



Partners In Education & Research

Corporate Overview & Strategy

Executive Summary

Business

PIER Group LLC is an IT solution provider solely focused on North America's Research and Higher Education (R&E) community.

Customers

The target audience for PIER Group LLC is R1/R2 universities in all 50 states, Regional Research and Education Networks (RENS), National Research and Education Networks (Internet2), and the 18 National Research Laboratories.

Future of the Company

PIER Group will maintain our focus on research-computing, research-networking, and campus network infrastructure specifically in the Research and Education community. We will continue expanding our customer base and "go-to partner" status across the country's HiEd community and national lab anchors. We will utilize our trusted, high-quality IT consultative approach, our longevity and experience in this community, and our brand recognition in this space to become the nation's #1 partner choice in R&E. As a foundational component, we will continue to execute upon our RAF (Responsiveness, Accuracy, Follow-up) methodology for our customers and vendors.

Company Description

Officers

Amy Williams – CEO/Owner

Chad Williams – President

Charles Stafford – President of Operations

Leadership Team

Becky Schneider – VP of Programs and Office Management

Caleb Williams – VP of Contract Development

Shannon Champion – VP of Solutions Architecture, East

Charlie Koehler – VP of Solutions Architecture, West

Legal Structure

PIER Group LLC is a Limited Liability Company (LLC)

Mission Statement

To provide innovative expertise and best-of-breed solutions to create a competitive advantage for Research & Education community members

Purpose Statement

PIER Group promotes a nationwide ecosystem of research computing, research networking and campus-infrastructure that supports on-campus and distributed research and provides an unbeatable user experience

Market Research

Current State

PIER Group is a niche player in the IT Solution Provider industry, solely focused on the Research and Education ecosystem. PIER Group utilizes as-needed inventory, along with specialized pre-sales consultants and professional services, enabling just-in-time implementation of unique and custom customer projects and solutions.

Although there are a multitude of universities across the country, PIER Group will continue to focus on a unique subset of the university ecosystem. Our continued focus will be on the R1 and R2 research and university community.

- R1 institutions = very high research activity
- R2 institutions = high research activity

Our Customers

R1/R2 Universities (292)

- (137) R1 Universities
- (133) R2 Universities
- (22) Special-Focus Research Universities

Regional Education Networks (38)

- 3ROX - Three Rivers Optical Exchange (PA, WV)
- ABQG - Albuquerque GigaPoP (NM)
- ARE-ON - Arkansas Research and Education Optical Network (AR)
- Big Ten Academic Alliance OmniPoP
- C-Light - South Carolina Research and Education Network (SC)
- CEN – Connecticut Education Network (CT)
- CENIC - Corporation for Education Network Initiatives in California (CA)
- FRGP – Front Range GigaPOP (CO, WY)
- GPN – Great Plains Network (OK, SD, KS, MO, NE, AR, IA, MN)
- ICN – Illinois Century Network (IL)
- Indiana GigaPOP – Indiana GigaPOP (IN)
- KanREN – Kansas Research and Education Network (KS)
- KINBER - Keystone Initiative for Network Based Education and Research (PA)
- KyRON – Kentucky Regional Optical Network (KY)
- LEARN – Lonestar Education and Research Network (TX)
- Link Oregon – Link Oregon (OR)
- LONI - Louisiana Optical Network Infrastructure (LA)
- MARIA - Mid-Atlantic Research Infrastructure Alliance (VA)
- MAX - Mid-Atlantic Crossroads (DC, VA, MD)
- MDREN - Maryland Research and Education Network (MD)
- MERIT – Merit Research and Education Network (MI)
- MOREnet - Missouri Research and Education Network (MO)
- MREN - Metropolitan Research and Education Network (IL)
- NCREN - North Carolina Research and Education Network (NC)
- NetworkMAINE – Maine Research and Education Network (ME)
- NJEdge - New Jersey Research and Education Network (NJ)
- Northern Lights - Northern Lights Gigapop (MN)
- NoX - Northern Crossroads (MA, CT, RI, ME, VT, NH)
- NYSERNet – NY Research and Education Network (NY)
- OARnet - Ohio Academic Resources Network (OH)
- OneNet – Oklahoma Research and Education Network (OK)
- OSHEAN - Ocean State Higher Education Economic Development and Administrative Network (RI)
- PNWGP - Pacific/Northwest Gigapop (AK, HI, WA, ID, MT)
- SoX - Southern Crossroads (GA, AL, FL, TN, SC, MS)

