



CORPORATE TECHNOLOGY SOLUTIONS

Companies need computers that allow them to always stay connected and get their work done with power and reliability.

DESIGNED TO WORK AT MAXIMUM SPEED IN AN OFFICE OR A VIRTUAL WORK ENVIRONMENT, ACE COMPUTERS PROVIDES SOLUTIONS THAT CAN MEET THE NEEDS OF A SMALL WORKGROUP OR A LARGE CORPORATE DEPARTMENT.

We provide sales, service and distribution of computer hardware, software and peripherals from leading manufacturers, as well as a complete range of technology management services. Most importantly, Ace Computers has a dedicated account management team that always provides the highest level of personalized tech support and customer service to help keep your business operations running. Many of our staff have been with us for more than ten years, and their industry knowledge and continuity are invaluable to our customers.



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CASE STUDY

Computational Physics Analysis Company

Challenge

When one of the world's most highly regarded computational physics analysis companies sought a custom technology vendor that understood what they needed and could deliver performance at a price they could live with, Ace Computers topped the list.

Solution

The client kicked off the relationship with Ace Computers by first ordering an Intel-based HPC 584 core cluster with QDR IB. Ace Computers proved it understood the client's challenge and delivered a cost-effective solution. From then on, the partnership developed, and as the client sought to become more sustainable while still saving money, they trusted Ace to provide exactly what was needed for them to accomplish their goals.

As the CEO explained, "We already knew who Ace Computers was. Although we had a vendor we were working with, Ace gave us better pricing and service. We liked the account rep and felt we could work well together. We also liked that they use suppliers we are comfortable with, such as Intel and Supermicro."

Results

Since the initial purchase several years ago, the client has ordered visualization post-processing machines, development workstations, networking and storage. One of the solutions Ace Computers provided, a Data Center that included a 176-node HPC cluster that is one of the first implementations to use direct-to-chip hot water liquid cooling technology, was so successful it was recognized with Intel's 2019 Partner of the Year Award for Excellence in Accelerating Innovation.

The CEO said, "The people we work with at Ace Computers are good listeners. We know exactly what we want, and they don't waste our time by trying to sell us something different. I have recommended Ace Computers many times because of the value and service—which is just about everything that most people are looking for, and so hard to find, in a custom technology manufacturer."

"The collaborative relationship that we have with Ace Computers is very important to us. While cost and performance is imperative, we appreciate being able to rely on them. We know that they really listen."

CEO

Computational Physics Analysis Company

FEATURES

- Cost-effective and reliable servers, desktops, laptops and workstations
- In-office and virtualized work environments
- Top-notch customer support and access to in-house technology experts
- Disaster planning and recovery strategies



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