

BOSTON

Servers | Storage | Solutions

CORPORATE 2024 BROCHURE



CONTENTS

WHAT'S INSIDE?

About Boston	04
What sets Boston apart?	05
About Boston IT Solutions South Africa	06
Industry Focus	07
Boston's Professional Services	08
Our Partner Network	12
Boston around the world	14



ABOUT BOSTON

Trusted for over 30 years and operating in over 30 countries, Boston Limited is a global provider of co-designed, custom, certified IT systems for next-generation intelligent infrastructure. The company's edge devices, desktops, servers, storage, clusters and reference architectures are available via its industry-leading ecommerce platform as well as its customer-centred engineering-led engagement model. Boston Limited is a part of US-based SourceCode, LLC.

We are an innovative technology company that has evolved and thrived over the course of three decades, each marked by distinct focuses and achievements. We take pride in our journey, which has seen us transition from a component distributor to a system integrator, then a system integrator with value add and, now, in this decade, a leader in data, quantum and AI solutions.

Discover more at www.boston-it.co.za. We are AI™.



MANOJ NAYEE
COFOUNDER AND MANAGING DIRECTOR, BOSTON

Manoj began his career at the start of the PC era as a programmer for IBM and followed soon after with the launch of Boston Limited - now globally renowned for delivering cutting-edge technology in the server, AI and storage arena.



DEV TYAGI
COFOUNDER AND CHIEF SALES AND MARKETING OFFICER, BOSTON

Dev started his technology life as a 4th generation database language programmer and systems analyst before taking on network system solutions.



WHAT SETS BOSTON APART?



INNOVATIVE SOLUTIONS

We innovate tech solutions for diverse sectors, adapting to evolving business needs



BESPOKE CUSTOMISATION

Tailored, bespoke solutions harmonise with customer objectives, defining our excellence in technological delivery



GLOBAL REACH

Our global presence assures swift support, regardless of location, backed by a history of successful collaborations



TRACK RECORD

A proven track record with diverse projects instils confidence in us as a dependable partner



MANUFACTURING AND TESTING

Our in-house design, manufacturing and testing in the Boston Labs guarantees quality and quick turnaround



RESEARCH AND DEVELOPMENT

Ongoing R&D equips us with expertise for the latest tech advancements, providing customers a competitive edge



SUSTAINABILITY

We are environmentally conscious and prioritise eco-friendly, sustainable solutions



ONE-STOP SHOP

Our diverse tech offerings, from computing to AI, position us as a one-stop shop for all your needs



CUSTOMER-CENTRIC

Customer-centricity is our cornerstone, understanding challenges and exceeding expectations in the solutions we create



**A TRUSTED
CUSTOMER-CENTRIC
DISTRIBUTOR AND
SYSTEMS INTEGRATOR.**

#WEDONTDROPBOXES

sales@boston-it.co.za | (+27) 11 014 1924 | www.boston-it.co.za

**BEST-IN-CLASS
R&D FACILITIES**

**PRESALES
CONSULTATION
AND SERVICES**

**END OF LIFE
AND EXTENDED
LIFE CARE**

**POST SALES AND
IMPLEMENTATION**

**SUPPORT AND
ONSITE WARRANTY**

ABOUT BOSTON IT SOLUTIONS SOUTH AFRICA

In 2018, we embarked on a mission with a clear focus on High-Performance Computing (HPC). Despite our passion and expertise, we faced the challenges of long sales cycles and limited industry demand, prompting us to reassess our strategy.

Recognising the need to tap into the broader strengths of Boston, we devised a new approach. We shifted our focus to the telco space, applying the same meticulous thought process we had honed in the HPC domain. This strategic pivot led to the development of our turnkey cloud solutions, which quickly proved to be a resounding success in the telco industry.

By offering a “single throat to choke” service model, we ensured streamlined support and accountability for our clients. This commitment to excellence and reliability paved the way for further innovation. In 2024, we expanded our turnkey solutions by incorporating onboarding products, aligning with our vision of an all-inclusive offering. This enhancement allowed us to provide even stronger support, with the capability to deliver our solutions directly within the country.

