Red River

TECHNOLOGY DECISIONS AREN'T BLACK AND WHITE.

THINK RED.

RED RIVER

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THE RED RIVER DIFFERENCE

Technology demands are high and constantly shifting. Big data requires big storage capacity and the analytic tools to make it useful. Security has never been more critical. Your workforce is mobile and budgets are tight. We get it. You need the right solutions and the right partner to accelerate today's technology transformation to meet tomorrow's demands.

Our industry-leading technical expertise, strategic partnerships, and complete end-to-end support have made us the partner of choice for government agencies and business enterprises interested in optimizing business processes and maximizing the value of their investments.

We call ourselves a technology transformation company because we know how to harness the power of technology to change the way you do business.

Let us show you how.

MISSION & VALUES

Transformation is complicated, but our mission is simple: Red River reimagines the possibilities of technology, enabling organizations to transform beyond the expected to create a positive impact on citizens, soldiers, consumers and employees.

Our values are pretty straightforward too. They define who we are as a company and how we act toward our customers and partners, within our communities and with each other. Through purpose, integrity, collaboration, creativity, work ethic and philanthropy, we have created a vibrant culture where people and business can thrive.

- We work with **PURPOSE**, looking to disrupt the status quo in meaningful ways.

- We act with **INTEGRITY**, showing respect for all and demonstrating our commitment to ethics.

- We value **COLLABORATION**, and work as a team to accomplish results.

- We **ELEVATE CREATIVITY**, and support curiosity to reimagine the use of technology.

- We have a **STRONG WORK ETHIC**, and seek continuous improvement in all we do.

- We embrace **PHILANTHROPY**, working together to drive positive change and lasting impact within communities around us.

EVOLUTION OF RED RIVER

VALUE ADDED RESELLER
2003-2009

2008 Officially established the Red River Technology Foundation

2004 Ranked #301 on VAR Business 500

2003 Opens federal headquarters in Reston, VA

TRANSFORMATION
2017-Present

2017 Ranked #63 on Washington Technology Top 100

Acquired Sacramento-based Natoma Technologies

SOLUTIONS
2013-2016

2016 Acquired Accunet Solutions

2015 CRN Triple Crown Award Winner

2013 Ranked #93 on Washington Technology Top 100

RESELLER
1998-2003

2000 Awarded a GSA Schedule from the US government

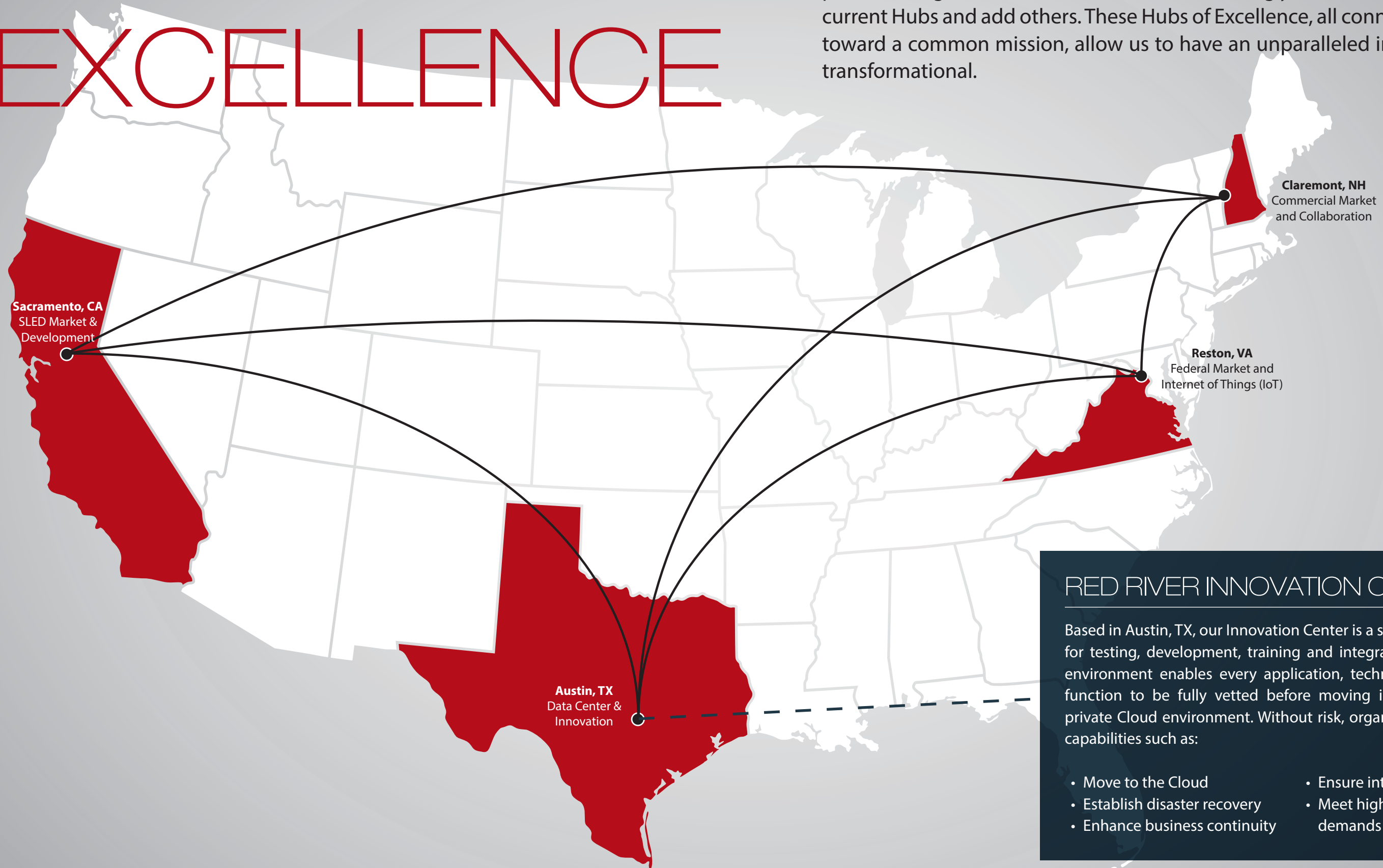**1999** Relocated to Rivermill Complex in Lebanon, NH

