



Virtual Warehouse Service

Enjoy Near "Delivery on Demand":

Reserve systems and storage configurations in advance, with no up-front cost or commitment. »



Do You Have These Challenges?

- › Are your lead times too long for computer systems and storage infrastructure?
- › Do component shortages constrain your ability to acquire needed IT technologies?
- › Is the ordering process for your most-used configurations overly complicated?
- › Are you confident that the configurations you are ordering reflect the most-current technology?
- › Are you spending too much time managing your IT lead times and ordering process?
- › Have efforts to shorten lead times increased your acquisition costs?
- › Do you need IT capacity on-demand—no place to store it and no budget to preorder it?

The Benefits of Our Virtual Warehouse

You can meet every one of these challenges—at no cost or risk—by taking advantage of Corporate Technologies Virtual Warehouse, which allows customers to reserve a variety of systems and storage configurations in advance of ordering them, with no up-front cost and no commitment. When a customer orders items from the Virtual Warehouse, they typically ship in one or two business days. Corporate Technologies monitors both inventory levels and technology currency on a monthly basis, in concert with each customer, increasing or decreasing levels to match projected needs, and refreshing technology as needed.

The benefits of the Virtual Warehouse are enormous:

- › Near “delivery-on-demand”, with lead times cut from weeks to as little as one day, and seldom more than four days

Customer Results

For a global provider of managed hosting services, Corporate Technologies created a Virtual Warehouse capable of managing a very broad product catalog that included all Sun bundled server and storage configurations. The Warehouse reduced lead times from an average of three weeks to one-four business days. Response times for quotes were also reduced, from one-three days to a two-four hours—the result of creating pre-approved bundled configurations and a customer-specific cptech.com email alias.



- › Insulation from industry shortages, because of advance notification of likely constrained configurations, and the ability to advance order such a configuration for the Warehouse
- › Simplification of the ordering process, with pre-approved bundled configurations, and custom cptech.com email customer alias to expedite quotes
- › Automatic refresh of hardware, software, and firmware technologies for configurations in inventory
- › Shared lead-time and ordering process management responsibility, with Corporate Technologies-initiated reminders and monthly updates to the Virtual Warehouse inventory
- › Truly a no-cost commitment—no cost to place a product in inventory, no obligation to buy, no charge to release inventory

Customers Best Able to Benefit From the Virtual Warehouse

Customers who benefit most from our Virtual Warehouse typically have an internal approval cycle that takes weeks to process and turn into a purchase order. They also tend to require higher volumes of systems and storage, in predictable increments. Although Corporate Technologies proactively shares the management of the Virtual Warehouse inventory, customers need to have an accurate forecasting mechanism in place.

These customers also typically want to take advantage of many of the no-cost, high value consultative services provided by Corporate Technologies Solutions Architects and Technology Officers including:

- › Product briefings on new technologies
- › Recommended system and storage bundled configurations
- › Recommended technology refresh opportunities
- › Notification of configuration changes
- › Review of support contracts

Customers with an e-commerce infrastructure can also benefit from Corporate Technologies Virtual Warehouse. By adding a Virtual Warehouse catalog to the e-commerce catalog, they readily enable customer self-service ordering.

The Virtual Warehouse: A No-Cost, Low-to-No-Risk Service

Corporate Technologies Virtual Warehouse contains no hidden service costs that are over and above what you pay for the configuration ordered. There is:

- › No cost to place a product in the warehouse
- › No obligation to buy a product placed in inventory

Customer Results

One of the world's largest providers of payroll, HR, tax, and benefits administration solutions required a predictable supply of numerous Sun servers redeployed in two massive data centers, as older versions came off lease. Short lead times were critical to ensure that both data centers were on-line as scheduled. Corporate Technologies created a Virtual Warehouse capable of shipping configurations ranging from 5 to 30 different systems, as required. The Warehouse enabled an average turnaround time of 1.3 days, including integration, which by itself would have normally added 24-48 hours of lead time.



