



Web: www.b2b-it-consulting.com

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Capability Statement

Transforming Networks
Enabling Innovation
Redefining Connectivity

COMPANY OVERVIEW:



B2B IT Consulting is a 100% Veteran-Owned and Operated IT networking and technical services firm, delivering high-impact, enterprise-grade solutions that drive business success. Our team of vetted experts brings over 25 years of elite network engineering experience across healthcare, military defense, and major enterprise sectors—ensuring your business stays ahead in today's fast-paced digital landscape.

We specialize in end-to-end networking solutions, including Campus, Data Center, LAN/WAN, Software-Defined Networking, Cloud Integration, Network Virtualization, and Zero-Trust Security. Whether you need to optimize, secure, or transform your IT infrastructure, B2B IT Consulting has the expertise to take your project from concept to completion—flawlessly and efficiently.

Let's build the future of your network—together.

DIFFERENTIATORS:

1. On-Demand Pricing – No Long-Term Commitment

- High-quality IT consulting without long-term contracts, offering flexible, cost-effective solutions.
- No middleman—direct access to expert networking services at competitive rates.

2. Unmatched Expertise, Proven Results

- 25+ years of elite experience, delivering enterprise-grade networking for Fortune 500s, healthcare, the DoD, and service providers.
- Expertise in LAN/WAN, SD-WAN, Cloud, Data Centers, ISP backbone, Wireless, and VoIP.
- We don't just consult—we design, implement, and execute with precision.

3. Virtualized Network for Risk-Free Change Management

- Outages and security breaches cost businesses—B2B IT mitigates risks by replicating entire networks for testing before deployment.
- Controlled environments ensure smooth operations and error-free implementation.

4. Leaders in Network Architecture, Design & Virtualization

- Experts in EVE-NG Pro and network virtualization, providing advanced testing environments and development sandboxes.
- Minimizing downtime, maximizing security, and optimizing performance with 15+ years of virtualization experience.

CORE COMPETENCIES:

- ✓ **Enterprise Network Architecture & Design** – Expertise in designing, implementing, and optimizing network infrastructures, including LAN, WAN, SD-WAN, and Data Centers for enterprise and government clients.
- ✓ **Cloud & Virtualization Solutions** – Proficiency in AWS, Azure, and GCP cloud migrations and leveraging EVE-NG Pro for advanced virtualized network topologies and proof-of-concept development.
- ✓ **Advanced Routing & Switching** – Extensive hands-on experience with Cisco Nexus, Catalyst switches, Arista Spine-Leaf, and routing protocols such as BGP, OSPF, MPLS, VxLAN, and SD-WAN.
- ✓ **Network Security & Compliance** – Strong background in deploying and managing Palo Alto, Cisco ASA, SonicWall firewalls, VPN security, and adherence to compliance standards.
- ✓ **IT Consulting & Project Leadership** – Proven experience in leading enterprise IT transformation projects, collaborating with cross-functional teams, and delivering network modernization solutions.
- ✓ **Network Automation & Cloud Networking** – Skilled in network automation using Python, Ansible, and VMware Workstation for automation, scripting, and configuration management.
- ✓ **Wireless Networking & VoIP** – Hands-on experience in enterprise wireless networks using Cisco Catalyst 9800-CL WLCs, access points, and VoIP solutions with QoS policies.
- ✓ **Technical Documentation & Compliance** – Expertise in creating professional network diagrams using Microsoft Visio and maintaining compliance with change management protocols.

PAST PERFORMANCE:

