

Vicom Infinity is an IBM Premier Business Partner specializing in high-availability solutions based on IBM Z mainframe servers and Enterprise Storage with industry-leading expertise and experience in a broad range of related hardware, software and services.

Widely known and highly respected for our value-added and customized approach to ensuring successful client outcomes, Vicom Infinity is committed to helping our customers navigate the exciting changes that are driving IT innovation today – including storage optimization, cloud computing, mobility, Big Data analytics, server virtualization, desktop virtualization, e-business, security, hybrid computing and many others.

Vicom Infinity has spent nearly two decades in the IBM mainframe and high-end storage market and our management and professional teams boast experience that goes back even further. Members of our team have developed many of the models, studies and methodologies that are widely used throughout the IBM community. This depth of experience and our deep technical skills give our customers a tremendous advantage in deploying mainframe-based solutions to address today's increasingly complex business and IT challenges.

As the IBM mainframe has evolved over the years to embrace open systems and an open architecture, our customers, old and new, are discovering what we have known for a long time: no other computing platform can compare to the mainframe in delivering the levels of performance, high availability, elastic scalability and even cost efficiency required for many

of the mission-critical applications that are driving modern and innovative businesses. In a lot of ways it seems as if the mainframe was invented to handle the performance requirements of cloud computing, virtualization, Big Data, analytics, mobile and social.

And in some ways it was. Virtualization, in fact, was invented on the IBM mainframe platform.

The solutions and services we offer at Vicom Infinity start with the mainframe platform, but they certainly don't end there. Vicom Infinity is an IBM Specialty Storage Business Partner focusing on Enterprise Storage Solutions including DS8000, Flash System Storage, TS7700 Mainframe Virtual Tape & LTFS.

Our expertise and solutions include IBM Z mainframe servers, associated storage and networking equipment, security, disaster recovery and a broad range of software, including z/OS, z/VM, z/VSE, Linux, CICS, DB2, MQ, IBM Service Suites, Tivoli, WebSphere, ICp, SSC, Zowe, and many others. We also offer professional services and IT architectural services, ranging from pre-sale assessment of legacy environments, to expert studies on capacity planning, to designing and architecting new solutions, to installation and deployment, to ongoing training and optimization. Our value-added solutions include virtualization and consolidation; business resiliency; data deduplication and encryption; performance analysis and tuning;

WHY CHOOSE VICOM INFINITY

- Unparalleled expertise in IBM Z and related solutions, including storage, networks, security, disaster recovery and others
- Nearly two decades of account experience and a management team with experience that goes even deeper
- One of the nation's Top Five IBM Premier Business Partners for IBM Z
- Dedication to successful customer engagements – each deployment is unique and customized
- Delivering the power and performance of the mainframe for critical next-generation initiatives, including cloud computing, Big Data, virtualization and mobility
- Part of a family of companies that together represent the entire IBM Solution portfolio
- \$2 million Innovation Center, including an IBM Z and other leading-edge technology
- Winner of IBM Beacon Award for Excellence in Delivering New IBM Z Solutions for a Smarter Planet
- Co-sponsor with IBM of IBM Z Linux Executive Customer Council
- Sponsor of IBM Z Councils, Linux on IBM Z Councils, z/VM user groups and IBM Z Academic Initiative Industry Roundtables across the USA.

workload/systems management; multi-OS integration; enterprise backup design and implementation; disaster recovery design and implementation; IBM Z software healthcheck services, system tuning; user training, and more. We start at the beginning with our customers, work with them through deployment and stay with them throughout—typically for many years and many upgrades and enhancements to their systems.

Our expertise is so highly regarded and widely acknowledged throughout the IBM community, that we sponsor many user groups including those in New York, Washington DC, Chicago, Carolina's, Philadelphia, and New England. The Vicom Infinity management team has an extensive history in Linux and thus we also sponsor the Linux VM User Groups. In addition, we have been awarded the IBM Beacon Award, the highest honor any partner can achieve from IBM, and we are co-sponsor with IBM of the IBM Z Linux Executive Customer Council.

We recognize that there will be situations where the mainframe platform will not be the answer to a customer's challenges. Even in those cases we can provide expert guidance and assistance. Vicom Infinity is part of a broader family of companies that include Vicom Computer Services and Infinity Systems Software. Through our partnerships, we help our customers deploy best-of-breed solutions across all products and disciplines.

Vicom Infinity serves a broad national customer base, delivering solutions across all industries, including financial services, government, healthcare, energy, law enforcement and many others. The company is based in Farmingdale, NY, with offices in New York, Boston, Richmond, VA, Charlotte,

N.C., and Central Florida. At our headquarters we house a \$2 million Innovation Center that includes an IBM Z mainframe among other leading-edge equipment.

Vicom Infinity is one of top five IBM Premier Business Partners for IBM Z in the United States. That is an honor and achievement that we have accomplished through hard work and diligence and, most importantly, with a laser-like focus on serving the needs of our customers. We are not the kind of company that will sell you a lease and maintenance contract and then show up at your door again three or five years later when the contract expires. We pride ourselves on the longstanding relationships we have developed with our clients and partners. Our expertise in providing processing solutions for high-availability environments ensures that we develop each IT transformation seamlessly. Each solution that we architect, implement and support is customized to the unique needs of that specific customer. In particular, we are widely known and highly respected for our expertise in optimizing legacy investments while introducing new technologies and capabilities.

The Vicom Infinity team understands that becoming a trusted partner begins with understanding each organization, including its challenges, business drivers and goals. It means considering investments the customer has made over the years in technology and in people. With Vicom Infinity as a trusted partner, our customers can be confident that they will derive value not only from our experience and expertise, but also from the innovative technologies and advanced capabilities of our business partners. It's part of our commitment to every client's success.

Here is what the independent analyst firm Clabby Analytics says about us:

“ Vicom Infinity ‘gets it’ when it comes to delivering workload-optimized solutions to its customers. What Vicom Infinity has discovered is that there are loads of net new business out there that can be run on a mainframe computer. And the company’s focus on determining which workloads run best on a mainframe is helping Vicom Infinity capture that net new business.

More IBM business partners should model themselves after Vicom Infinity.”

CONTACT US

To learn more on why to consider Vicom Infinity please contact us at: info@vicominfinity.com or **631-694-3900**.

To learn more about Vicom Infinity, please visit our website at VicomInfinity.com