



Your Partner in a Digital World

# THE HIGHPOINT VALUE STORY

# Who We Are Today

HighPoint at a Glance

**300+**  
Global Clients



Headquartered  
in Sparta, NJ

**29+**  
Years Experience

**1996**  
Year Founded



At our core is  
a **people-first**  
**culture**



Minority Owned



Privately Held



Global offices in  
Charlotte, London,  
and Amsterdam

**35+**  
Countries

# Our Culture, Your Advantage

## A People-First Foundation

At HighPoint, culture isn't just internal—it's a strategic asset for our clients.

**We lead with honesty, act with purpose, and are guided by your goals.**

Here's what  
that means  
for you:



### No Surprises

We're direct, transparent, and unafraid to have the hard conversations.



### Purpose Before Process

We move with intention—not bureaucracy.



### Client-First Mindset

Your success defines our priorities, not the other way around.



### High Trust, High Accountability

Our people are empowered to act with agency on behalf of our clients, delivering fast, effective service **while actively advocating for the clients' best interests at every opportunity**

# Areas of Expertise

Tailored. Connected. Focused on impact.



Advisory



Modern Networks



Hybrid-Cloud



Cybersecurity



Lifecycle & Asset  
Management



Global Integration  
Services



Program Services



Managed Services



Customer Experience





# Advisory



Modern Network



Hybrid-Cloud



Cybersecurity



Lifecycle & Asset  
Management



Global Integration  
Services



Program  
Services



Managed  
Services



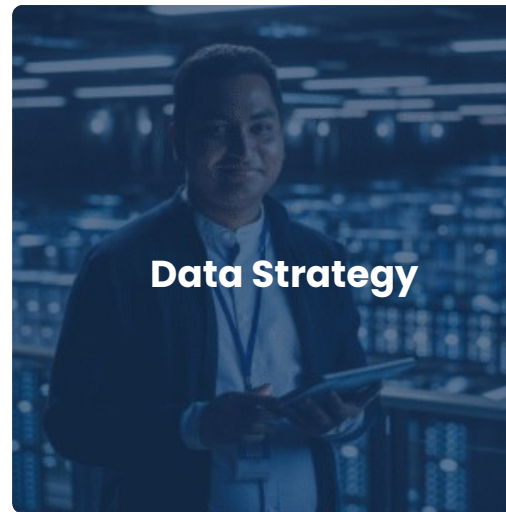
Customer  
Experience



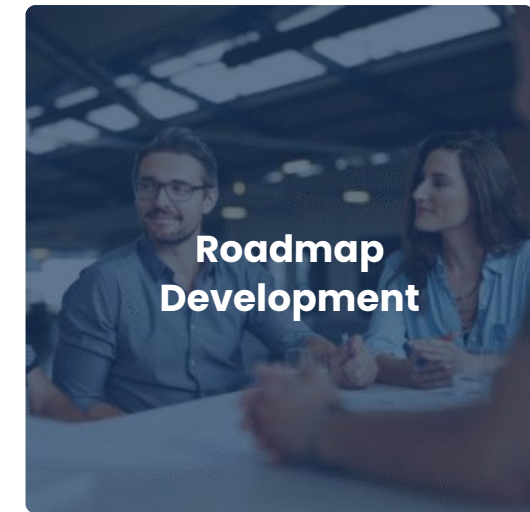
## Innovation & Emerging Technology Strategy



## Technical Workshops



## Data Strategy



## Roadmap Development



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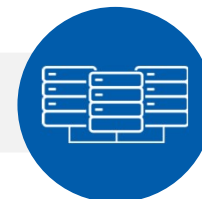


Customer  
Experience



Campus Networking

Data Center Networking



SD-WAN

Network Automation



Wireless

SASE



Carrier Services





# Hybrid-Cloud



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Customer  
Experience



Computing & HCI



Storage



Public Cloud



Data Protection



Platform Engineering



# Cybersecurity



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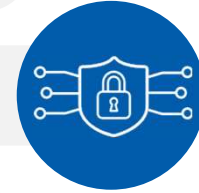


Customer  
Experience



Next Generation Firewall

Offensive Security



Endpoint

SASE



Data Security

Secure AI



Segmentation

OT Security







# Lifecycle & Asset Management



Advisory



Modern Network



Hybrid-Cloud



Lifecycle & Asset Management



Global Integration Services



Program Services



Managed Services



Customer Experience



Strategy & Planning



Procurement & Sourcing



Warehousing & Logistics



Deployment & Installation



In-life Asset Management



Maintenance & Support



Decommissioning & Recovery



Reporting & Optimization



# Global Integration Services



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Customer  
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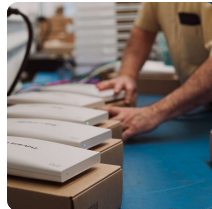
## Global Staging & Configuration

End-to-end staging services that deliver fully installed, configured, and deployment-ready hardware and software.



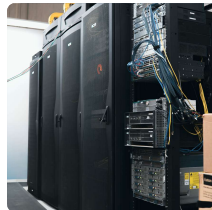
## Strategic Integration Facilities

Global hubs in the US, UK, and Netherlands that enable secure, quality-controlled deployments worldwide.



## Automated & Scalable Solutions

Proven, automated processes that streamline rollouts and scale from dozens to tens of thousands of devices.



## Proof of Concept & Lab Access

Secure lab environments for testing and validating new technologies before production deployment.



# Program Services



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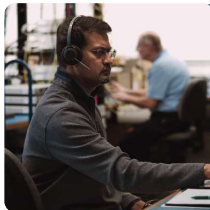
## Program & Project Management

Experienced leadership that drives complex IT initiatives with clear governance, risk management, and stakeholder alignment.



## Contingent Teams

Skilled IT professionals deployed on demand to fill critical gaps and give you flexible, scalable workforce capacity.



## Transformational Program Office

A dedicated control tower that synchronizes enterprise-wide change, ensuring clarity, speed, and measurable outcomes.



## Managed Services



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HIGHPOINT

### HIGHTECH

#### Intelligent Infrastructure

We proactively monitor, manage, and optimize your infrastructure so your teams can focus on innovation, not operations.



HIGHPOINT

### HIGHGUARD

#### Always-On Cyber Protection

From endpoints to firewalls to SIEM, we safeguard your environment while helping you meet compliance and reduce risk exposure.



HIGHPOINT

### HIGHCLOUD

#### Resilient, Agile, Cloud-Driven

Whether you're hybrid, multi-cloud, or just starting out, we help you unlock the cloud's full potential with reliable management and disaster-ready continuity.



# Customer Experience



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## Plan

Define the desired business outcomes and relevant KPI's during a customer success workshop. A customer success plan (CSP) to be produced and approved by the customer and HighPoint



## Adopt

Implement the solution and execute the action plan detailed in the CSP to drive adoption and attainment of KPI's



## Measure

Complete regular analysis of service utilisation and performance against agreed KPI's. Quarterly Success Reviews will be held to review progress.



## Improve

Based on the analysis done in stage 03 – Measure, agree focus areas and execute agreed actions to overcome any barriers to success.



## Review

An Annual Success Review will be held to review the customer success engagement. A Customer Success Report to be created and a new plan implemented for the following period.

# Focus Partners



ARISTA

AVANT



COHESITY



FORTINET



NUTANIX



THALES



# Partner Eco-system