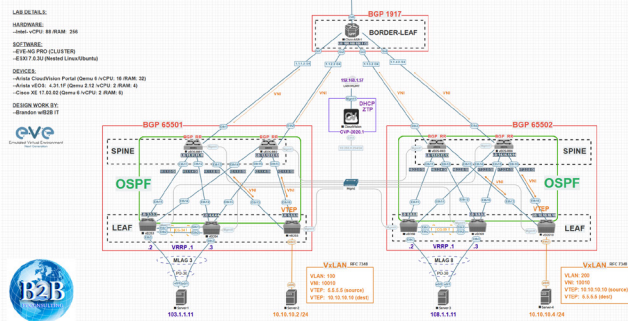
- ✓ **AT&T Consulting Contract (B2B IT Consulting, LLC)** – Acted as campus SME for Cisco Nexus 9000 switches, VeloCloud SD-WAN, Cisco DNAC, and wireless infrastructure. Conducted LAN audits, site power assessments, and created detailed network diagrams.
- ✓ **CoreSite Data Center Deployment** – Designed and deployed a hybrid cloud solution using Linux, VMware, and EVE-NG Pro, ensuring seamless integration with cloud services.
- ✓ **HCL Technologies (Healthcare WAN Modernization)** – Led the design and deployment of WAN circuits, Dual-homed routers, and SD-WAN solutions for healthcare organizations, optimizing network performance and security.
- ✓ **Dell Global Network Architecture Team** – Led Data Center VxLAN, Spine-Leaf architecture, MPLS backbone deployment, and optimized executive briefing centers. Reduced annual ISP costs by \$4 million.
- ✓ **HCA Healthcare (Dallas, TX)** – Developed a Dual Metropolitan Area Network (MAN) for resiliency, reducing MPLS costs by 30% while increasing enterprise WAN throughput by 6000%.
- ✓ **US Army & Government Contracts** – Provided network solutions and security implementations for military communications, supporting high-security infrastructures in Baghdad, Iraq.
- ✓ **AT&T Global Network Support** – Led Tier II support for enterprise networks, resolving critical incidents and improving service delivery for AT&T clients.

NAICS CODE:

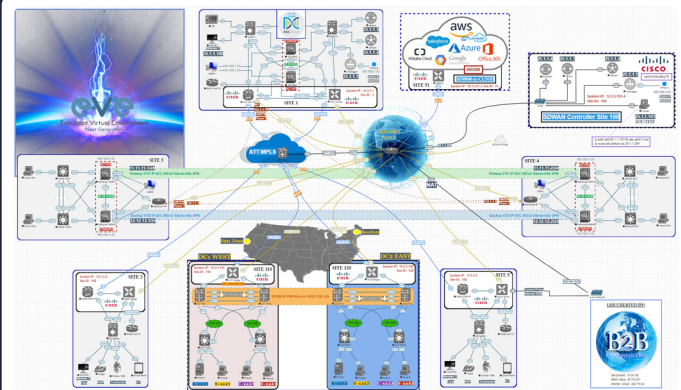
- ✓ **238210** Communication equipment installation
- ✓ **518210** Cloud computing services (except software publishing and computer systems design)
- ✓ **541512** Audio visual and IT (information technology) systems integration design services
- ✓ **541512** Local area network (LAN) computer systems integration design services
- ✓ **541512** Network systems integration design services, computer
- ✓ **541512** Systems integration design consulting services, computer
- ✓ **541512** Systems integration design services, computer

SAMPLE WORK PORTFOLIO

ARISTA

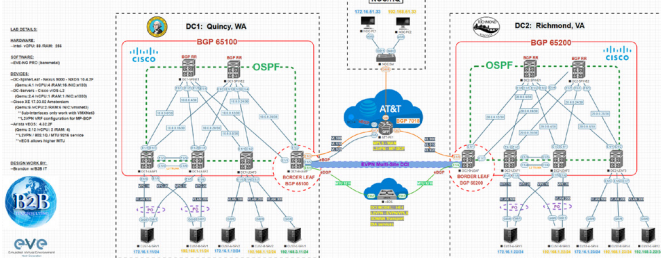


Arista DC Operations – B2B IT

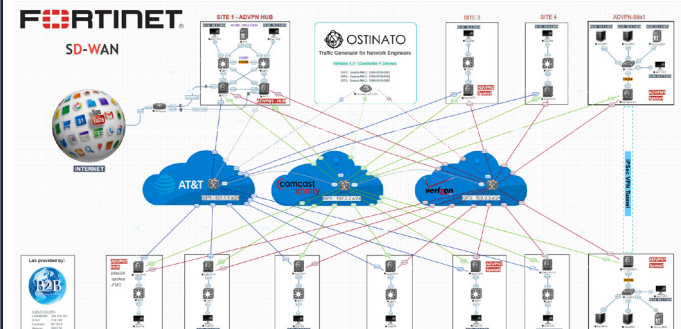


Cisco CCIE lab creations

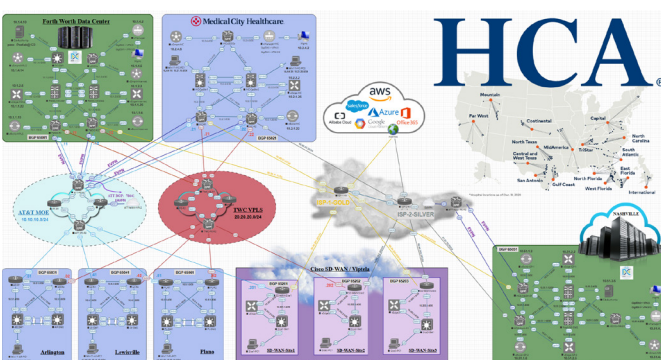
Cisco VXLAN EVPN Multi-Site Design & Validation



