

North American Systems International Launches New Website

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North American Systems International (NASI), based in Eagan, Minnesota, has announced that they have recently launched their new website. The purpose for the new site is to clarify the company's value proposition and to emphasize the core competencies of the company with regards to server, storage and networking solutions. NASI has a wide range of IT products and services designed to accommodate the ever-growing demands on IT departments. They supply and support IT departments of many sizes, from the smallest enterprise to the largest corporations.

Phil Bettenburg, President of NASI, says, "We're taking our company to the next level. Although we've been doing this for over 25 years, we're somewhat of the best kept secret in the industry. Not only can we compete with the largest IT Resellers, we have capabilities they just don't have. Our ability to custom configure equipment, our quick turn around and competitive pricing allows us to truly advocate for our customers."

NASI has been offering IT products and solutions for more than 25 years, while focusing on three main product areas. These main product areas are servers, storage, and networking solutions and services. With regards to servers, the company offers custom configurations for all major brands, such as HP, Dell, Fujitsu, Lenovo, Oracle, IBM, and Cisco. For storage, they represent both hardware and solutions which include offering from major brands such as HP, Nexsan, Dell/EMC, Quantum, and Net App. Networking solutions include industry leaders like Cisco, Brocade, HP and Juniper. Services include third party maintenance of servers, storage, networking equipment and more, for any size company.

North American System motto is "Get your server just the way you like it". It's not just a clever slogan, it speaks to their ability to quickly cost optimize a custom configuration. Their configuration center provides unique configuration on both new and used equipment. As an example, in the case of HPE, they can go back and address Gen 8 or Gen 9 servers. This is one of the reasons for their high customer retention. .

NASI offers a wide range of alternatives in every product category. Clients would be able to meet their unique requirements for several reasons. First, they don't have to cut multiple POs because they can get everything that they need from one location. The average salesperson in the company has been there for more than 15 years and therefore already knows the ins and outs of the industry and how to maximize purchasing and inventory to comply with a company's ever-growing needs.

Second, NASI offers short lead times. Thus, clients have access to inventory, pricing, quick delivery, and fast turnaround times, even for custom configurations. Third, NASI is capable of providing a variety of IT services including Third Party Maintenance (TPM), IT Asset Disposition, and Backup and Disaster Recovery. This allows clients to benefit from substantial savings on EOL and EOS maintenance agreements. Finally, NASI supports IT departments throughout the entire United States as well as globally.

NASI can provide Third Party Maintenance for companies of all sizes, from Fortune 50 companies to smaller enterprises. They want to point out that there are a number of indicators showing that a company needs a maintenance agreement. These include when equipment is coming up for renewal from the OEM; when equipment is coming off warranty and going into maintenance; legacy equipment and EOL situations; and the need to minimize the budget for the department.

And with regards to pricing, Phil Bettenburg says, "There's a lot of smoke and mirrors with pricing in the industry. Each request becomes very unique in the way our customers want to configure their system: some add storage or memory, some do networking. Additionally, different OEMs structure discounts differently. We make it as simple as possible. I think when they get the quote from us, they'll see that."

Those who require more information about the products, services and solutions offered by NASI can visit their website, call them at 952-374-6700 or 800-927-7474, or email them at sales@nasi.com.

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For more information about North American Systems International, contact the company here: North American Systems International Phil Bettenburg 952-374-6700 sales@nasi.com North American Systems International 2975 Lone Oak Drive Suite 140 Eagan, MN 55121 800-927-7474

North American Systems International

We Have Experience On Our Side. We advocate for our customers. Our success depends on the success our customers achieve through sound IT infrastructure and practices. By focusing on delivering real-world ROI, we allow our

customers to ?do more with less?.

Website: <https://www.nasi.com>

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