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Plan B Technologies, Inc.

Engineering Plays a Pivotal Role for this Mid-Atlantic Based Full-Service IT Solutions Provider



Donald W. "Donnie" Downs
 President and CEO

Ask Donald W. "Donnie" Downs what sets his company apart, and he doesn't miss a beat. "Our engineering capabilities," says the president and CEO of full-service IT solutions provider Plan B Technologies, Inc. "We're an engineering company, first and foremost."

Indeed, he notes with pride that the firm has 30 engineers on staff, and that they hold over 300 certifications. "Everything we do begins and ends with engineering solutions and our engineers are the best," Downs says.

Based in Bowie, Maryland, and founded in 2001, Plan B Technologies, Inc. (PBT) designs, implements and supports IT solutions for organizations nationwide. By understanding the mission, objectives and internal and external market forces affecting their clients, Plan B's Professional Services team, comprised of senior architects, consultants, systems engineers and project managers, can create a turnkey solution that truly fits. Services range from consultation, assessments, advanced design and integration to full-service support and maintenance.

PBT's spinoff, Plan B Government Systems, Inc. (PBGS), a Service-Disabled Veteran-Owned Small Business, provides the same level of quality service and expert engineering for federal government clients. While PBT has served federal clients for a number of years, PBGS was formed in 2008 in response to demand. "We decided to create a separate organization to better serve our federal government employees and give them the personal attention they deserve," Downs explains.

One Holistic Consultant. Three Integrated Practices.

With three integrated practices focusing on virtualization, storage and network security, PBT is a holistic consultant that frequently touches all spheres of the customer's organization. All three practices are thriving, and with good reason, Downs says. "It's impossible to go into an organization and talk about virtualization or virtual desktops without also talking about storage or consolidation," he explains. "And that invariably leads to discussions about backup and information security."

What else sets PBT apart? Its partnerships with top technology manufacturers like Symantec, Juniper, EMC, Citrix, VMware, NetApp and Microsoft. Plan B has a commitment to

integrity and the highest degree of personal client service.

"Every single time we're in front of a customer, our goal is to be a trusted advisor," Downs says. "We listen to customers' needs, lead them to a solution, support them when they are in need, and help them achieve and maintain success."

No wonder PBT is thriving, even in today's tough economy. In 2009, it posted 35 percent top-line revenue growth. "This growth is attributed to the quality of our engagements and is a true testament to our focused engineering practice, product mix and the markets we serve," Downs says.

Plan B's Engineering Practice includes:

- Virtualization: Server, Application and Desktop
- Cloud Computing Best Practices & Designs
- Disaster Recovery & Contingency Planning
- Enterprise Storage, Backup & Recovery
- Network Infrastructure Optimization
- Security Solutions

Plan B's Professional Services Include:

- 24x7x365 Support Services
- Strategic Design Generation
- Deployment Planning & Integration
- Educational Services & Knowledge Transfer
- Live, On-Site Demos
- Health Assessments
- Quarterly Technology Reviews

"At Plan B, we know that running a successful engineering-based consultancy involves more than just taking and processing orders," Downs says. "It also requires exceptional technical expertise, the right products and one-on-one relationships based on communication and trust." And that's exactly what clients find at both Plan B Technologies, Inc. and Plan B Government Systems, Inc.



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