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### **For Immediate Release**

As a small business partner on the Northrop Grumman team for the Navy's Consolidated Afloat Networks and Enterprise Services (CANES), **Beatty and Company Computing, Inc.** ("Beatty and Company") is pleased to announce that the Department of Defense has awarded the procurement of the Navy's afloat common computing environment to the Northrop Grumman CANES team. CANES will modernize and consolidate all of the Navy's afloat networks into a common computing environment.

**Beatty and Company** was brought onto the Northrop Grumman team to provide their proven, innovative thin-client technology. The Navy contract includes options, which, if exercised at the maximum quantities, would bring the cumulative value of the contract to an estimated \$637,773,236. The issuance of this delivery order to Northrop Grumman is the result of the CANES competitive down-select to a single contractor for continued performance under the contract options for development, production and logistics support for CANES.

**Beatty and Company** has long standing commercial customer relationships delivering innovative thin and zero client Enterprise Solutions to Fortune 50 companies, like Verizon Wireless (Since 1997). The company has provided IT solutions to the Telecom, Finance, Retail and Government sectors of commercial business. Beatty's technology innovation began in 1997 under a cooperative research and development agreement (CRADA) with the US Navy (SPAWAR/NRAD). For over 15 years the company has been focused on transparent delivery of the desktop on demand as the method to achieve significant cost savings while increasing system functionality and operator capability.

An article that appeared in the NextGov.com website the day following the CANES award announcement to the Northrop Grumman team points out the tremendous advantage that thin client systems can provide for controlling the security of the Navy's networks. In the article, Bob Brewin who covers the world of defense and information technology for the website said, *"I can't think of a better start than to use thin terminals, which lack drives that allow users to add their own software... IF CANES is a pure thin client play, it could end up being one of the largest installations in the government."* **Beatty and Company** is proud to be the CANES team member to provide those solutions.