

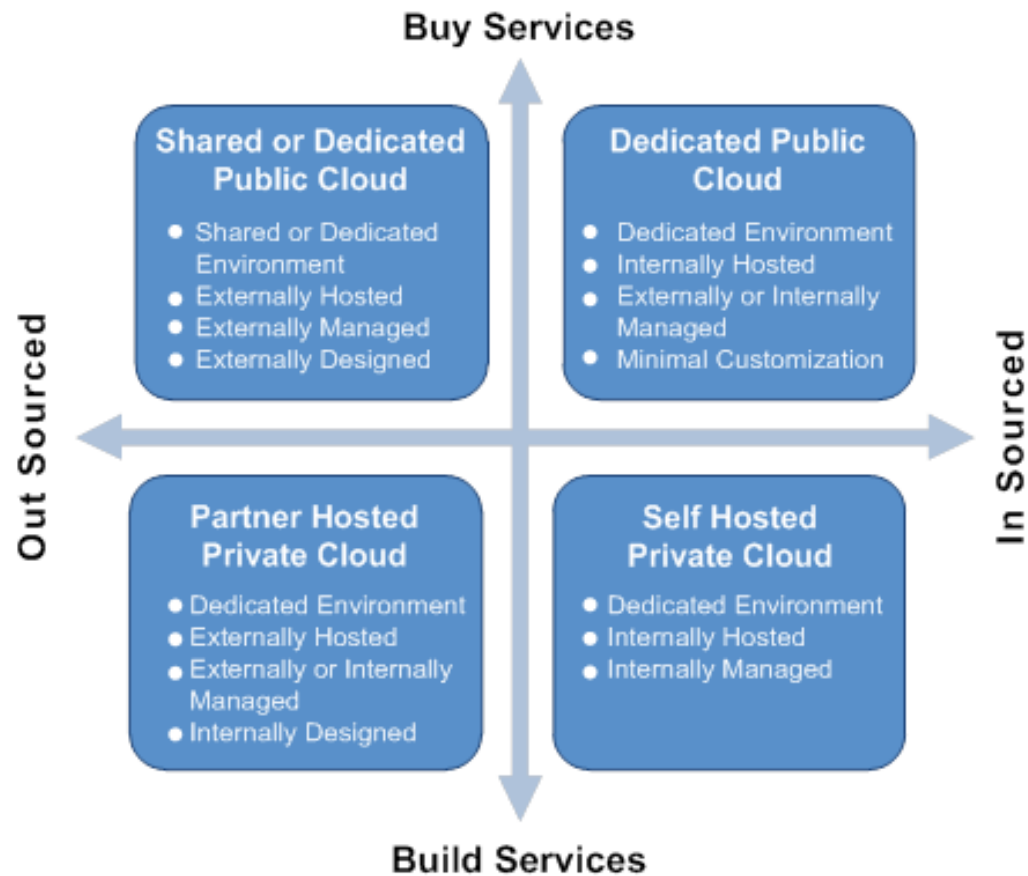
Coming to you Cloud and Clear

Expo 2015

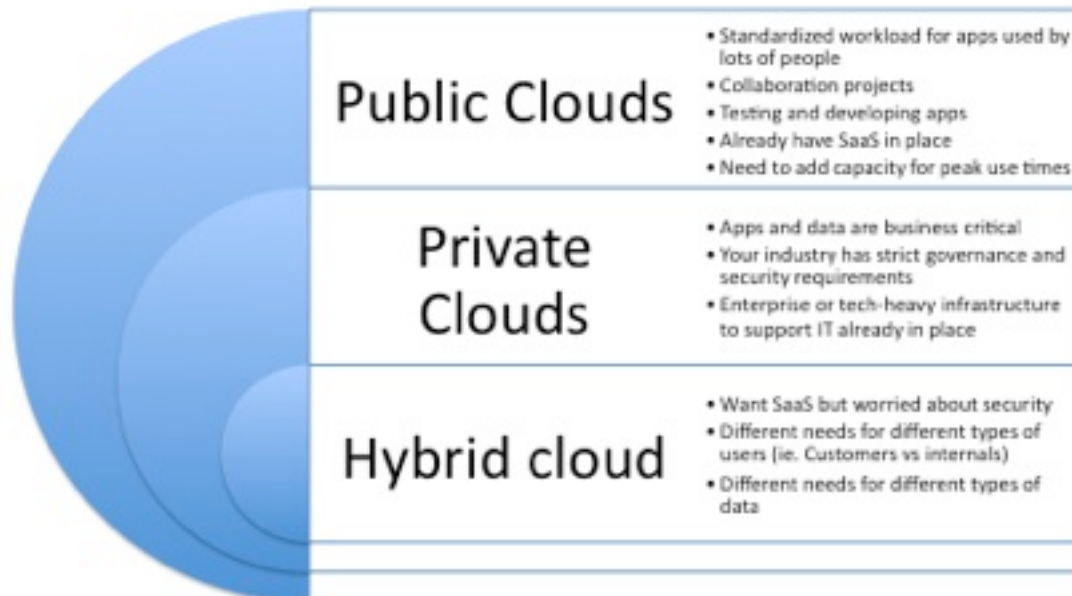
Cloud and Clear!