MID-TIER
2009-2013

2012 Achieved our first win of a multi-million dollar contract

2011 Selected as #7 of NH Top 100 Private Companies

2010 Ranked #191 on VAR Business 500

2009 Moved the Corporate Headquarters to Claremont, NH

STARTUP
1995-1998

1995 Red River begins in Hanover, NH

Received first U.S. government contract over $100,000.

HUBS OF EXCELLENCE

Red River seeks to provide true value to organizations looking to transform how they deliver services to citizens, soldiers, consumers and employees. We have established Hubs of Excellence across the country – places where we specialize in particular segments of our business. In the coming years, we will grow each of our current Hubs and add others. These Hubs of Excellence, all connected and working toward a common mission, allow us to have an unparalleled impact and be truly transformational.

Claremont, NH
Commercial Market
and Collaboration

Sacramento, CA
SLED Market &
Development

Reston, VA
Federal Market and
Internet of Things (IoT)

Austin, TX
Data Center &
Innovation

RED RIVER INNOVATION CENTER

Based in Austin, TX, our Innovation Center is a sandbox environment for testing, development, training and integration. The secure lab environment enables every application, technology and business function to be fully vetted before moving into production in a private Cloud environment. Without risk, organizations can expand capabilities such as:

- Move to the Cloud
- Establish disaster recovery
- Enhance business continuity
- Ensure interoperability
- Meet highly unique mission demands

CAPABILITIES

We are masters of today's complicated technology landscape and have the capabilities to meet our customers' needs, both large and small, within time, scope and budget expectations. We combine deep expertise, superior business acumen, technical savvy and a consultative approach to serve as a true technology partner to our clients.
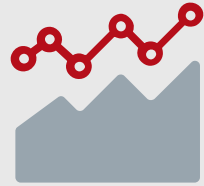
ANALYTICS

- Data center analytics
- Security analytics
- IT analytics design
- IT operations analytics
- Predictive analytics and risk management

CLOUD

- Array of SaaS, PaaS and IaaS offerings
- PATH to Cloud adoption
- Broker and streamline acquisition and adoption
- Focus on full lifecycle services
- Public, private and hybrid solutions

COLLABORATION

- Integrate and optimize disparate voice, video, data and mobility applications
- Enable reliable collaborative experiences from one interface
- Adopt enhanced video and Web conferencing capabilities
- Upgrade or replace outdated equipment

DATA CENTER

- Backup, recovery and archiving
- Business continuity and disaster recovery
- Capacity assessment and planning
- Data classification
- Deliver modernization and next generation infrastructure
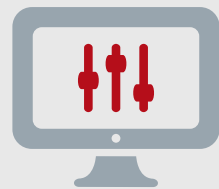
ENTERPRISE APPLICATIONS

