



# VentureCo Inc.

## Your friend in tech.

Governments nationwide have IT challenges that seem unique but have more in common than differences. Whatever the challenge, you're not in it alone. We've got a solution. With VentureCo, you've got a friend in tech!

### **Small**

We're lean and nimble and innovate on behalf of our customers.

### **Minority-owned**

We have an inclusive environment, allowing diverse perspectives to integrate when brainstorming, problem-solving, and developing new ideas.

### **Service-disabled veteran-owned small business**

We know what it means to put in a hard day's work. We bring an extra layer of value by having a sense of duty and purpose to fulfilling the government's mission.

### **We work hard and have fun!**

Helping our customers remove pain points and fulfill their business goals is rewarding. Seeing them become friends with VentureCo makes it fun!

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# Why VentureCo?

VentureCo was incubated in a family of government contractors who have been providing technology solutions since 1984. We have the experience and capabilities to delight customers in terms of cost, quality, and timeliness.

The name VentureCo demonstrates our belief that every day is "day one" when working with the government, which requires a commitment to be flexible and reliable. We'll sacrifice profit to make our customers even happier.

We must have our customers say, "There's no easier partner to work with than VentureCo and no company we'd rather do business with."

## Structure.

### VA-certified SDVOSB

We're small, minority-owned, and certified by the Department of Veterans Affairs as a Service-Disabled Veteran-Owned Small Business (SDVOSB).



### Top brands

We represent top brands like Apple, Cisco, Dell, HP, Lenovo, and Microsoft. We partner with the largest IT distributors like Ingram Micro, TD SYNEX, and Amazon.



### Expert IT solutions

We bring together top brands in IT supported by our highly-certified partners. We're committed to the success of our customers from edge to cloud.



### Fast delivery

Our warehouses are located nationwide for fast delivery. We offer customized and consolidated fulfillment options and free two-day shipping on millions of items.



### 100% fulfillment

We provide 100% contract fulfillment. Our structure, customer service focus, and systems allow governments to focus on their mission, saving time and money.



### Dive deep

We operate at all levels, dive deep into details, audit frequently, and are skeptical when data and customer anecdotes differ. We obsess over getting it done right the first time.



# We help government realize the promise of technology.

Technology moves quickly. To stay nimble, we partner with the entire technology ecosystem to manage digital transformation and execute confidently. By bringing together the top brands in IT and our highly-certified partners, we fulfill our customers' business outcomes from edge to cloud.

We also market and distribute millions of products worldwide from over 1,800 of the industry's top brands. Our distribution partnerships include suppliers for PC, mobile, print, consumer electronics, AR/VR, endpoint security, wearables, endpoint software, infrastructure, hybrid cloud, data, security, networking, software, components, lifecycle, CAD, implementation, consultancy, professional audiovisual, education, hyper scaler infrastructure, and more.

We also have relationships with the world's largest wholesale technology distributors, supply chain management leaders, and fulfillment specialists. These partnerships enable us to provide technology solutions from brands such as Amazon Web Services, Apple, ASUS, Azure, Dell, Cisco, Citrix, Google, HPE, HTC, IBM, Lenovo, LG, Microsoft, Samsung, Symantec, VMware, Zebra, and many more.

## Featured partners.

With over 1,800 brands, our partner portfolio is one of the largest in the channel. Covering a wide range of technology solutions, we have the choice and product availability unparalleled anywhere in the industry, allowing us to take technology to market.



# Our solutions.

## Automation

We partner with leading vendors who span automated platforms, operations, and infrastructure. Our automation partnerships include Cisco, F5, VMware, AppDynamics AWS, Microsoft Azure, Google Cloud, Red Hat, ThousandEyes, HasiCorp, Riverbed, ServiceNow, Red Hat, BigPanda, and ScienceLogic.

## Cloud

We partner with leading cloud service providers (CSPs), independent software vendors (ISVs), original equipment manufacturers (OEMs), and startups to bring cloud solutions that drive business outcomes. Our cloud partnerships include AWS, Google Cloud, Microsoft Azure, Cisco, Dell, HPE, NetApp, VMware, F5, Intel, Palo Alto Networks, AppDynamics, PureStorage, CloudBolt, CrowdStrike, HashiCorp, Rubrik, IBM Cloud, and Cohesity.

## Datacenter

We provide solutions around workload optimization, scaling infrastructure while reducing data center footprint, and simplifying IT operations. Our data centers partners include Cisco, Dell, HPE, NetApp, VMware, F5, Intel, Cohesity, Equinix, Nutanix, NVIDIA, PureStorage, Red Hat, APC, CloudBolt, Eaton, HashiCorp, Hitachi, IBM, Rubrik, Veritas, Vertiv, AMD, CommVault, Panduit, Vast, Veeam, and Zerto.

## Digital workspace

We partner with digital workspace platforms and original equipment manufacturers (OEMs) to create work environments that empower employees, improve productivity, and help governments achieve hybrid work outcomes. Our digital workspace partnerships include Webex, Apple, Dell, Microsoft, Poly, Samsung, VMware, and Zoom.

## Networking

We help governments create global connectivity architectures that meet their mission requirements. With users, workloads, and devices now everywhere, governments must find new ways to enforce security, boost productivity, and enhance the user experience. Our networking partnerships include Cisco, HPE, VMware, Equinix, Fortinet, Juniper, and Arista.

## Security

Cybersecurity is changing fast, from secure access service edge (SASE) to cyber resilience. We help governments hardwire cyber protection into the fabric of their mission. From understanding identity posture and strategy to managing the convergence of OT, IT, and IoT, we help modernize their enterprise security and move forward into the future. Our security partnerships include Cisco, Intel, Palo Alto Networks, CheckPoint, Fortinet, and Tanium.



# Our products.

## Computers & IT hardware

Accessories, backups, blade servers, Chromebooks, desktops, displays, drive arrays, enclosures, firewalls, hard drives, laptops, monitors, rack servers, routers, storage, switches, and tablets, from brands like APC, Apple, ASUS, Cisco, Dell, Eaton, HP, HPE, Lenovo, LG, Logitech, Microsoft, Samsung, and Tripp Lite.

## Office products

3D printers, all-in-one printers, charging carts, furniture, headsets, ink, inkjet printers, laser printers, office supplies, phones, projectors, scanners, toner, utility carts, and video conferencing from brands like Avaya, Brother, Canon, Cisco, Epson, Ergotron, Fujitsu, Honeywell, HP, Lexmark, LG, Poly, and Zebra.

## Electronics

Audio systems, cameras, drones, headphones, microphones, robotics, security cameras, smart devices, smartwatches, telephones, TVs, unlocked cell phones, video cameras, and wearable technology from brands like Amazon, Anker, Apple, Canon, DJI, Google, GoPro, LG, Logitech, Microsoft, Samsung, and Sony.

## Consumer goods

Breakroom supplies, electrical, janitorial, facilities, laboratory, lighting, ceiling fans, material handling, metalworking, power tools, hand tools, safety products, test & measurement supplies from brands like 3M, Amazon Basics, Bissell, BLACK+DECKER, Clorox, Craftsman, DEWALT, Hoover, Purell, and Rubbermaid.

