



# Capability Statement

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IT EQUIPMENT, SOFTWARE SOLUTIONS & SERVICES

## Value Added Reseller and Service Provider for these 12 Manufacturers



### Core Competencies

CESCO has 30 years of experience in the printing industry. The company's technical staff continues to reinvent themselves. We obtain training on cutting edge technology prior to its deployment to the marketplace based on our relationship with our manufactures. Our manufacturers rely on CESCO to deliver quality service of unmatched value to the IT solutions offered for assisting major corporations in managing their stand-alone printers while following the technology into the multifunction devices and software that leads to the digital transformation in the industry called Managed Print Services (MPS) and other technologies.

Additional innovative and collaborative technology partnerships are Rubrik in Cloud Data Protection and Management along with ransomware recovery. Dell, HP, Lenovo in computers, laptops, servers, Pinnpoint in Shipping and Mailing.

Due to the spread of the pandemic throughout 2020 and the need for students and employees to occupy buildings safely again, CESCO now offers an Environmental Building Wellness/Air Quality Solution by installing an affordable, proven and patented system of needlepoint bipolar ionization which includes other airborne pathogens.

### Differentiators

-1st Tier Cost Savings for a major analog semiconductor technology solution company, CESCO serves as a Primary contractor reducing their printing costs monthly with MPS from \$135,000 to \$65,000 currently.

-After many years of experience serving as a 2nd tier to the largest energy delivery company in Texas, CESCO was requested to bid as the prime with Xerox as the 2nd tier provider of the equipment. CESCO won the bid and today offer the equipment and on-site customer service.

-Parkland Memorial Hospital; CESCO served as 2nd tier for Lexmark to provide installation and training for 3500-4000 printers from 2017/2020.

### Contract Awards

#### A Trusted Company for 55 years

DUNS Number: 071371157, Cage Code: 0BNU8

WBENC Certification: 238000

WOSB Certification: WOSB170297

NCTRCA Certification: WFDB90174N0821

HUB Certification: 1751658388100/18201

CERTIFIED TEXAS DIR

TIPS Contract numbers: 191003 & 200105

NAICS Codes: 541519, 532420, 541611, 423430, 424120, 811212, 541513, 541620

NIGP Codes: 204-77, 206-74, 207-72, 600-42, 600-61, 600-72, 918-71, 939-71, 939-55, 985-58, 600-71, 926-82

### Our Services

- Sales & Leasing of IT Equipment
- Digital Transformation Workflow Solution
- Software Solutions
- Managed Print Services (MPS)
- Device Access Control for Sustainability
- Assessment of IT Printer Projects
- Project Management
- EDI Billing
- Device Deployment & Training
- Ransomware Recovery, Cloud Data Protection & Management
- On-Site Repair
- Needlepoint Bipolar Ionization Air Cleaning Solution

### Our Products

- Copiers, Multifunctional Devices, Printers
- Software Solutions
- Servers, Desktops, Laptops, Chromebooks & Tablets
- Shipping Labels including RFID
- Data Protection & Management
- Ransomware Recovery
- Toner—OEM & Remanufactured
- Environmental Cleaning & Wellness for COVID-19 and other Airborne Pathogens. Covered by the Cares Act

### Let us work with you in killing COVID-19

For the past three years CESCO has designed, delivered, and sponsored girls at Harmony Science Academy in Dallas to attend the Go for the Green Women's Conference in Florida. In addition, this last year the program has been expanded to include the GSI STEAM Institute in Oregon.

Channel Online Store:

<https://usm.channelonline.com/cesco/storesite/sDashboard/main>

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