- Architect, develop and maintain applications
- Complete stack experience
- Quality assurance and quality control
- Manage application testing and independent verification and validation
- Large-scale systems assessments

MOBILITY

- Support a geographically-dispersed mobile workforce
- Extend network and resources to any remote location
- Enable and support BYOD initiatives
- Strengthen security protocols
- Rugged, deployable IT anywhere

NETWORKING

- Build and maintain a faster, more secure network
- Proactively monitor security threats
- Deliver Wireless-as-a-Service
- Support virtualization and Cloud computing
- Enable unified communications
- Provide secure wireless and guest wireless

SECURITY

- Network and data protection
- Intrusion detection
- Compliance management
- Environmental controls
- Video surveillance and analytics

MARKETS WE SERVE

Red River has been providing creative, cutting-edge solutions for the civilian, commercial, public sector, defense, healthcare and intelligence markets for more than 20 years. Our unique understanding of these markets enables us to help our customers improve productivity, enhance collaboration, secure data assets, streamline IT operations and lower costs.

DEFENSE

As a trusted technology and services provider to the U.S. government and Department of Defense (DoD), Red River is highly regarded among military agencies for our ability to deliver customized and turnkey solutions to meet even the most demanding requirements for security and fast deployments.

HEALTHCARE

As a trusted advisor, Red River helps healthcare organizations deliver the highest quality patient care while lowering costs and improving efficiencies. Our proven personalized approach makes Red River the partner of choice for hospitals, clinics, academic medical centers, VA facilities and healthcare professionals across the country.

SPOTLIGHT:

THE U.S. NAVY'S CLOUD HOSTING INDUSTRY PARTNER

Red River is moving the U.S. Navy's Data Center Consolidation and "Cloud-First" mandate forward with a dedicated commercial Cloud hosting task order for Department of the Navy Mission Owners.

The Navy turned to Red River to host cloud Infrastructure as a Service (IaaS) and a secure shared services virtual environment. To maintain service-levels and compliance, Red River also provides cloud assured managed services. A secure "self-service" portal simplifies service ordering and provides visibility into actual usage, foundational managed services, patch management and performance metrics.

SPOTLIGHT:

DELIVERING FLEXIBLE, SCALABLE STORAGE ON DEMAND FOR VA

The Veterans Administration needed to modernize its aging storage environment and meet provisions of the federal "Cloud-First" mandate. Due to the private nature of their data and HIPAA compliance issues, they needed to ensure absolute control and privacy for their storage environment and required a private on-site solution.

In developing a comprehensive solution, Red River utilized its Innovation Center to test every component in a secure environment prior to launch. The final solution allowed the VA to keep patient data on site while delivering flexible, scalable as-a-Service storage options in an on-demand basis.

MARKETS WE SERVE

COMMERCIAL
We help commercial organizations navigate today's evolving business and technology landscape with specialized solutions for specialized industries.

INTELLIGENCE
We provide the advanced technology solutions, services and support that intelligence agencies need to capture and deliver real-time, accurate and actionable information to personnel and partners anytime, anywhere.

Powerful Purchasing Vehicles

Red River holds more than 20 contracting vehicles you can leverage to lower costs and streamline purchasing for a full range of technology products and services. We hold multiple Government Wide Acquisition Contracts (GWACs), Blanket Purchase Agreements (BPAs) and Agency- Specific Contracts, including:

- AIR FORCE NETCENTS-2
- DHS First Source II
- GSA Schedule 70
- NASA SEWP V
- NAVY SEAPORT-E
- NITAAC CIO-CS
- SPAWAR COTS C2

SPOTLIGHT:

ENABLING SECURITY AND MOBILITY

While embracing mobility and actively developing a Bring Your Own Device (BYOD) strategy, the National Science Foundation (NSF) wanted to minimize security risks, increase visibility and ensure control over the computers and mobile devices connecting to their network.

Red River helped the NSF implement a simplified identity-based access and management tool to automate and enforce secure access to NSF network resources. The customized, highly secure and scalable solution works seamlessly with their existing network, is easy to support and provides comprehensive visibility and control for network authentication, regardless of user device or locations.

SPOTLIGHT:

IMPROVING STRATCOMM'S OPERATIONAL AGILITY

Under a recently awarded contract, Red River provides information technology and engineering support services for a new command-and-control center for U.S. Strategic Command. With this contract, Red River will support the U.S. Strategic Command's efforts to modernize its war fighting capabilities.