As well as our telco achievements, we also offer comprehensive enterprise solutions, addressing the diverse needs of businesses across various sectors. Our focus extends to the burgeoning fields of networking and security, where we have established a dedicated business unit to drive innovation and excellence.

Our specialisation in AI as a service sets us apart in the industry. We understand the transformative potential of AI and enable our customers to harness its power for their benefit. Our process is designed to uncover the underlying factors that drive customer success. This comprehensive approach allows us to craft tailored solutions that not only meet immediate needs but also align with long-term goals. Through our unwavering dedication to understanding and addressing these factors, we provide our customers with the tools they need to achieve sustained success and growth.

At the heart of our journey is a relentless pursuit of innovation, excellence and customer satisfaction. Our story is one of adaptation, strategic pivots and a commitment to delivering value through best-in-class solutions. As we continue to evolve and expand, we remain dedicated to helping our customers navigate the complexities of their industries and achieve their highest potential.

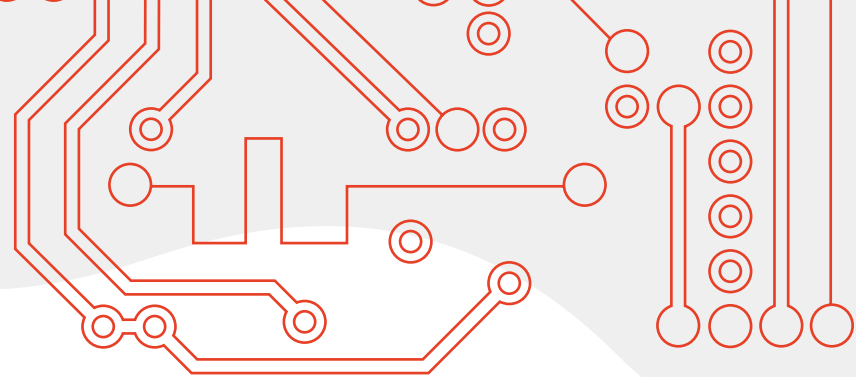


CHRIS COETZEE

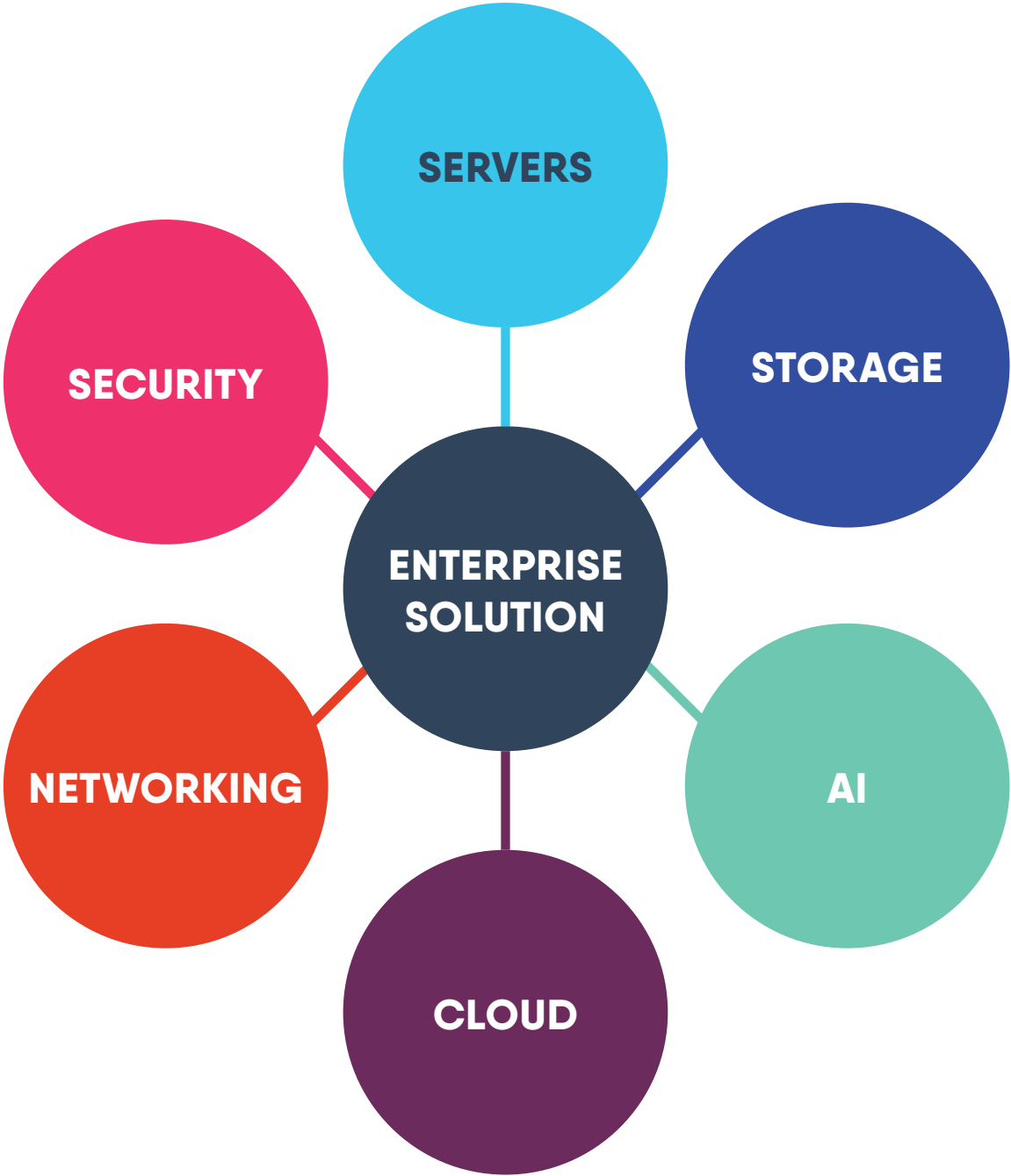
BUSINESS DIRECTOR, BOSTON IT SOLUTIONS SOUTH AFRICA

Chris Coetzee is a seasoned professional in the realm of information technology, serving as the Business Director of Boston IT Solutions South Africa since March 2021. Prior to assuming this role, he held the position of Country Manager, showcasing his dedication and expertise in steering the company towards success. With a diverse background, Chris has garnered extensive experience in various