

Public Sector Insights

Together with our vendor partners, explore how our Public Sector team can support your goals this FED buying season with solutions designed to meet your customer's needs. We provide the expertise, technology, and collaborative support you need to drive your business.

CISCO **PUBLIC SECTOR ELITE**

To sell Cisco products and services to U.S. federal government customers, a partner must be authorized under **Cisco's U.S. Federal Authorization Program**. Partners should complete Cisco's Federal Authorization Training Program to receive the appropriate certificate. Then, an application/registration process will be initiated in Cisco's Partner Program Enrollment (PPE) tool, where the partner must accept the U.S. Federal Authorization Program U.S. Theatre Terms and Conditions. The new U.S. Federal Authorization competency started on March 31, 2026, replacing the previous federal authorization process.

- Partners must transition to the new U.S. Federal Authorization by January 23, 2027, or they will lose their federal partner status.
- The federal authorization certifies partners to serve U.S. Federal customers with expertise and compliance with regulatory requirements.
- Partners with existing federal authorization will maintain their status until the new program is fully implemented.

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HP brings a unified, end-to-end approach to the Public Sector with **One HP—integrating Personal Systems, Print, Poly and Services into cohesive solutions**. From AI-powered edge devices to managed print and seamless collaboration tools, HP enables agencies to support the full spectrum of modern workflows.

Security is built into every layer. HP Wolf Security delivers chip-to-cloud protection across endpoints and devices, helping partners address Zero Trust requirements with confidence while simplifying compliance with evolving federal and state mandates.

With a streamlined portfolio, procurement becomes faster and less complex, accelerating time to value for customers. For partners, this integration unlocks larger deal sizes, stronger margins, and new opportunities tied to AI innovation and hybrid work. HP empowers you to lead digital transformation while driving measurable growth in the public sector.

Contact hppsgteam@ingrammicro.com for more information.



IBM Bob is the premier AI-first development partner engineered to modernize public sector IT. Government agencies balance tight budgets against critical, decades-old legacy systems. This accumulated technical debt introduces security risks and outpaces aging teams. IBM Bob solves these challenges by automating the entire software development lifecycle (SDLC) with unmatched precision. Unlike general AI coding tools, Bob features robust, built-in governance and compliance standards designed specifically for regulated spaces. Agencies can trust Bob's FedRAMP-ready architecture and real-time policy enforcement to secure citizen data.

- **Legacy transformation:** Turn undocumented COBOL or mainframes into secure, shared knowledge.
- **Drastic efficiency:** Public sector provider APIS IT used Bob to complete architecture analysis ten times faster, transforming old services in hours instead of weeks.
- **Shift-left security:** Embedded scanning identifies code vulnerabilities automatically before deployment.
- **Multi-model orchestration:** Automatically route agency tasks to the most cost-effective and accurate models.

With an average 45% productivity gain, Bob allows public institutions to deliver fast, secure digital services without expanding their engineering headcount. Transition your agency from managing technical debt to delivering reliable public value.

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Explosive data generation and processing, combined with the merging of AI, IoT and 5G with traditional IT networks, is pushing the limits of aging Federal network infrastructure. Lantronix secure Fiber-to-the-Desk (FttD) solutions provide the bandwidth, distance, security and sustainability to integrate seamlessly into an existing network architecture. With our broad portfolio of TAA and NDAA compliant copper-to-fiber media converters, network interface cards (NICs), optical transceivers, Power-over-Ethernet (PoE) media converters and network switches for indoor or outdoor environments and out-of-band management solutions, we're sure to have an answer for your upcoming federal projects.

Look to us for projects requiring:

- Signal conversion between copper Ethernet and Fiber optic network infrastructure
- Network infrastructure expansion or replacement
- Telecommunications (VoIP) phones and network communications upgrades
- Indoor and outdoor connectivity and power for WiFi access points and IP security cameras
- Secure, resilient out-of-band network management

Trust Lantronix (Transition Networks) for:

- Expertise in Ethernet networking, supporting Federal agencies for nearly 40 years
- Seamless integration into existing network architecture
- Network reliability, resiliency and fast recovery
- Demonstrated capability, quality and compliance to support critical communications in federal networks

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