Under the terms of the contract, Red River will provide expertise for data center, network, audio visual and enterprise operations to facilitate the design, installation, configuration and transition to a new information technology infrastructure for U.S. Strategic Command.

MARKETS WE SERVE

SLED

Today's state and local governments and educational institutions face difficult technology challenges: extensive geographic locations, collaboration demands, diverse end user needs and skill sets and the need for secure access and handling of sensitive data. We provide practical, innovative solutions that improve productivity and reduce costs.

SPOTLIGHT:

ENSURING CALIFORNIA'S ELECTORAL ACCURACY

The Help America Vote Act (HAVA) made sweeping reforms to the nation's voting process, addressing needed improvements to voting systems and voter access. To meet the new requirements the State of California turned to Red River to create VoteCal, the official statewide database of record for California's more than 18 million registered voters.

VoteCal is a centralized voter registration application that allows voters to register online, connects the Secretary of State with all 58 county elections offices in near-time and helps county election boards manage voters by placing them in their proper precincts and districts. Red River prioritized a user interface that works well for all audiences, as well as a thorough reporting process and robust database architecture. As a result of VoteCal implementation, the State of California is now 100% compliant with HAVA requirements.

CIVILIAN

With our extensive contract portfolio, depth and breadth of experience with government agencies, we are able to streamline the procurement process and ensure technology investments are optimized to support the mission at hand.

SPOTLIGHT:

ENABLING GUEST WIRELESS AT THE VA

VA hospitals and medical centers nationwide need to provide their patients and guests with wireless access to the Internet without compromising their clinical networks. Any solution needs to adhere to both FIPS and HIPAA compliance, neutralize security risks and avoid interfering with the existing VA medical wireless systems.

Red River established a stable, fully-redundant network complete with wired and wireless management systems, advanced reporting and network metrics and activity monitoring capabilities. Red River also delivers long-term preventative maintenance service and 24/7/365 user support from our Network Operations Center (NOC) in New Hampshire.

State & Local Contract Vehicles

In addition to our federal contract vehicles, Red River also holds several state contracts, including:

- GSA IT-70:
  GS-35F-140AA
- CAAS IV:
  FA4890-12-D-0019
- T4NG:
  VA118-16-D-1008

- USCB SE&I Project Tier BPA CIO-SP3 SB
- CMAS 3-15-70-0718J
- CA IT-MSA 5137002-123
- STATE OF NH – CISCO

- STATE OF NH – DELL
- STATE OF VT – DELL
- STATE OF VT – HP
- STATE OF VT – PANASONIC

COMPLETE LIFECYCLE TECHNOLOGY MANAGEMENT & SUPPORT

Today's technology deployments are rarely plug and play. They typically involve multiple technology components and services from an array of OEMs and providers. Integrating and optimizing those components can cripple an IT department, and distract you from your mission-critical goals.

Leverage Red River's engineering and consulting services as your trusted advisor to identify solutions for your mission and business challenges. Red River delivers ongoing technology consulting, maintenance and support to ensure optimal success through an array of unique service offerings, including integrated Managed, Professional, Technical and Support Services.

Whether you need help answering simple end-user inquiries with our 24x7x365 Network Operations Center, need to develop a path to the cloud, or implement new network security protocols, our certified experts are available to help.

SPOTLIGHT:

NETWORK OPERATIONS CENTER

Our New Hampshire-based Network Operations Center (NOC) provides network, server and application monitoring services **24/7/365**, with skilled experts who react quickly and troubleshoot effectively.

