

# Nova Datacom & Cisco: Trusted Partner Overview

## Nova Datacom offers Mission Assurance solutions to the public and private sectors.

These include: Information Assurance & Cyber Security; Continuity of Operations (including Business Impact Analysis, Crisis & Risk Management; Business Resumption, and Disaster Recovery-IT); Virtualization; Governance, Risk and Compliance, Healthcare, Green Initiatives; and Project and Program Management.

Founded in 2004, Nova Datacom is an SBA-certified 8(a), minority woman-owned SDB and WBENC.

### Offices: Chantilly and Korea

#### Core Competencies

- Cyber Security
- Collaboration (Tandberg expertise) – Collaboration VTC / UC
- Virtualization / Cloud – Integration with Server and Desktop Virtualization
- Datacenter and Service Provider – Multi-tenant environments

#### Cisco Certified Gold Partner

- Routing & Switching, Security, Unified Communications, and Wireless

#### Dedicated Technology Investment

- Interoperability/Proof of Concept Lab
- Network Operations Center
- Authorized Cisco Learning Partner

#### Financial Relationships

(Robust Credit Line-\$10m+)

- GE Capital
- Virginia Commerce Bank
- BB&T
- Comstor – Line of Credit
- Cisco Capital Financing

#### Dedicated Cisco Engineering Resources

(As of Q2 2011)

- Cisco Certified Internet Expert
- CCIE x4 (Routing & Switching, Security, Service Provider, ISP –Dial)
- CCIE x3 (Routing & Switching, Security, Service Provider)
- CCIE x2 (Routing & Switching, Security)
- CCDE - Cisco Certified Design Expert
- CCSI - Certified Cisco Systems Instructor
- CCDP - Cisco Certified Design Professionals
- CCNP - Cisco Certified Network Professionals
- CCSP - Cisco Certified Security Professionals

#### Distinguished Partner

- Cisco Partner of the Year, 2011

**Cage: 4RLJ8**  
**DUNS: 169242760**  
**GSA: GS35F0322U Schedule 70**

**SBA-certified 8(a)**  
**Minority Woman-Owned**  
**SDB**

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