- Sun Corridor - Sun Corridor Network (AZ)
- UETN - Utah Education and Telehealth Network (UT)
- WiscNet - Wisconsin Research and Education Network (WI)
- WNET – West Virginia Network (WV)

National Research Laboratories (18)

- Ames Laboratory (Ames, IA)
- Argonne National Laboratory (University of Chicago, IL)
- Brookhaven National Laboratory (Upton, NY)
- Fermi National Accelerator Laboratory (Batavia, IL)
- Idaho National Laboratory (DOE, Idaho Falls, ID)
- Lawrence Berkeley National Laboratory (Berkeley, CA)
- Lawrence Livermore National Laboratory (DOE/NNSA, Livermore, CA)
- Los Alamos National Laboratories (DOE/NNSA, Los Alamos, NM)
- National Center for Supercomputing Apps (UIUC, Urbana, IL)
- National Energy Technology Laboratory (DOE, Pittsburgh, PA)
- National Renewable Energy Laboratory (DOE, Golden, CO)
- Oak Ridge National Laboratory (Oak Ridge, TN)
- Pacific Northwest National Laboratory (DOE, Richland, WA)
- Princeton Plasma Physics Laboratory (Princeton, NJ)
- Sandia National Laboratories (DOE/NNSA, Albuquerque, NM)
- Savannah River National Laboratory (DOE, Aiken, SC)
- SLAC National Accelerator Laboratory (Menlo Park, CA)
- Thomas Jefferson National Accelerator Facility (DOE, Newport, VA)

PIER Group Vendors

Vendors categorized into P1 and P2, based on importance to our core business

- P1 = Priority/Strategic vendors
- P2 = Supplemental vendors

<u>P1 Networking Vendors</u>	<u>P2 Networking Vendors</u>
Aruba	NetAlly
Juniper	Dell
Arista	F5

EfficientIP	Extreme
Fortinet	Ixia
Palo Alto	Kemp
Ciena	Plixer
OSI	SecureW2
Ekahau	PulseSecure
Adva	Zerto
	ZPE
	Thycotic
<u>P1 HPC Vendors</u>	<u>P2 HPC Vendors</u>
HPE/Cray	Rockport Networks (HPC Interconnect)
NVIDIA	Submer (Immersive Cooling)
Intel	CoolCentric (HPC Rack Cooling)
AMD	Motivair (HPC Rack Cooling)
Mellanox	Bright (Cluster Mgmt Software)
DDN (Lustre Storage)	Versity (HSM Software)
ArcaStream (GPFS Storage)	Slurm (HPC Job Queuing Software)
VastData (General Purpose HPC Storage)	Liquid (Composable HPC Infrastructure)
SoftIron (OpenSource/Ceph HPC Storage)	Gigalo (Composable HPC Infrastructure)
SpectraLogic (Tape/Archival Storage)	

Company Advantages

PIER Group exhibits the following advantages compared to our competitors:

- Longevity/experience in this community
- Brand recognition in this community
- Company culture
- RAF methodology and execution
- Pre-sales Consulting Engineers
- Creative and unique sales approach
- Simple to do business with
- Strong service team, allowing turnkey offerings
- Strong vendor relationships (go-to partner)
- Strong customer relationships (go-to partner)
- Extensive and specific procurement contracts
- F2F relationships with customers
- Woman-Owned Business

Services we provide

Product/Service

PIER Group's main offerings include:

<u>Network</u>	<u>HPC</u>
Network Assessment/Survey/Design Services	Compute Cluster Infrastructure
Core Network Infrastructure	Lustre Storage Infrastructure
Distribution Network Infrastructure	GPFS Storage Infrastructure
Edge Network Infrastructure	General Purpose Storage Infrastructure
Wireless Network Infrastructure	OpenSource Storage Infrastructure
LPV/Athletics/Outdoor Network Infrastructure	HPC Cooling Solutions
WAN/Routing Network Infrastructure	HPC Software Solutions
NAC Infrastructure	Data Center Rack & Power Solutions
Wayfinding Infrastructure	
Custom Mounting Solutions	
TapAgg Network Infrastructure	
Optical Network Infrastructure	
Firewall/Security Infrastructure	
DDI/IPAM Infrastructure	
Network-As-A-Service	
Staff Augmentation (Resident Engineer)	