

CASE STUDY: EDWARDS AIR FORCE BASE WWT-COASTTEC COLLABORATION



WWT \$3.9 Million Contract Includes
\$550,000 for CoastTec's
Comprehensive Protection Plan (CPP).



Worldwide Technologies recently secured a \$3.9 million contract with Edwards Air Force Base. From assessment to solution deployment, WWT will provide Edwards the optimal way to develop, expand and upgrade its IT portfolio.

Edwards has tasked WWT with refreshing all equipment in its LAN closets and instituting visibility for monitoring tech assets. With foresight, WWT's Roman Campos and his team recommended an essential complementary action: assessing and upgrading the base's UPS fleet of over 500 units. For this, WWT tapped CoastTec, the innovative leaders in APC UPS fleet management.

CoastTec president, Jon Sevel, participated in discussions with Edwards, describing how APC UPS fleet management would fit well into the WWT program. Edwards officials easily understood the value of adding this aspect of IT protection. In addition, because CoastTec services existing equipment, its program meets the requirement for TAA BAA compliancy that would otherwise prohibit the purchasing of new equipment.

The result: WWT was able to incorporate an additional \$550,000 into the contract. The WWT margin for the CoastTec fleet management program will be between 15% and 20%, without expending any WWT resources. Although UPS fleet management is a small part of the entire Edwards budget, it is a valuable and profitable add-on to the project.

CoastTec will provide WWT and Edwards Air Force Base:

- Expert fleet management of APC UPS units. Proactive servicing is essential for this highly sensitive equipment. Its sensitivity allows the unit to provide a nearly instantaneous power supply when an interruption occurs.
- Assessment and charting of each unit's lifecycle within the fleet. With the UPS portfolio incorporated into the overall IT portfolio, the network manager will have a truly complete picture of assets and servicing schedules.
- Substantial cost savings for replacement units. CoastTec's per-unit cost is a fraction of the cost of new units with equal reliability, a significant plus for tightened military budgets.
- Turnkey service allowing WWT zero hassle and an excellent margin.

Most importantly, the client is the big winner. An essential part of the portfolio is maintained at far less expense... providing better results and freeing more funds for upgraded hardware under WWT's contract. "Adding CoastTec made complete sense to Edwards officials. It was the easiest part of the procurement process," notes Campos. "Teaming up with CoastTec is a win all the way around."

