



Partners In Education & Research

Corporate Overview & Strategy

piergroup.com

Executive Summary

Business

PIER Group LLC is a specialized IT solutions provider dedicated exclusively to serving the nation's Higher Education and Research and Education (R&E) community.

Customers

PIER Group serves a **focused and specialized customer base** within the Research and Education (R&E) community, including:

- R1, R2, and RCU universities across all 50 states
- Regional Research and Education Networks (RENs)
- National Research and Education Networks (NRENs) such as Internet2, CANARIE, NLR, and ESnet
- Seventeen U.S. National Research Laboratories

Future of the Company

PIER Group will continue its unwavering commitment to advancing **research computing**, **research networking**, and **campus network infrastructure** within the nation's Research and Education (R&E) community.

Looking ahead, we will **expand our customer base** and further strengthen our position as the **go-to technology partner** for the country's leading research universities and national laboratories.

Building on our **trusted consultative approach**, **decades of experience**, and **strong brand reputation**, PIER Group is poised to become the **national leader in IT solutions for research and education**.

At the core of our continued success is our proven **RAF (Responsiveness, Accuracy, Follow-up)** methodology, which will remain a guiding principle in every engagement.

Company Description

Officers

Amy Williams – CEO/Owner
Chad Williams – President
Charles Stafford – President of Operations

Leadership Team

Becky Schneider – VP of Marketing and Programs
Caleb Williams – VP of Contract Development
Shannon Champion – VP of Solutions Architecture
Harold Stonebraker – VP of Engineering and Solution Delivery
Lori Auffert – VP of Finance

Legal Structure

PIER Group LLC is a Limited Liability Company (LLC)

Mission Statement

To provide innovative expertise and best-of-breed solutions to create a competitive advantage for Research & Education community members, and position ourselves as the go-to technology partner for research and education (R&E) institutions modernizing their networks to support science, innovation, and next-generation learning environments.

Purpose Statement

PIER Group promotes a nationwide ecosystem of research computing, research networking and campus-infrastructure that supports on-campus and distributed research and provides an unbeatable user experience

Market Research

Current State

PIER Group is a niche player in the IT Solution Provider industry, solely focused on the Research and Education ecosystem. PIER Group utilizes specialized presales consultants and professional services engineers, along with as-needed inventory, enabling just-in-time implementation of large-scale and custom customer projects and solutions.

Although there are many of universities across the country, PIER Group continues to focus on a unique subset of that university ecosystem... the R1/R2/RCU research and university community.

- R1 institutions = very high research activity (\$50M+ Research)
- R2 institutions = high research activity (\$5M+ Research)
- RCU institutions = high special focus or profession research (\$1M+)

University's (542)

R1/R2/RCU Universities & Colleges

- Carnegie Classification
 - (187) R1 Universities
 - (139) R2 Universities
 - (216) RCU/Research Colleges and Universities

Regional Education Networks (40+)

- 3ROX (Three Rivers Optical Exchange) – PA/WV
- ABQG (Albuquerque GigaPop) – NM
- ARE-ON (Arkansas Research and Education Network) - AR
- Big Ten Academic Alliance OmniPoP – IL
- Boreas-NET (Upper Midwest)
- SC-REN - IL
- CAAREN (Capital Area Advanced Research and Education Network) – DC, VA
- CEN (Connecticut Education Network) - CT
- CENIC (Corporation for Education Network Initiatives in California, The) - CA
- FLR (Florida LambdaRail, LLC) - FL
- FRGP (Front Range GigaPoP) – CO, WY
- GPN (Great Plains Network) – OK, SD, KS, MO, NE, AR, IA, MN
- ICN (Illinois Century Network) – IL
- Indiana GigaPoP – IN
- IRON (Idaho Regional Optical Network, Inc.) - ID
- KanREN (Kansas Research and Education Network) - KS
- KINBER (Keystone Initiative for Network Based Education & Research) – PA
- KyRON (Kentucky Regional Optical Network) - KY
- LEARN (Lonestar Education and Research Network) - TX
- Link Oregon - OR

