voice, video and data onto the same enterprise-wide network.

Perhaps you're relocating, and your offices aren't even wired, and what you need for starters is a physical infrastructure—a cabling solution that is installed, documented, certified and ready.

**Whatever the case, here's what you probably *don't* need:**

**Inertia. Delays. Excuses.**

## WE UNDERSTAND.

For over 25 years, **EIA™** has been the network action company. We're small enough to be nimble, but big enough to leverage partners like Cisco, IBM and Microsoft. Our long list of private and public sector clients—including American Express, Citibank, HBO, NASA and numerous federal, state and local bodies—also bears testament to the fact that when organizations need network action,

**EIA is the company they go to.**

# Solutions IN ACTION

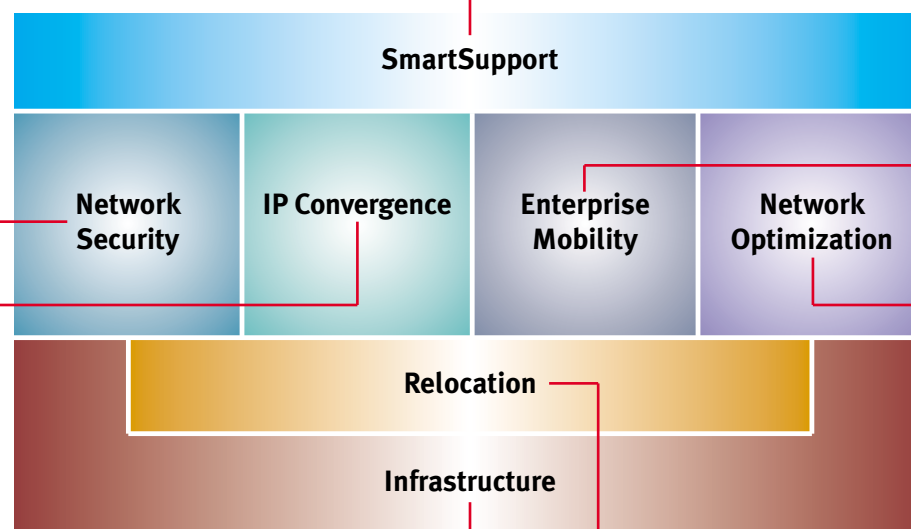
**EIA is one of the rare network consulting firms that truly provide an end-to-end solution. We can not only architect and manage complex business networks, but can also install and certify the cable plant on which the logical network is built—wired or wireless.**

**EIA Datacom** specializes in cabling solutions for wiring buildings and relocating businesses—whether planned, or due to an emergency.

**EIA Networks** offers a variety of networking solutions for high availability enterprise networks. Key practice areas include:

**Network Security.** As networks expand to accommodate telecommuters, customers, suppliers and partners, security issues increase exponentially. EIA assesses network threats, designs policies to address them, and then architects the detection and response framework.

**IP Convergence.** Migrating to IP has well-understood benefits—but it has to be accomplished on a trajectory that makes sense for your company. EIA helps your company understand, plan and justify its investment, to develop the optimal convergence strategy for your business needs.



**Infrastructure.** It's a wired world—and we've helped make it that way. EIA has designed and installed cabling systems for thousands of buildings, including many with landmark status. We also specialize in wireless infrastructure.

**Relocation.** Business is on the move—literally. EIA relocates not only cable plant and physical equipment, but also IT organizations and users.

**Smart Support.** EIA provides flexible ongoing support options for network maintenance, staff augmentation, and other critical services.

**Enterprise Mobility.** Today's enterprise is a story of distribution, with mobile access, wireless connectivity, and more types of users than ever before. EIA makes sure your network has the security, connectivity and power to support business on-the-go.

**Network Optimization.** As your company grows, demand on your network increases—and performance, typically, decreases. EIA can help load-balance traffic flow, manage content more efficiently, and increase uptime and performance.

## One engineer, two hats.

Who are the people who actually end up working on your project? This may come as a shock, but with **EIA** it's actually the same technical team that was involved in the proposal—they stay on straight through and oversee the project to completion. The sales engineer you got to know remains on the project as chief engineer of the delivery team, providing continuity and keeping things moving forward at a steady clip.

## All that, and a fixed price too.

So how much does all this cost? **EIA** believes you have a right to know that answer before you commit. That's why we operate on a fixed-time, fixed-price service model—a firm bid for a defined scope of work, delivered when you expect it. This give you better visibility into your IT budget, plus you get the best resources we can provide, with reduced likelihood of cost overages and "scope creep." It's a win-win situation—which makes it all the more curious why so many companies are still billing on time and materials.

Fixed pricing is offered for network security, infrastructure optimization, enterprise mobility and IP convergence solutions.

## Anatomy of an Engagement: HOW EIA DELIVERS.

### ASSESSMENT

Before we do anything else, **EIA** specialists analyze your business goals and determine your long-term networking requirements.

### SOLUTION DESIGN

We custom-design your network solution based on your unique needs, with your input and approval.

### IMPLEMENTATION

As we cut over to the new solution, our top priority is to minimize disruption to your personnel, partners and customers, while keeping you informed every step of the way.

### CLIENT TRAINING

Your solution succeeds only if your team knows how to use it. That's why training is a critical part of every engagement.

### HANDOFF

After the client team is trained, overall management responsibility is handed over. But **EIA** doesn't just disappear ...

### ONGOING SUPPORT

...We provide ongoing flexible support options, allowing you to draw on our team for support, proactive maintenance, or staff augmentation.



## A flexible partner for your changing needs.

If network management were predictable, your life would be easier (ours too). But with demands on the network increasing—and security threats multiplying as well—you can't always know what your priorities will be month to month. That's why **EIA** has introduced **SmartSupport™**, a flexible range of services that adapts to your changing needs. **SmartSupport** encompasses

- Proactive maintenance
- Staff augmentation
- Business continuity implementation
- Desktop and server support

You purchase blocks of time and apply the hours wherever they makes the most sense. So instead of being in the hole for hours you can't use, you get, by definition, exactly what you need.

**EIA** architects, installs and manages complex business-critical networks. A leading provider of network consulting services, the company offers a full range of solutions designed to support the business goals of our clients. For nearly three decades, **EIA** has delivered solutions for businesses in financial services, health care, media and entertainment and retail, as well as for government and non-profit organizations.



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