

Technical Expertise

Unbiased Solutions

Would you like a technology partner who can offer free unbiased recommendations for your networking requirements? Do you have the feeling your proposed solutions are technology overkill? Are your hardware and support costs running out of control? How about a getting an unbiased second option?

For every technology solution there can be a number of alternatives that get you the performance or solution you're looking for but at a fraction of the originally proposed cost. We're not talking about obsolete technology either. We're talking about the latest products in Cisco's portfolio.

Contact us today for a FREE assessment of your network or for a no obligation evaluation of a proposed solution.

World Class Professional Services

Do your current vendors include free integration? How about Visio drawings along with your proposal? Can they offer nationwide on-site installation? Would you like a technology partner with the professional resources to walk through your infrastructure and recommend solutions, alternatives or changes to your configuration for network optimization? Great Lakes Computer brings these and a host of other services to your organization. Not only do we have trained and certified technicians on staff, we also have a nationwide network of partners who can handle literally any networking requirement.

Legacy Product Support

Does your organization have a need for products Cisco doesn't support anymore? Are "End of Life" or "End of Support" announcements forcing you to spend money to replace your current hardware unnecessarily?

Well you don't have to replace or upgrade perfectly good networking technology just because of arbitrary cut off dates. By partnering with Great Lakes Computer, not only do you have access to our multi-million dollar inventory consisting of thousands of current and end-of-life Cisco products, you also have the ability to purchase multi-year extended parts replacement warranties through our S3 Extended Warranty program. If you prefer on-site support, our nationwide network of certified, highly trained maintenance providers can not only support your entire network with 7x24x365 coverage, they can also cut your annual support costs by as much 70%!

Peace of Mind

Quality Products

Statistically speaking the hardware failure rates on networking products are extremely low. With over 20 years experience in the refurbished CISCO market behind us and our rigorous refurbishment and testing process, the failure rate on refurbished products is no different than new equipment. Combined Cisco's legendary quality with our own extended warranty program and you've got an alternative to new hardware prices that just can't be found anywhere else.

Warranty

Has your enterprise standardized on certain Cisco products? Do you already have a layer of redundancy built into your network? Do you feel comfortable troubleshooting your own Cisco hardware? Do you have a technically competent IT staff capable of maintaining hardware on their own? Great Lakes Computer is proud to offer a FREE 3 Year Warranty with every Cisco product we sell. We also offer an advance replacement option that puts product in your hands in a fraction of the time. Plus, it costs a fraction of what Smartnet can run annually. For more information about our extended warranty program, visit www.glcomp.com or contact us today.

Real Savings

New Technology Premium

Does it feel like the solutions you're always proposed tend to be the most expensive bleeding edge products in Cisco's arsenal when all you want is an affordable solution that does the job? That's where we come in. By understanding your environment and your needs, we can architect the most cost effective solution for your problem. If there is a need, we can help you fill it instead of proposing you to something that will also do the job but will cost you far more than are necessary. Have you ever heard the old saying that "you don't need a jackhammer to hang a picture frame"?

Current Technology Products

That's right. A common misconception about refurbished products in general, is that outdated or obsolete technology is the only things that are available. While it is true there is huge amount of end of life Cisco product available, it's also true that Cisco's latest technology products are available refurbished within only a few months of being introduced. That means you get the benefit of new technology, but you don't pay the new technology premium.

Huge Savings without Sacrificing Performance

Did you know refurbished Cisco products can save you as much as 90% off Cisco list price while still offering the same performance? Since Cisco has over 80% of the worldwide networking market share, the refurbished Cisco market is absolutely huge. Your entire network can be outfitted soup to nuts with refurbished technology products. Great Lakes Computer practices what we preach! We've been running our entire network on refurbished Cisco hardware since building our new corporate headquarters in 1996 and have yet to experience an unplanned outage!

Get More Money for Your Trade in Equipment

Do you really think any manufacturers' trade in program is going to offer you top dollar? Think of it like you trading in your used car at the dealership versus selling it on your own. In fact, we challenge you to see if Cisco's trade in allowance or their discount changes if the products you want to trade in increases from 1 to 10. Our experience has been the trade in allowance doesn't change. You're potentially leaving huge amounts of money on the table. Buy your new products from Cisco if you like, but let us give you top dollar on that trade in equipment. No strings attached! Contact us today for a no obligation cash offer on your networking equipment.

The Benefits of On Site Spares

If you have on site spare equipment as part of your overall network strategy, why would you want to pay a new premium for something that is going to sit on your shelf and potentially never be used? Why not think about actually getting something for your money instead of pouring it into a Smartnet agreement? You don't have to wait around for a 4 hour response and then an on-site service call if the part is sitting onsite.

Did you know that installation of refurbished modules in your chassis-based products don't affect your Smartnet maintenance costs one bit? Cisco does not require a list of modules that are installed in your chassis.

The Truth about Smartnet™

Smartnet isn't necessary for every CISCO product in your environment. If you have a standard chassis or switch in your network on Smartnet, you can download and flash IOS upgrades onto similar or the same devices in your network. This strategy alone can slash your annual Smartnet budget. Don't buy into Cisco's story about refurbished products not being eligible for Smartnet or there being a recertification fee. In over 20 years and millions of dollars in Cisco sales, we have yet to see any of our customers get charged for recertification fee.

Substantially Lower Maintenance Costs with Nationwide Coverage

Have you at least considered 3rd party maintenance on your Cisco products? The savings are huge and the flexibility in terms of options is much better than what you'd get with any manufacturer maintenance agreement. Also you don't get any grief about refurbished products and there are no recertification fees ever. Better yet, no products that are considered "end-of-support" or end of life.

The fact is most 3rd party maintenance providers have former Cisco technicians on staff so their expertise is on par with Cisco's engineers. Our strategic partnerships with select national maintenance providers were chosen because several of them have actually created their own version of Smartnet 7x24x365 phone support. You always have the option of putting Smartnet on limited products and 3rd party maintenance on the rest.