- LONI (Louisiana Optical Network Infrastructure) - LA
 - MAGPI (Mid-Atlantic GigaPoP) - PA
 - MARIA (Mid-Atlantic Research Infrastructure Alliance) - VA
 - MAX (Mid-Atlantic Crossroads) – DC, VA, MD
 - MCNC - NC
 - MDREN (Maryland Research and Education Network) - MD
 - Merit Network, Inc. - MI
 - MissiON (Mississippi Optical Network) - MS
 - MOREnet (Missouri Research and Education Network - MO
 - MREN (Metropolitan Research & Education Network) – IL
 - NCREN (North Carolina Research & Education Network) - NC
 - NEREN (NorthEast Research and Education Network) – CT, MA, NY, RI, ME, NH, VT
 - NetworkMaine (Network Maine) - ME
 - Network Nebraska - NE
 - Nevada Net (NSHE System Computing Services) - NV
 - NJEdge - NJ
 - Northern Lights GigaPoP – MN
 - NoX (Northern Crossroads) – MA, CT, RI, ME, VT, NH
 - NYSERNet, Inc. - NY
 - OARnet (Ohio Academic Resources Network) - OH
 - OneNet - OK
 - OSHEAN. Inc. - RI
 - Pacific Wave, LLC – CA, WA
 - PeachNet - GA
 - PNWGP (Pacific Northwest Gigapop) – AK, HI, WA, ID, MT
 - SoX (Southern Crossroads) – GA, AL, FL, TN, SC, MS
 - Sun Corridor Network (Arizona) - AZ
 - UETN (Utah Education Telehealth Network) - UT
 - WiscNet - WI
 - WVNET (West Virginia Network for Educational Telecomputing) - WV
- o ****Internet2** (National Education Network) – US
 - o ****ESnet** (Energy Sciences Network) – US
 - o ****TheQuilt** - (*R&E Collaboration Community*) - US

National Research Laboratories (19)

- Ames Laboratory - (*Ames, IA*)

- Argonne National Laboratory - *(Lamont, IL)*
- Brookhaven National Laboratory - *(Upton, NY)*
- Fermi National Accelerator Laboratory - *(Batavia, IL)*
- Frederick National Laboratory for Cancer Research
- Idaho National Laboratory - *(Idaho Falls, ID)*
- Lawrence Berkeley National Laboratory - *(Berkeley, CA)*
- Lawrence Livermore National Laboratory - *(Livermore, CA)*
- Los Alamos National Laboratories - *(Los Alamos, NM)*
- National Center for Supercomputing Apps - *(Urbana, IL)*
- National Energy Technology Laboratory - *(Anchorage, AK; Albany, OR; Pittsburgh, PA; Morgantown, WV; Houston, TX)*
- National Renewable Energy Laboratory - *(Golden, CO)*
- Oak Ridge National Laboratory - *(Oak Ridge, TN)*
- Pacific Northwest National Laboratory - *(Richland, WA)*
- Princeton Plasma Physics Laboratory - *(Plainsboro, NJ)*
- Sandia National Laboratories - *(Albuquerque, NM)*
- Savannah River National Laboratory - *(Aiken, SC)*
- SLAC National Accelerator Laboratory - *(Menlo Park, CA)*
- Thomas Jefferson National Accelerator Facility - *(Newport, VA)*

Company Advantages

PIER Group stands out from competitors through a unique combination of expertise, relationships, and community alignment:

- **Over 30 years of dedicated focus** serving the Research & Education (R&E) community
- **Deep networking expertise** and a passionate team committed to higher education and research
- **Extensive R&E experience and alignment** — we understand the community’s language, needs, and goals
- **Strong, long-term partnerships** with research and education institutions nationwide
- **Trusted and recognized brand** across the national R&E community
- **Advisory-led, outcome-focused sales model** that prioritizes solutions over products
- **Proven company culture** built on the RAF methodology and consistent execution excellence

- Certified Woman-Owned Business (WBE)
- Dedicated R&E presales consulting engineers, providing no-cost guidance to the R&E community
- Comprehensive professional services team, delivering full turnkey solutions
- Strong vendor and customer relationships, positioning PIER Group as a preferred community partner
- Robust procurement contract portfolio to simplify and streamline acquisition processes
- Face-to-face customer engagement, ensuring complete alignment and mutual success

Services we provide

Product/Service

PIER Group's main offerings include:

<u>Network</u>	<u>HPC</u>
Network Assessment/Survey/Design Services	Compute Cluster Infrastructure
Core Network Infrastructure	Lustre Storage Infrastructure
Distribution Network Infrastructure	GPFS Storage Infrastructure
Edge Network Infrastructure	General Purpose Storage Infrastructure
Wireless Network Infrastructure	OpenSource Storage Infrastructure
LPV/Athletics/Outdoor Network Infrastructure	HPC Cooling Solutions
WAN/Routing Network Infrastructure	HPC Software Solutions
NAC Infrastructure	Data Center Rack & Power Solutions
Rapid Deployment Services	
Custom Mounting Solutions	
TapAgg Network Infrastructure	
Optical/Packet Network Infrastructure	

Firewall/Security Infrastructure	
DDI/IPAM Infrastructure	
Advanced Network Automation	
Staff Augmentation (Resident Engineering)	