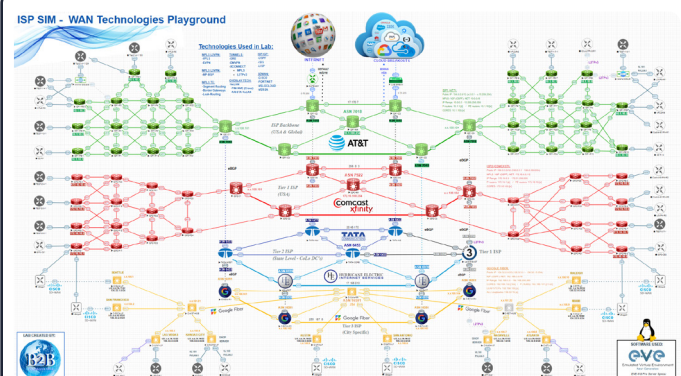
Cisco Data Center – VxLAN Multi-Site



B2B – Fortinet – SDWAN – ADVPN

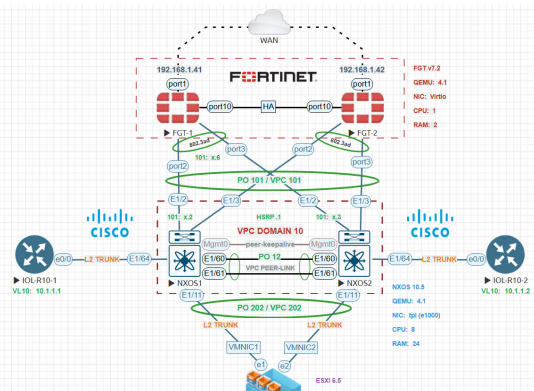


B2B – HCA Healthcare – SDWAN POC

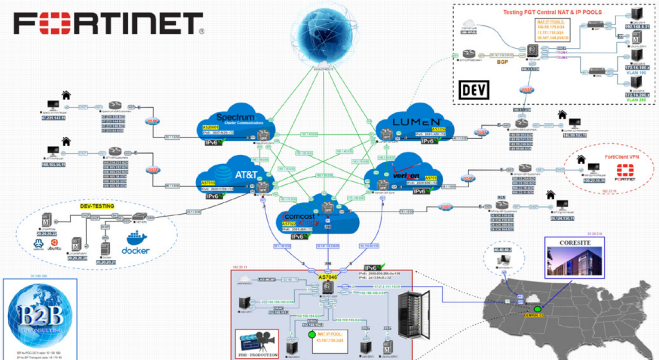


Service-Provider WAN Technologies

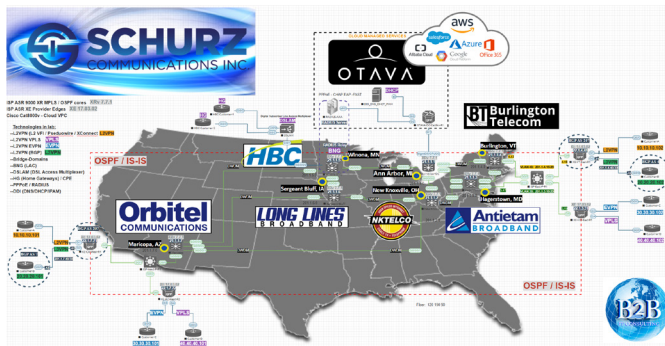
SAMPLE WORK PORTFOLIO



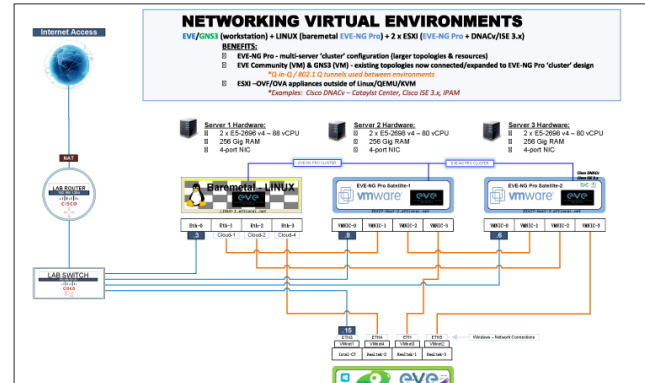
B2B – POC – Fortinet – Cisco NEXUS 9K – vPC – ESXI-CSRv