facets of the technology industry. He served as a Product Manager for both Mellanox and Prolabs, where he honed his skills in channel development and management. His role as an Account Manager for Acquisitions equipped him with a strategic mindset, contributing to the growth and expansion of the companies he worked for. Additionally, Chris has a background in Business Development, demonstrating his ability to identify and capitalize on emerging opportunities.





PRODUCT OFFERING



INDUSTRY FOCUS

KEY SECTORS

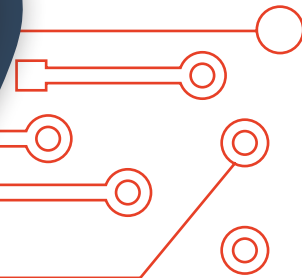
- Automotive
- Cloud Service Providers
- Finance
- Healthcare
- High Performance Computing
- Higher Education
- Manufacturing
- Research and Life Science
- Telecommunications



AWARDS 2024



PARTNER AWARDS EMEA
BOSTON
2024



BOSTON'S PROFESSIONAL SERVICES

PRESALES CONSULTATION AND SERVICES

Our Presales Consultation and Services aim to provide optimal solutions for your business needs. Our team of experts is dedicated to understanding your requirements, offering personalised consultations and delivering our wide range of technology solutions. We go beyond product knowledge, bringing a deep understanding of industry trends and emerging technologies to help you stay ahead of the competition.

WE CAN PROVIDE:

- Consultancy and Solution Design
- Inventory and Site Survey
- Technical Account Management
- Boston Labs and POC Services
- Bespoke System Design and OEM Manufacturing
- Product and Technology updates
- Environmental and Regulatory Testing

POST SALES AND IMPLEMENTATION

Our Post Sales and Implementation team ensures a smooth and successful deployment of your technology solutions. With skilled project management expertise, thorough testing, seamless integration and comprehensive training, we prioritise your success from purchase to implementation.

