

An IBM Premier Business Partner

Who are we?

Advantage International Systems - Praised by clients as a single source for all IT needs.

Advantage International Systems, incorporated in 1992 as an IBM Business Partner specializing in the consulting, distributing and installing of IBM AS/400 (iSeries) and RS/6000 (pSeries) system complexes. Customers are serviced through the headquarters location in Tampa, Florida as well as field offices located in Phoenix, New York, Chicago, Dallas and Ft. Lauderdale. Advantage International Systems (AIS), focuses on the mid-range product line with emphasis on High Availability (HA), Data Base Replication, Lotus Notes and Web-based server systems. AIS provides "turnkey" HA solutions to the financial community, SAP clients, healthcare companies and a diverse set of high end clients.

Our mission is to provide the highest level of customer service and satisfaction. . .

As an IBM Premier Business Partner, AIS maintains a high level of customer satisfaction within the IBM Business Partner program. The company's "turnkey" approach provides customers with complete hardware, software and services administered at the headquarters location and performed by IBM trained service personnel. This support strategy of AIS and IBM insures a successful implementation. AIS focuses on two key areas: (1) to support custom high availability/disaster recovery systems and (2) "e-business" system performance. The mission of the AIS technical support group is to exceed all expectation levels while providing in-depth technical expertise. The technical support group is certified in all aspects of mid-range computing systems.

Contact us today to find out how our services can benefit your company. . 1-800-241-4428

AIS participates in the prestigious IBM Partners in Development program at an IBM development lab in Rochester, Minnesota. The company is a Premier Business Partner for the MIMIX high availability software suite and provides on-site consulting and HA implementation for international accounts.

The AIS website, www.advgroup.com, provides customers and prospects with an easy way to communicate and obtain information about current and future products and services. AIS is known for responsive technical and sales support while experiencing high customer satisfaction. Find out how AIS can support your enterprise by calling the CEO, Louis Suglia directly at 800-241-4428.



What is an IBM Premier Business Partner?

*"If you're considering entrusting your e-business solution to an IBM Business Partner, you need to feel confident that you are selecting the right company to assist you in the project. Of course, any company that is a Business Partner of IBM has to meet a selection of requirements for resources, skills and expertise – but this is not all. Here's what it means to be an **IBM Premier Business Partner**."*

Dan Fortin - Vice President, Business Partners – IBM Americas

IBM Premier Business Partners have **proven implementation skills** and expertise in **creative problem solving, innovative services and IBM technologies** to deliver the right e-business solutions for you, the customer. Being an IBM Premier Business Partner for Systems and Services also signifies that the Business Partner has committed to deliver a high level of proven **customer satisfaction**, measured annually by an IBM-selected independent survey company.

IBM Premier Business Partners invest in skills, technologies and program offerings provided by IBM PartnerWorld to ensure that the advice given or the products, services or solutions offered are of the **highest quality**. The process of re-qualification as an IBM Premier Business Partner is conducted annually through a combination of external audit and self-assessment, using detailed questionnaires and the adherence to rigorous technical and business criteria. Together, IBM and IBM Premier Business Partners, are committed to delivering greater value to enable **your success** in evolving to the next generation of e-business and creating competitive advantage.

What does this mean for you?

→ **The right solution**

The solution, especially the e-business solution, meets your needs, with the right products and services, from IBM, from your IBM Premier Business Partner or from a complementary supplier.

→ **Highly skilled staff**

IBM Premier Business Partners are required to have a specified number of IBM-certified staff to ensure that you get timely, appropriate and effective advice and support.

→ **Rigorously checked system proposals**

You can expect detailed product demonstrations and be sure that any systems proposal has been thoroughly reviewed by the IBM Premier Business Partner.

→ **Fast access to IBM**

Your IBM Premier Business Partner has access to IBM's wide range of technical and business support services quickly and simply.

→ **On-site support**

Whether it is system tuning, upgrading, on-site support services form an essential part of the offering from your IBM Premier Business Partner.

→ **Advice on system administration**

IBM Premier Business Partners can offer advice on establishing suitable administrative procedures, for example, maintaining effective security and backup procedures.

→ **A commitment to quality**

The highest quality standards are evident in every aspect of their business – from sales demonstrations to support when you need it.

→ **Confidence**

In short, in choosing an IBM Premier Business Partner, you can have confidence that the ultimate objective is that everything will be put in place to bring the right solution to your business, with the right support services to ensure success.

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For more information, please visit:
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"IBM's Business Partners are independent companies.
IBM shall not be held liable in case of misconduct of its Business Partners."