LTI DataComm: *Corporate Overview/Account Summary*

Army Account Team

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Industry: Sys Dev, Integration, & Support
Founded: 1981 **HQ:** Sterling, VA
Tax ID: 54-115-9747 **DUNS#:** 077486322
Cage Code: 1MMK2 **GSA#:** GS-35F-4803G

Business Description: LTI DataComm, a woman-owned small business, has been a supplier of mission-critical IT and communication systems and services to the Federal Government since 1981. A technology-focused company, LTI prides itself on developing long term relationships with our customers by delivering best-of-class solutions in its technology practice areas. To meet the needs of an increasingly technical customer base LTI works closely with its technology partners to stay abreast of new products and trends and is continuously seeking out emerging solutions to augment its offering and deliver innovative, best-of-class solutions. LTI strives to present superior IT solutions that meet its customer's needs and frequently exceeds their expectations. LTI's customers count on LTI to propose solutions that produce measurable results and a positive return on investment while maximizing the utilization of existing infrastructure and legacy systems.

Products/Services: LTI's key technology practice areas include Secure Wireless, Network Performance Optimization, Enterprise IP Video, and Power Solutions. These technology practice areas are augmented with specialized teams of Program Managers and Engineers to extend our service offering addressing design & engineering, implementation & test and documentation and training.

Secure Wireless: LTI leverages relationships with best-of-class manufacturers to offer a comprehensive portfolio of wireless solutions including Secure 802.11 (FIPS 140-2 Compliant IDS), 802.16 WiMAX, Mesh Networking, RTLS, Accelerated Satellite and High-Capacity Microwave.

Network Performance Optimization: LTI's optimization solutions deliver improved network connectivity and network application performance to our DoD and Civilian government customers. With JITC assessed products, as well as solutions that adhere to the DISA mandated SCPS protocol, LTI solutions are suited for both tactical deployed applications as well as in an enterprise WAN environment.

Enterprise IP Video: LTI's IP Video solutions effectively combine the latest video compression technology with state-of-the-art networking to enable numerous applications including TV to the desktop, webcasting & news distribution, distance learning and physical security & surveillance. Industry leading partners include:

Power Solutions: Through our **NOVA Power Solutions division,** LTI has been a leading supplier of high quality power protection products since 1989. Nova provides OEM solutions developed from Commercial-Off-The-Shelf (COTS) Uninterruptible Power Supply (UPS), tailored to meet the specific requirements of our Government customers. Our Power Solutions portfolio also includes solar power products.

FCW-IA Solutions: LTI DataComm's **Fiber Copper Wireless Integrated Access System (JITC Certified)** enables the rapid, economic installation of fiber based voice and data applications with a capacity of 384 lines in increments of 32 lines. The FCW-IA System can connect POTS and data services to your Central Office (CO) up to 75 miles away. Data circuits from 128 Kbps (BRI) to 1.5 Mbps or 6 Mbps can be connected over the FCW-IA System.

Within this solution set, LTI works to define, design, engineer and deliver solutions that address the unique requirements of their customers. We leverage our extensive engineering and professional services capability in a comprehensive Managed Solutions offering to enable the realization of our customers' IT objectives. This mission is accomplished through strategic partnerships, an intimate understanding of end-user requirements, knowledge of technology trends, and customer-focused, dedicated personnel.

LTI DataComm
INNOVATIVE COMMUNICATIONS SOLUTIONS