

RACE Consulting

WAN/LAN Network Infrastructure Consulting Services

Including:

- ☒ Requirements Assessment
- ☒ Design
- ☒ Configuration/Implementation
- ☒ Project Management
- ☒ Installation
- ☒ Documentation

Why should you engage RACE Consulting?

⇒ **Value**
⇒ **Experience**
⇒ **Reputation**

(See reverse for details)

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⇒ Value

- ☞ Bring to bear a very high level of network consulting experience at a very competitive billing rate, as compared to that of a large consulting firm.
- ☞ 30 years of experience that encompasses a broad range of hands-on technical skills with LAN/WAN networking, project management, and vendor liaison.
- ☞ Excellent mentoring proficiency, to help develop the skills in a customer's staff necessary to provide ongoing production support for the network.
- ☞ Flexible, part-time or full-time services available.
- ☞ Practical, cost effective, business driven solutions/recommendations.
- ☞ Truly Independent perspective, with no compensated vendor relationships.
- ☞ Fanatic attention to detail.

⇒ Experience

In a wide range of WAN/LAN technologies including:

- ☞ Cisco routers and switches.
- ☞ Frame Relay, DDS, T1, NXT1, T3 networking.
- ☞ Experience with industry-leading hardware, software, and WAN carriers.
- ☞ Converged Voice, Video, and Data networking including:
 - ☞ IP Videoconferencing.
 - ☞ IP multicast video broadcast.
 - ☞ Voice over IP and Cisco IP telephony.
 - ☞ Associated QoS and Frame Relay Traffic Shaping.
- ☞ IBM mainframe and AS/400 IP and SNA networking, including Cisco DLSw+ and CIP (Channel Interface Processor).
- ☞ High-availability redundant and fault tolerant network architectures.
- ☞ WAN Dial Backup.

⇒ Reputation

Earned a solid reputation locally for:

- ☒ Honesty and high ethical standards.
- ☒ Consistently high quality work.
- ☒ Dependability.
- ☒ Getting the job done right the first time.
- ☒ Exceeding expectations.
- ☒ Confidentiality respected.

Customer Focused Goals

- ? Help make the customer successful.
- ? No surprises.
- ? Develop long-term relationships by providing consistently high quality work.
- ? Engage with a limited number of customers to provide personalized, flexible services.
- ? Provide ongoing consistency in support services.
- ? Provide services for major projects, migrate to new technology with which the current staff is not familiar, or focus on specific tasks such as remote site installation support and coordination. Enable staff to maintain day-to-day operation by bringing the higher level of experience and focus to insure the project's success and reduce risk.
- ? Help bridge the gap between the customer's experience in WAN/LAN networking technologies and the vendors/carriers. Assure clear expectations are set and met.
- ? Be a customer advocate to vendors and carriers. Based on experience, ensure the vendors are providing the level of service the customer should receive.
- ? Develop the customer's trust that RACE Consulting will always do the right thing for them.

Benefits:

- ☒ Faster start-up time for new network projects.
- ☒ Complementary skills to existing customer staff.
- ☒ Focused, outside attention to project requirements.
- ☒ Reduce risk and increase the probability of project success, on time, and within budget.
- ☒ Skills transfer to customer staff.