



Government and Public Education IT Professionals:

Why Derive Technologies For Your Technology Needs?

Derive Technologies is certified as a Minority-Owned Business Enterprise (MBE) with New York State, New York City, the State of New Jersey, the NY/NJ Chapter of the National Minority Supplier Development Council and the US Department of Commerce.

We were a proud recipient of the **Cary Gabay Excellence in Innovation Awards in 2019**, which are granted by New York's Empire State Development Agency to recognize outstanding contributions to New York State from women and minority-owned businesses.

Our track record for serving state and local government agencies and public education entities (the SLED market) is founded in these key differentiators:

- >> **DEPTH OF EXPERIENCE:** Over 20 years of experience serving New York State, New York Metro, the State of New Jersey and a wide range of other SLED organizations across the country.
- >> **OUTSTANDING CUSTOMER SERVICE/SUPPORT:** Reflected in our average client tenure of 15+ years and a 90%+ retention rate.
- >> **ONE-STOP SHOP:** Providing end-to-end advisory and support, needs analysis, "best fit" solution synthesis, procurement, complete installation and solution implementation, comprehensive follow-up, and a full suite of professional services.
- >> **DEEP BENCH OF TECHNOLOGY EXPERTS:** Highly advanced and experienced team in software engineering, implementation expertise, with vendor-specific certifications across today's leading hardware and software products and platforms.

Why Now? *(More Than Ever Before...)*

Government Entities (most notably, New York State) have amplified their commitment to Minority/Women-Owned Business Enterprises (M/WBE).

- >> The State of New York leads the country in supporting minority and women-owned business enterprises. Close to 30% of all state-wide contracts are now being awarded to M/WBEs.
- >> Starting January 1, 2020, the ceiling for M/WBE Non-Competitive Small Purchase contracts in New York State was raised from **\$150,000 to \$500,000**. State procurement representatives now have greater leeway to award contracts for products and services to M/WBE companies of their choice without competitive bidding.

Derive Technologies is the clear choice for all your technology procurement needs.

Representing the Leading Technology Manufacturers and Suppliers

- >> Hewlett Packard Enterprise (HPE) - PM20850, Lot 1,2,4
- >> Cisco Systems - PM20800, Lot 1,2,4
- >> Derive Technologies, LLC - PBIT PB086AA, Lot 1,2
- >> Ergotron - PM21100, Lot 2 Hardware
- >> Fujitsu America - PM21110, Lot 2 Hardware
- >> HP Inc. - PM20860, Lot 2 Hardware
- >> HP Inc. - PM20860, AgBuy - Direct to Manufacturer
- >> Panasonic Corp. of America - PM68162, Lot 2 Hardware
- >> Schneider Electric - PM68234 Lot 2,4 Hardware, Implementation
- >> Storage Engines - PM20970, Lot 2,4 Hardware, Implementatio
- >> Xerox - PM67534, Lot 2 Hardware



For more contract details, please visit www.derivetech.com/SLED

Some of the Government Agencies that Trust Derive with Their IT Needs...

- >> NYC Office of Emergency Management (OEM)
- >> Metropolitan Transportation Authority (LIRR/MetroNorth)
- >> NYC School Construction Authority
- >> NYC Department of Citywide Planning (DCP)
- >> NYC Board of Elections
- >> Children's Aid Society
- >> NY Police Department
- >> New York City Comptroller's Office
- >> Roosevelt Island Operating Corporation



LET DERIVE TECH BE YOUR GO-TO RESOURCES FOR ALL THINGS HPE

Founded in 2000, Derive Technologies is a national provider of innovative cloud, data center, virtualization, mobility, collaboration, networking, security, managed services and IT purchasing solutions. Our deep bench of highly experienced and innovative team members allows us to design and deliver progressive business technology solutions that empower our clients to drive innovation while reducing complexity and cost.

We serve organizations in healthcare, financial services, government/public sector, education and professional services with solutions developed together with Hewlett Packard Enterprise (HPE), HP, Microsoft, Cisco, Citrix, Apple, VMware, Lenovo and other global technology leaders.

Derive Technologies is certified as a Minority-Owned Business Enterprise (MBE) allowing us to engage in business relationships with corporations, government agencies and public sector enterprises which have been empowered to offer opportunities to minority-owned suppliers.



FOR MORE INFORMATION ABOUT DERIVE TECHNOLOGIES, CONTACT US TODAY!



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