50,000
Help Desk Requests Completed Last Year

ISO 9001

AICPA SERVICE ORGANIZATIONS SOC Formerly SAS 70 Reports aicpa.org/soc

4M Devices Under Management

400+ Technology Certifications

COMPLETE LIFECYCLE TECHNOLOGY MANAGEMENT & SUPPORT

Red River engages customers with a proven three-phased approach: Plan, Build, Run. After assessing your current IT and support infrastructure, Red River engineers work directly with your technical staff to PLAN appropriate solutions and services. We use your approved design document to BUILD custom offerings designed specifically to help you achieve your primary goals while addressing your business challenges. Finally, we help you RUN effectively by providing the superior support services and customer care you need to succeed.
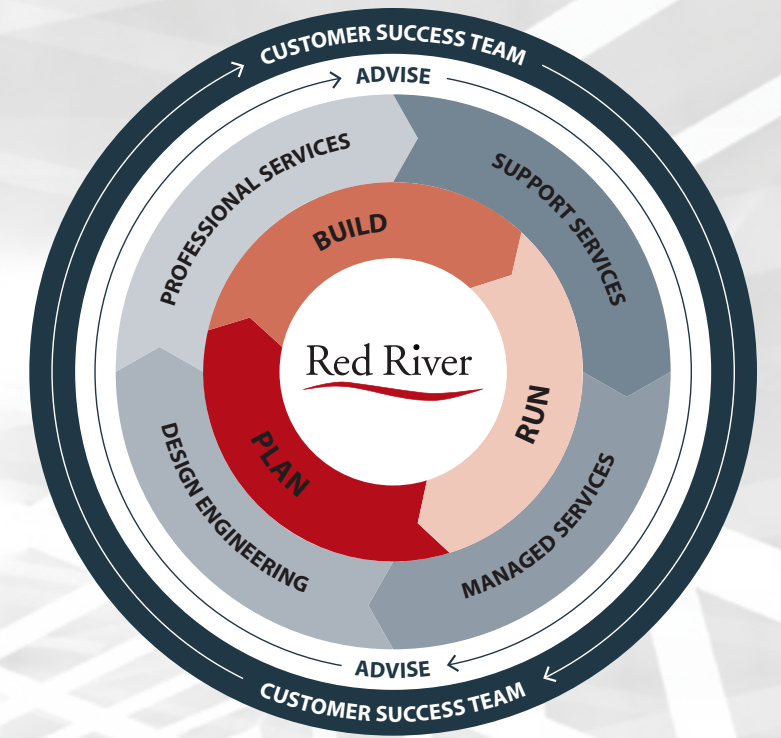

SPOTLIGHT:

CUSTOMER SUCCESS TEAM

Our new Customer Success Team allows customers to unleash the full power of Red River. We provide collaborative support to clients throughout the solutions lifecycle, from pre-project discovery to adoption and evaluation. Our Customer Success Managers work hand-in-hand with our talented account executives, project managers and technical leads to understand your business needs, optimize a solution and facilitate communication to ensure continuity of service. It's just another way that we put our customers first.

SERVICES OFFERINGS

In order to be successful, your high-end staff should be focused on the core competencies of your business. Ease the pressure on your team with our comprehensive service offerings, including:

- Optimizing Equipment and Resources
- Deploying Custom Solutions and Configurations
- Identifying Compute, Network and Storage Resources
- Engineering and Designing Custom Solutions
- Integrating New IT Solutions into Current Infrastructure
- Creating Customized Training Plans for End Users and Administrative Staff
- Roadmaps and Journey Map Planning
- Orchestrating Full-Scale Implementations

- Remote Monitoring, Troubleshooting, Management and US-based Phone Support
- Red River Help Desk – Providing 24/7 Level 1 and 2 Support
- Back-Up and Recovery Support
- Onsite Support with Highly-Certified Experts
- Simplified Administration and Ease of Managing your Support Portfolio
- Advanced Insights through Analytics
- Warranty Management
- Incident Lifecycle Management

OUR PARTNERS

While we always take a vendor-neutral approach to selecting appropriate solutions and optimizing technology infrastructure, Red River has strong relationships with a long list of elite partners, ranging from hardware to services to software. Our partner ecosystem includes global leaders that respect Red River's track record of excellence and our core mission of making a positive impact on those we serve.

STRATEGIC PARTNERS

RECOGNITION

- Splunk Global Reseller Partner of the Year
- Splunk Public Sector Partner of the Year
- Cisco U.S. Public Sector Partner of the Year
- Cisco U.S. Public Sector Data Center Partner of the Year
- Cisco Federal Civilian Agency Partner of the Year
- Cisco Federal Service Partner of the Year
- Cisco Enterprise Networking Partner of the Year

- Dell Philanthropic Partner of the Year
- # 7 Top 100 Private Companies, Business NH Magazine
- CRN Magazine Top 500 Solution Providers
- CRN Magazine Triple Crown Winner
- Washington Technology Top 100 Federal IT Contractors

TRUSTED PARTNERS

- AEROSCOUT
- APPLE
- ARCANA NETWORKS
- ARECONT VISION
- AT&T
- APPDYNAMICS
- AVAYA
- AVIZIA
- AVOCENT
- AXIOMATIC TECHNOLOGIES
- AXIS COMMUNICATIONS
- BARRACUDA NETWORKS
- BLACK BOX
- BMC SOFTWARE
- BRIDGEWAVE
- CA TECHNOLOGIES
- CABLES TO GO
- CANON
- CIENA
- CITRIX
- CLEARCUBE
- CLEARSWIFT
- CLOUDERA
- COMMVAULT
- CORIANT
- CORNING
- CRESTRON
- CYLANCE
- DATADIRECT NETWORKS, INC.

