



White Paper

SERVICES: CHOOSING A TRUSTED PARTNER

A Discussion on COTS, Rugged & Custom Platforms

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Trusted Partner

An important component of moving forward with a server upgrade is choosing the right partner. Whether you are an enterprise, government agency or small business, an organization needs a knowledgeable and trustworthy technology partner when evaluating data center upgrades, transformation or modernization.

The solution may be easily solved with readily available COTS platforms, or may require complex program analysis and custom design – or something in between. Whatever your direction, your partner must be able to help you analyze the exact solution to fit your technology and budget needs.

Additionally, you may be a software developer addressing a specific market segment – such as cybersecurity. In that case, you need a hardware partner that knows every aspect of the server architecture inside and out, to help you create the perfect appliance platform to supercharge revenues.

Whatever the challenge, having an expert partner at your side every step of the way will ensure success.



How to Choose the Right Partner



Your server challenge may be relatively straightforward or complex. Even if you are upgrading just a few servers and possibly going the COTS route, you will still need to consider a vendor that delivers quality and flexibility with a portfolio of different form factors, performance, capacity, and peripheral component options. In this case, you may decide to choose a Tier 1 vendor and pay premium pricing. This is the path of least resistance and the main penalty will be cost. As an alternative, keep in mind that there are smaller server vendors with decades of experience that can meet these needs at much greater value. These companies often employ industry veteran technologists who have extensive experience with hardware component manufacturers, supply chain and relationships with other-than-mainstream technology vendors.

Server Challenges

If your server requirement is complicated, the issue of a trustworthy partner will overshadow strictly cost/value considerations. Your partner still must deliver quality and flexibility, but also needs to be able to deal with complexity and challenges while keeping budget and time-to-market priorities in mind. Typical server needs may encompass:

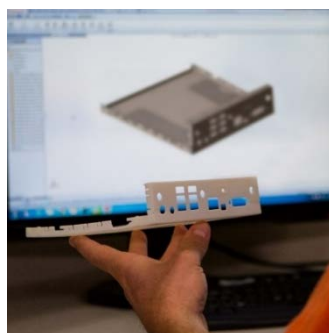
Rugged



IT administrators often turn to experienced vendors who have a track record of implementing rugged servers into harsh and challenging locations. Rugged servers are used in unforgiving environments such as aboard ships, aircraft and all-terrain vehicles. Rugged servers are also in demand by first responders, the oil and gas market, and in other industrial applications.

This is a specialized market where servers must often meet rigorous specifications for service in harsh operating conditions, including temperature, vibration, shock and environmental extremes.

Design, Integration & Manufacturing



When COTS won't work, make sure that a partner has broad experience in addressing specific server and appliance needs – from refreshing an aging platform to creating an entirely new product.

Sometimes customers are comfortable with off-the shelf platforms, but many see the benefits of a custom solution to address unique elements of both their technical and business goals. Requirements that often surface in initial discussions include: platform migration to upgrade an aging computing architecture, introduce new Input/Output (I/O), networking and storage technologies, improving performance, the quality of components, increasing reliability and improving cost of ownership.

An integration team should be able to evaluate the situation and bring in all the capabilities necessary to make the project a success – from initial design and manufacturing to logistics and lifecycle support services.

Whatever the challenge, having an expert partner at your side every step of the way will ensure success.

Converged Infrastructure

More and more IT administrators are looking into simplicity and reduced costs in the data center. All-in-one virtualization solutions integrate compute, storage and networking into a software-defined platform. Converged and hyperconverged infrastructure solutions are available from Tier 1 vendors. Additionally, they are resold by smaller server vendors in partnerships with the Tier 1s. Smaller vendors have the flexibility to tailor a solution specifically to your needs, unconstrained by the Tier 1 vendor's limited "one size fits all" offerings.



Choose NCS as Your Trusted Partner

NCS prides itself as a company with the capabilities and experience satisfying a long list of sophisticated customers, and is a financially sound organization committed to quality and dependability.

Value



It's a fact of life that Tier 1 brand pricing can be needlessly expensive for standard off-the-shelf server technology. NCS has more than two decades of experience delivering high-value computing solutions to enterprises, schools, the military and government agencies of all sizes. NCS is deeply experienced in selling COTS servers, or designing customized x86 and ARM-based servers for complex market needs. Talk to us today about how we can deliver a high-value server solution tailored to your exact needs.

Supply Chain



As a respected computer manufacturer and reseller, NCS has deep relationships with the world's leading hardware and software suppliers. We have access to the very latest technologies and can ensure expedited delivery times. This adds up to white glove service and a fast-to-market experience. In addition, NCS recently completed the certification process for ISO 28000 Security Management System for the Supply Chain. We have the policies, procedures and controls in place to manage the associated security risks.

Trust



For more than 20 years, NCS has consistently grown by meeting and exceeding customer expectations. We are small enough to take every customer seriously, but large enough to meet the needs of the largest federal agencies. Our base in the U.S. means we are available to solve any problem in real time. Please give us the opportunity to earn your trust.

Single Point of Contact



No matter how complex the challenge, NCS can bring together all the disciplines necessary to solve any business need. Our Design Services capabilities are ISO 9001 certified and include all the necessary engineering disciplines. Our product integration services enable us to design and validate high-quality custom products that can be any combination of commercial-off-the-shelf and purpose-built parts and sub-assemblies. In addition, we offer premier manufacturing, fulfillment and lifecycle support services.

Conclusion

In conclusion, consider the “NCS Advantage” when making your decision on whom to partner with. The NCS Advantage delivers:

Flexibility/Agility – The NCS engineering team listens. Our managers include all the necessary engineering disciplines to meet your objectives. Complementing our capabilities is a network of vendors and partners in both the U.S. and Taiwan.

Financial Stability – NCS has been in business for more than two decades and has a long list of high profile customers from government, the military and the commercial sector.

Focused on Your Needs – NCS will deliver precisely what you need, based on your requirements. Our team evaluates the opportunity holistically, from initial design and manufacturing to logistics and lifecycle support services.

Please talk with us today!



NAICS Classification Codes

334111	Electronic Computer Manufacturing
334112	Computer Storage Device Manufacturing
334113	Computer Terminal Manufacturing
334119	Other Computer Peripheral Equipment Manufacturing
423430	Computer and Computer Peripheral and Software Merchant Wholesalers
443120	Computer and Software Stores
541512	Computer Systems Design Services
541519	Other Computer Related Services

About NCS Technologies

Founded in 1996, NCS is a leading domestic computer manufacturer. We operate from a modern campus located in Gainesville, Virginia. NCS designs, manufactures, distributes and supports our products from this single location. Our computing solutions include a suite of NCS services. This suite includes product design, integration and testing, manufacturing, warehousing, order fulfillment and end user support.

NCS Technologies, Inc. is registered to **ISO 9001:2008** (quality management) and **ISO 14001:2004** (environmental management). This status is the manifestation of our commitment to quality excellence and environmental stewardship.

Small Business

Minority Owned

ORCA Registration Complete

CAGE Code: 1BEK6

DUNS: 96-100-3720

EIN: 54-1822366

