BlackHawk Data

Capability Statement

Engineering-Led Technology Solutions | Cloudflare Elite | Fortinet Expert | Cisco Gold

(877) 383-1845 | info@blackhawk11.com | NOC/SOC 24x7x365: noc@blackhawk11.com

Who We Are

BlackHawk Data is an engineering-led technology solutions provider that architects, deploys, and operates enterprise infrastructure across four integrated technology pillars. We serve Fortune 500 enterprises, transportation authorities, healthcare systems, utilities, higher education, and government organizations across the United States.

Key Performance Metrics

2,400+	**99.999%**	**50+**	**24x7x365**	**18 Years**
Enterprise Sites Deployed	Managed Uptime SLA	Cloudflare Certifications	NOC/SOC Operations	Enterprise Solutions

Why BlackHawk Data

- Engineering-first culture with vendor-certified architects across every practice area
- Single-pane operational model unifying network, security, cloud, and collaboration
- Proven delivery at scale across 2,400+ enterprise sites nationwide
- Outcome-based engagements tied to measurable SLAs and business KPIs

Four Pillars. One Mission. Outcomes That Matter.

BlackHawk Data delivers across four integrated technology pillars, each addressing critical enterprise needs.

1 Intelligent Networking

Campus & wireless (Wi-Fi 6/7), SD-WAN, OT/IoT segmentation, AIOps monitoring. Full-stack network architecture for the modern enterprise.

TAM: $298B by 2030

2 Cybersecurity & Zero Trust

Fortinet Security Fabric, Cloudflare Zero Trust, NGFW, SASE, 24x7 SOC/MDR. Defense-in-depth security for every attack surface.

TAM: $352B by 2030

3 Modern Datacenter & Cloud

Compute, storage, HCI, hybrid cloud, backup/DR, AI-ready infrastructure. Future-proof data center solutions at any scale.

TAM: $652B by 2030

4 Unified Collaboration

Voice/UCaaS, video conferencing, CCaaS contact center, UC analytics. Seamless communication across every endpoint.

TAM: $262B by 2030

Combined Total Addressable Market: $1.56 Trillion by 2030

Cross-Pillar Integration Advantage

- Unified architecture spanning all four pillars eliminates vendor silos and integration gaps
- Single operational model with correlated visibility across network, security, cloud, and collaboration
- Engineering teams certified across all pillars enabling holistic solution design
- Lifecycle services from assessment through managed operations for every technology domain

How We Engage

Three flexible engagement models designed to meet you where you are and take you where you need to go.

Service Models

1 **Professional Services**
Architecture, deployment, migration, assessments, network design, security audits

2 **Managed Services**
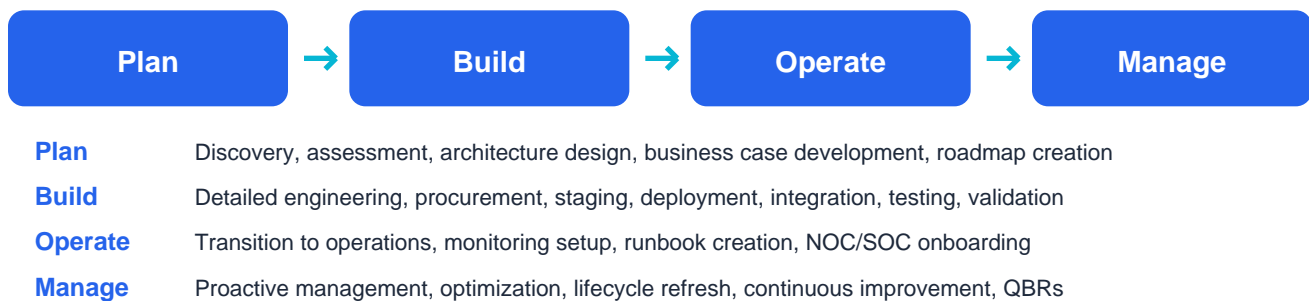24x7 NOC/SOC, proactive monitoring, MDR, lifecycle management, SLA-backed operations

3 **Expert-as-a-Service**
Fractional CTO, embedded engineers, virtual CISO, advisory and strategic consulting

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OneVision Methodology ™

Full lifecycle ownership from discovery through optimization.

Plan → **Build** → **Operate** → **Manage**

Plan	Discovery, assessment, architecture design, business case development, roadmap creation
Build	Detailed engineering, procurement, staging, deployment, integration, testing, validation
Operate	Transition to operations, monitoring setup, runbook creation, NOC/SOC onboarding
Manage	Proactive management, optimization, lifecycle refresh, continuous improvement, QBRs

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SLA Commitments

- 99.999% managed infrastructure uptime guarantee
- 15-minute response time for Priority 1 incidents
- Dedicated Technical Account Manager for all managed engagements
- Monthly operational reviews with executive stakeholder reporting

Strategic Partnerships

Elite-tier partnerships with industry-leading technology vendors, backed by deep engineering expertise.

● **Cloudflare Elite Partner**
Zero Trust (ZTNA), SASE, WAF, DDoS protection, edge compute, CDN, DNS security

● **Fortinet Expert Partner**
Next-Gen Firewall, SD-WAN, FortiSASE, Security Fabric, FortiEDR, FortiSOAR

● **Cisco Gold Partner**
Catalyst switching, Meraki cloud networking, DNA Center, ISE, ThousandEyes, Webex

Industries We Serve

■ Transportation & Aviation

■ Healthcare & Life Sciences

■ Higher Education

■ Utilities & Energy

■ State & Local Government

■ Fortune 500 Enterprise

Certifications & Compliance

● SOC 2 Type II compliant operations
● HIPAA-ready managed services framework
● PCI DSS compliant network architectures
● NIST Cybersecurity Framework aligned

Ready to Transform Your Infrastructure?

Contact our engineering team to schedule a discovery session.

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