WE CAN PROVIDE:

- System Integration and Burn in Testing
- Racking and Installation
- Project Management
- Global delivery
- Turnkey Solutions and Rack and Roll
- Training and Education

DATACENTRE AND HOSTING SERVICES

Your business relies on a secure, reliable and high-performance infrastructure to thrive in the digital landscape. Boston offers state-of-the-art data centre and hosting solutions designed to meet your specific needs. Our industry expertise delivers robust and scalable data centre solutions, including dedicated servers, virtual private servers (VPS), cloud hosting and colocation services. With enterprise-grade infrastructure, customised solutions, 24/7 support and scalability, we empower your digital infrastructure to reach its full potential. Choose Boston's Datacentre and Hosting Services for exceptional performance and reliability.

WE CAN PROVIDE:

- Hosting
- Leasing
- Managed Services and Cloud
- Datacentre and Rack Design
- Rack and Roll

POST SALES SUPPORT



SUPPORT AND ONSITE WARRANTY

At Boston, exceptional customer support is the foundation of our successful partnerships. Our Support and Onsite Warranty services offer peace of mind, knowing that our dedicated team of experts is ready to assist you whenever you need help. With prompt and reliable assistance available 24/7, our experienced professionals with deep expertise across various technologies are just a phone call away. We provide onsite support to minimise downtime and ensure smooth operations, coupled with warranty coverage for eligible hardware, ensuring swift replacement or repair.

WE CAN PROVIDE:

- Technical Support and Onsite Warranty
- Out of Warranty Repair and Refurbishment

For our full Terms & Conditions, please refer to our Warranty Services document. If you were not provided a copy upon purchase, please ask your Sales Account Manager to provide one to you.

END OF LIFE AND EXTENDED LIFE CARE

As technology rapidly evolves, effectively managing end-of-life products and systems becomes crucial. Boston Limited's End of Life and Extended Life Care services provide comprehensive solutions to navigate this critical phase of your technology lifecycle. Our expert team understands the challenges associated with retiring outdated systems and mitigating risks related to unsupported or vulnerable hardware. With our services, we ensure a seamless transition to newer technology while maximising the value of your existing investments.

WE CAN PROVIDE:

- Decommissioning, Recycling and Disposal
- Out of Warranty Repair and Refurbishment

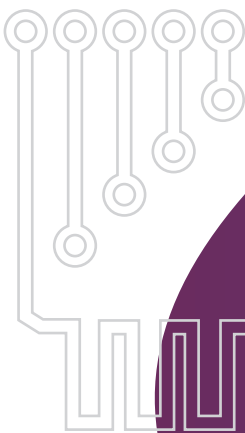
Please contact us if you are interested in discussing any of our additional service offerings.



OUR PARTNER NETWORK

CUTTING EDGE TECHNOLOGY

Introducing our esteemed network of strategic alliances and collaborations that have been fundamental in shaping our success as a leading technology solution provider. Cultivating robust partnerships is the key to innovation and delivering state-of-the-art solutions to our customers. As the only Turnkey Solutions Distributor in Africa, Boston IT Solutions South Africa is proud to lead this journey. Join us as we introduce you to our valued partners, each contributing their unique expertise and shared vision to drive unparalleled growth and excellence in the ever-evolving technology landscape.



AMD	AMD XILINX	ARISTA	Asperitas
BeeGFS	Cloudalize	ddn	Graid
GRAPHCORE	H3C	intel	KIOXIA
lustre	Micron	Microsoft	NVIDIA
open-e	OSNEXUS	OSS	ProLabs
radware	SAMSUNG	SEAGATE	SUPERMICR
Virtuozzo	WEKA	Western Digital	ZUTACORE

BOSTON AROUND THE WORLD



IF YOU'D LIKE TO FIND OUT MORE, PLEASE GET IN TOUCH:

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Follow us: Keep up to date with Boston on socials!

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X: twitter.com/bostonlimited

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