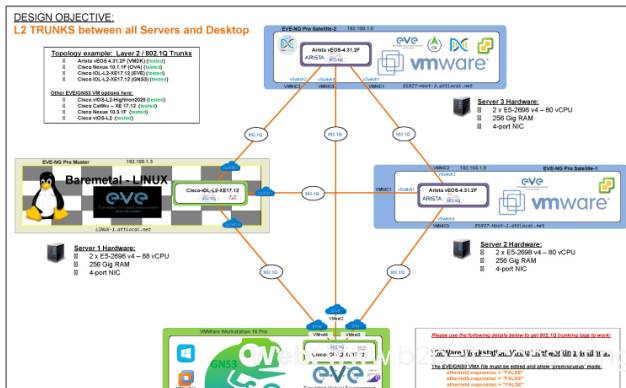
Small Business – Concept to Reality



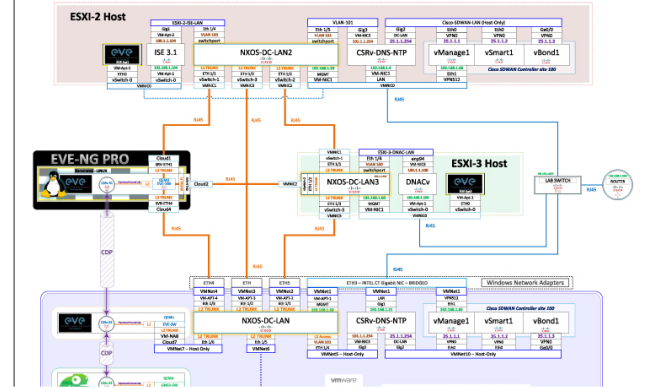
Major Service Provider Designs



Networking Virtual Environments

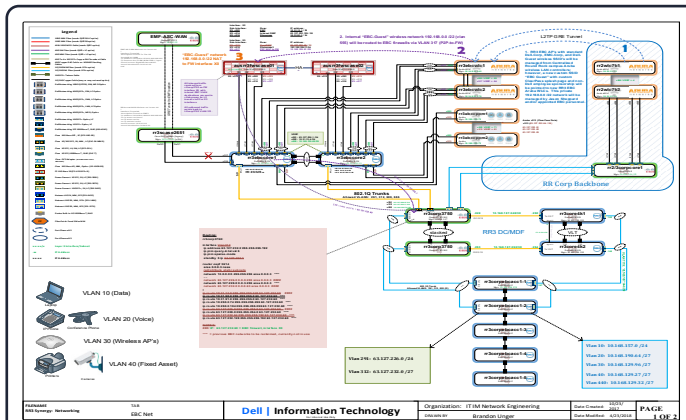


Multi-Server, Multi-Virtual Designs

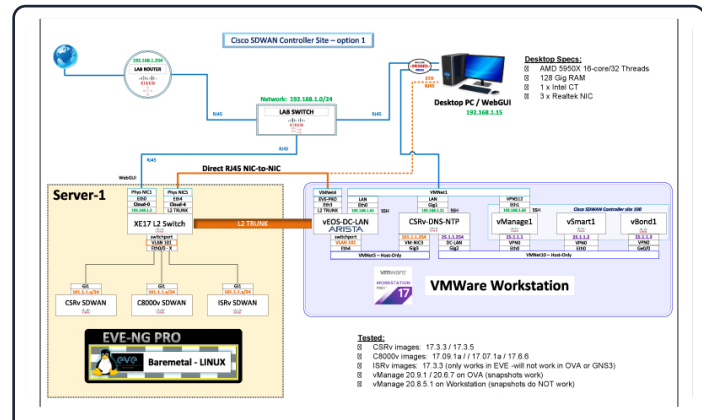


B2B Low-Level Architectural Design

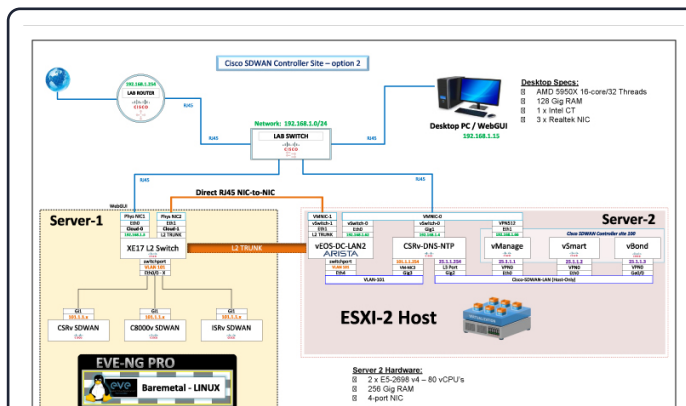
SAMPLE WORK PORTFOLIO



