

Practice Summary



CTG National is a **Cisco Gold Integrator VAR** with expertise across U.S. Enterprise markets.

Headquartered in the **Washington D.C. area**, with **satellite offices across the U.S.**

Small business and **ISO 9001:2015, CMMC L2 C3PAO** compliant.

Recognized on the **CRN Tech Elite 250** and certified as a **“Great Place To Work”** for multiple years.

\$10M → \$150M+

Grew from a Cisco Select Integrator VAR with < \$10M in revenue to **Top 10 Cisco VAR** in the U.S. enterprise sector with \$150M+ in Cisco revenue in 2.5 years.

Maintains a **relationship-driven culture** focused on **trust, solution sets, and IT expertise** in both domestic and international enterprise spaces.

Supports both **Enterprise and Federal Cisco Clients** with our Elite Architects and Engineers

~50% of employees hold **Cisco career-level certifications in Sales/Operations and Engineering/Architecture** and **high-level U.S. Federal Security Clearances**.

Operates robust, centralized **Operations, Client Experience/Nurture, and Contracting Divisions** that support clients and internal account teams.

Notable Cisco Specializations & Authorizations



- Gold Integrator
- Hybrid Cloud Computing Architecture Specialization
- Internet Infrastructure for Enterprise
- Security Networking, SASE, XDR, Hybrid Work

- Adv. Service Provider Architecture Specialization
- Networking Specialization
- CX Specialization
- Hybrid Cloud Networking Architecture Specialization
- Ai-Ready Infrastructure
- Adv. Enterprise Networking Specialization
- Collaboration SaaS & Contact Center Specialization

- Small Business Specialization
- Select Provider
- Hybrid Cloud SW Architecture Specialization
- Full-Stack Observability Specialization
- Adv. Collaboration Architecture Specialization
- Security Specialization
- Cisco EA 3.0 Authorizations (All Suites)

Recognitions

- Top 10 Cisco U.S. Federal VARs
- Top 5 Cisco Compute VARs in U.S. Federal
- Leader in Cisco Data Center Infrastructure and Scalable AI/ML Architectures
- Top NetApp Americas FlexPod Partner
- Leader in Cisco Multidomain and Hybrid Cloud Architectures
- Robust bench of Cisco CCIE's and NetApp A-Team™ Experts dedicated to pre-sales architecture and advanced services

CTG National's Cisco growth track record and recognitions are undeniable, with Cisco Bookings totaling well into the 9-figures and growing consistently YoY.





Philanthropy

CTG National is committed to providing opportunity, health, comfort, happiness, & inspiration to people in our community & around the globe. We launched the CTG Foundation (501c 3) nonprofit foundation aimed at helping underprivileged children overcome generational cycles of poverty.

Please visit www.ctgfoundation.org to learn more about it.

Jeff Fossett

Cisco Practice Director | CTG National

About CTG National

CTG National, a Cohesive Technology Group company, is a small business that excels in servicing Enterprise Organizations with best-in-class information technology. Our experienced team of sales and engineering professionals design and deliver IT hardware and software solutions that save time and money for our clients. Headquartered in Virginia, we have dedicated resources in all regions across the continental United States.

Contracts

DUN & Bradstreet: 080932836

UEI: G2D4Q7UKR5P5

CAGE Code: 7ZHE9

NAICS Code(s): 541519