- DATALOGIC
- EATON CORP.
- ENTRUST
- EQUINIX
- EXTENSION
- EXTRON
- F5 NETWORKS
- FIREEYE
- FUJITSU
- GIGAMON
- HITACHI
- HP NETWORKING
- IBM
- IDIRECT
- IMATION
- IMC
- INFINIDAT
- INTEL
- KINGSTON
- L3 COMMUNICATIONS
- LENOVO
- LEXMARK
- LIQUIDWARE
- MASON TECHNOLOGIES
- MAXVISION
- MCAFEE
- METALOGIX
- MICROSOFT
- MOHAWK
- MONGO DB

- MOTOROLA
- NETCOMM
- NETIQ
- NETOPTICS
- NIMBLE STORAGE, INC.
- NUANCE
- NUTANIX
- OPTIMAL SOLUTIONS
- ORACLE
- PALO ALTO
- PANASONIC
- PANDUIT
- PLANTRONICS INC
- POLYCOM
- PUPPET LABS
- PURE STORAGE
- QUANTUM
- QUEST
- RARITAN
- RED HAT
- RIVERBED
- RSA SECURITY
- RUBBERMAID
- SAFENET
- SAMSUNG
- SCHNEIDER ELECTRIC
- SEAGATE
- SERVICENOW
- SGI
- SHARP SILVER PEAK

- SIMPLIVITY
- SMARTTECH
- SMARTRONIX
- SOLARWINDS
- SONY
- SOPHOS
- SOURCEFIRE
- SPECTRA
- STATIC SAFE PRODUCTS COMPANY
- SUPERMICRO
- SYMANTEC
- TABLEAU
- THALES
- TOSHIBA
- TRIPPLITE
- TRIPWIRE
- UNITRENDS SOFTWARE
- UTC
- VARONIS
- VCE
- VERITAS
- VMWARE
- VOCERA
- WINCHESTER SYSTEMS
- WRENSOFT
- WYSE TECHNOLOGY
- XEROX
- XIOTECH
- ZEBRA TECHNOLOGIES

OUR TEAM

Red River's greatest asset has always been our people. Red River employees are highly trained, efficient and ethical professionals taking pride, ownership and responsibility in all engagements with customers and partners.

We take time to understand our customers' unique business challenges and work closely with you to optimize your current infrastructure, leverage new technology, facilitate compliance and maximize your return on investment as we build and deploy new solutions. By working in unison with our manufacturer, service and distribution partners, we deliver quality projects to our customers within time, scope and budget expectations.

ROCK THE RED®

300+
Employees

21 YEARS
IN BUSINESS

5000
VOLUNTEER
HOURS IN 2016

**AWARD WINNING
CORPORATE
CULTURE**

RED RIVER CARES

At Red River, we're more than just an employer, more than a company looking to turn a profit. We're an active member of the community, proudly involved in a number of philanthropic endeavors and organizations. We strive to be a good corporate citizen and to provide new opportunities for individual and community growth.

We created the Red River Charitable Foundation (RRCF) to support our philanthropic efforts. RRCF encourages students in the fields of science and technology as well as supports U.S. military veterans transitioning to civilian life. RRCF provides opportunities for students in middle school through college interested in STEM programs with scholarships, internships, mentoring and IT equipment. RRCF supports veterans by providing technology career counseling and mentorships as well as emergency monetary assistance as they integrate back into the community.

Throughout the year, employees take part in Science Night at local schools, mentor students as part of our Think SMART program and transform communities at our annual Community Service Project. Philanthropy isn't a buzzword for us – it's at the heart of what we do.

ABOUT RED RIVER

Red River brings together the ideal combination of talent, partners and products to disrupt the status quo in technology and drive success for business and government in ways previously unattainable. Red River serves organizations well beyond traditional technology integration, bringing more than 20 years of experience and mission-critical expertise in security, networking, analytics, collaboration, mobility and cloud solutions.

Learn more at redriver.com.

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DEVELOPMENT HEADQUARTERS
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