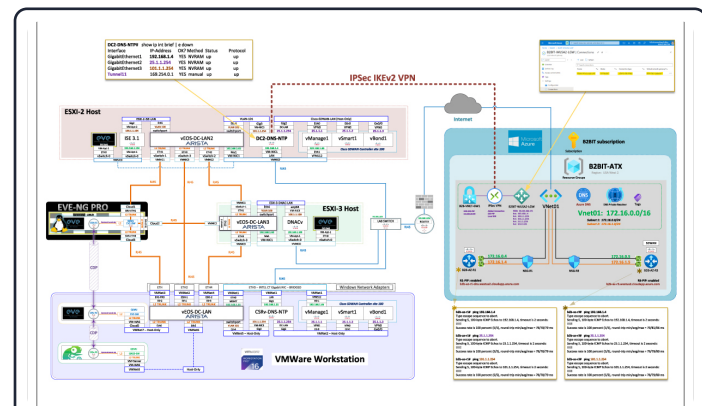
Campus / LAN - Enterprise Networking



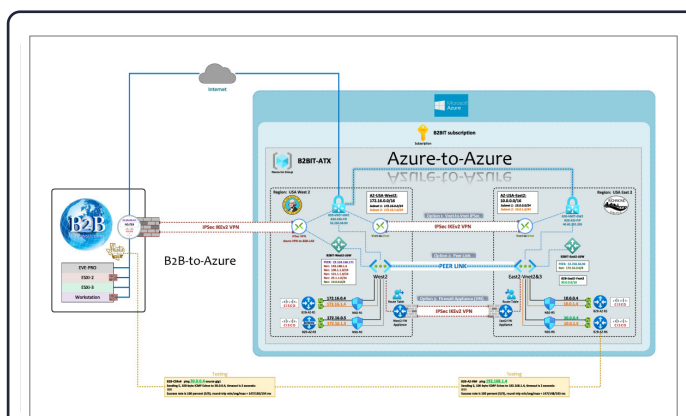
Bridging SDWAN controllers into Virtual Networking 1



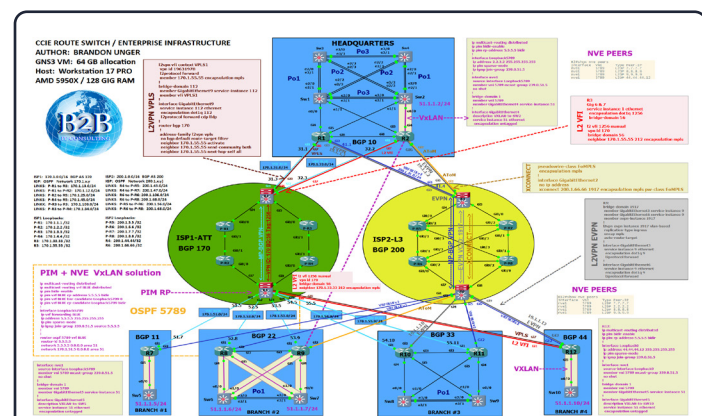
Bridging SDWAN controllers into Virtual Networking 2



Azure Cloud integrations



Azure Networking



B2B routing into Azure-to-Azure

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