- › No minimum purchase requirement
- › No charge to release inventory
- › No cost to refresh technology for items in inventory
- › No charge for custom delivery options
- › No minimum holding requirement
- › No cost for placing a constrained item in inventory
- › No cost for managing inventory
- › No cost for recommending system and storage configurations

Similarly, customers utilizing our Virtual Warehouse incur no additional risks associated with ordering systems and storage configurations. On the contrary, several risks are reduced as a result of utilizing the Virtual Warehouse. There is virtually:

- › No risk products will ship with less-than-current technology
- › No risk you won't get near delivery-on-demand
- › No risk you can't gain access to constrained products
- › No risk you won't get quotes faster and more accurately
- › No risk you won't be able to order a broad product portfolio

How the Virtual Warehouse Works

The Virtual Warehouse is a process that allows participating customers to reserve products in advance of their ordering them with no cost, and no commitment. The equipment is reserved by specific serial number and is managed by monthly reviews of the current inventory.

Equipment can be added into the Virtual Warehouse at any time, and adjustments to the inventory and refreshes of aging equipment take place at monthly meetings.

- › **Ordering From the Warehouse** Customers place orders in the same fashion that they normally would. Corporate Technologies will automatically check to see if the order can be fulfilled with an item already in the Virtual Warehouse, and gives the customer the option of taking delivery from the Warehouse or outside of it.
- › **Shipping and Delivery** All orders for items in the Virtual Warehouse that are received at Corporate Technologies before 12 noon on a business day, can be shipped that same day (unless a customer requests a later date). All orders for items in the Virtual Warehouse that are received at Corporate Technologies after 12 noon on a business day, can be shipped the next business day (unless a customer requests a later date).
- › **Custom Delivery Options** With the Corporate Technologies Virtual Warehouse, customers can also take advantage our ability to specify

Customer Results

One of the world's leading software, software-as-a-service, and IT services companies required rapid delivery of servers in high quantities to keep its IT infrastructure in pace with growth of their many business units. Using Corporate Technologies Virtual Warehouse, our customer immediately realized two-three day lead times—versus the normal three-four weeks—on server configurations specifically designed to meet their computing requirements. The Warehouse, originally established to supply fast and predictable delivery on Sun server products has twice been expanded—to supply Juniper high-performance network solutions, and F5 load-balancing products.



“Deliver by date”, “Deliver on date”, or “Deliver after date” orders from the Virtual Warehouse.

- › **Inventory Aging** Corporate Technologies makes every effort to ship systems that are fresh, reflecting current revisions of hardware, software and firmware. For that purpose, we will attempt to refresh the equipment in the inventory every 30 days, which is accomplished through a 30-day inventory review with the customer.

Virtual Warehouse Management

A customer-specific Virtual Warehouse Inventory Report is updated and circulated with each addition or deletion, so that all interested parties have a current inventory and an audit trail of what was consumed and deleted. The Report, maintained by Corporate Technologies, contains the following information:

- › **Quantity** Number of items the customer requested be placed in the Virtual Warehouse
- › **Part Number** Packaged system part number, or part number for an added component
- › **Description** One-line description of item being placed in the Warehouse
- › **Requestor** Person with responsibility for removing or extending an item in inventory
- › **Date Requested** Date that the customer requested the item be placed in inventory
- › **Date Placed in Inventory** Date that the item was placed in inventory, by specific serial number
- › **Disposition of Items** Designated by an “O” for items that were ordered, or an “R” for items that were released from inventory
- › **Date Ordered/Released** Date that the item was either ordered or released

Our Hardware and Software Expertise

Corporate Technologies Product Resale Group sells meticulously selected hardware and software products from leading partners, and matched to clients’ business and technical needs. Every product we offer has been validated by our proprietary New Product Evaluation process, which selects—from all the emerging technologies we evaluate—only those that are best-of-breed performers, and proven in addressing important business issues.

Our offering includes servers, storage, networking, compliance, Business Intelligence, databases, archiving, and backup products that match a wide range of infrastructures and budgets.

Customer Results

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We complement our product offerings with four high-value services offerings—Maintenance Lifecycle Management, Virtual Warehouse, loaners and evaluations, and proof-of-concept—which streamline product acquisition and simplify its ongoing management.

About Corporate Technologies, Inc.

Founded in 1994, Corporate Technologies, Inc. is one of the largest providers of complete IT solutions and services to enterprises in the Northeast. We provide clients with professional services expertise in the areas of IT Strategy, Business Intelligence, and Data Centers, supported by a selective product line, support contracts and services, IT staffing solutions, and financing options.

The company is a top partner with many technology leaders including Sun Microsystems, NetApp, SAP/Business Objects, Oracle, Symantec, VMware, Juniper, and F5 Networks. Its annual investment in R&D and the company's market-leading Technology Lab allow Corporate Technologies to continually evaluate and recommend the best current and emerging technologies.