What is the Cloud?




WHICH CLOUD MODEL FITS YOUR ORG?







- Software updates included
- Virtualization – Build a new platform
- Easier asset and software management

A blue cloud-shaped icon containing the text "Lower cost of ownership" in white, lowercase sans-serif font.

Lower cost
of ownership

- Elastic software and resources
 - Flexibility
 - Scalability with your business
- Utility based computing
 - Pay-as-you-go
- Move from CapEx to OpEx
- Compliance for regulated businesses
 - HIPAA, PCI, etc.



- Redundancy
- Virtualization
- Replication
- Monitoring and alerting

A blue cloud-shaped icon with the text "Disaster assistance" written inside in white, bold, sans-serif font.

Disaster assistance

- More economical and simpler DR
 - Dedicated expert for DR architecture
 - Define RTO, RPO
 - Document your operational processes
 - New creative ways to DR

A blue cloud-shaped graphic containing the text "No IT maintenance costs" in white, bold, sans-serif font.

No IT
maintenance
costs

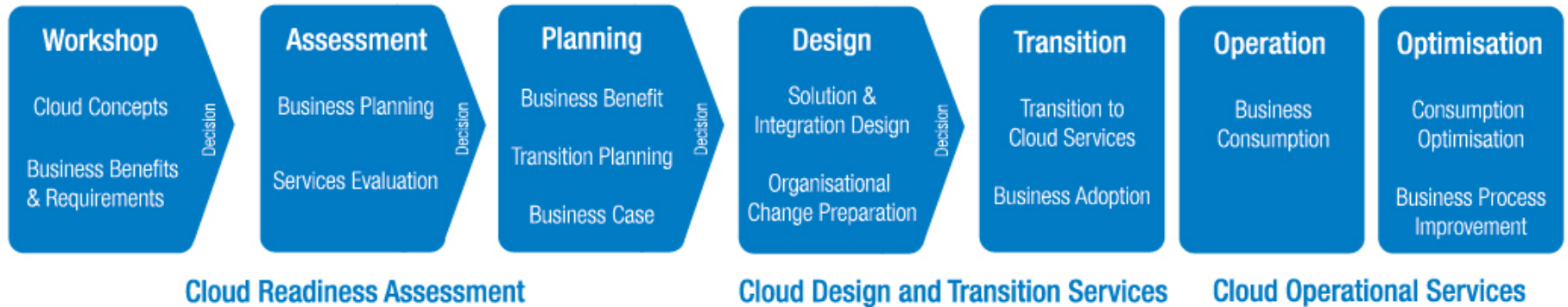
- Agile deployment
- 24x7 support
- Platform and patches are provided

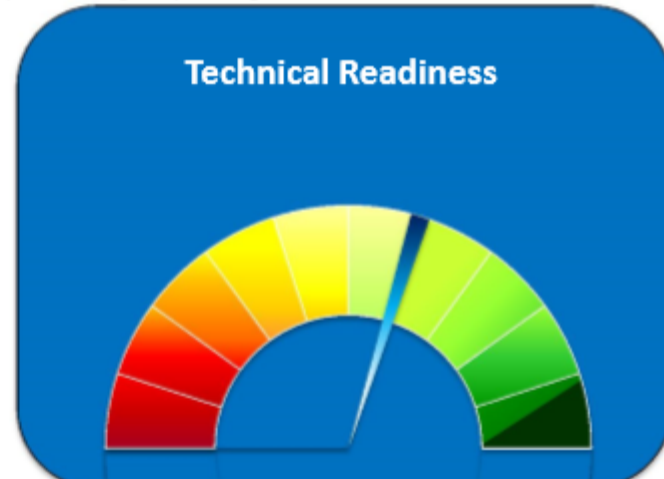


- Location independent
- Geo located datacenters
- Storage costs continue to drop
- Many storage points become more affordable
- Data encryption



- Work from anywhere
- Security – data isn't on the laptop
- Rapid development of new solutions
- Easily add productivity tools
 - messaging, collaboration





Legend:

The gauges above provide a high-level insight into your organization's preparedness and viability to migrate key applications and functions to a Cloud. In general, you can interpret the following (more detailed analysis is on page 2)



Depending on the size and scope of your organization, your journey to the cloud would likely take several months because your organizational priorities and critical applications are both optimized for an internal IT culture, and on-premise support. The Cloud can still add great value to your organization, but through change.



You are either already on your journey, or you are poised for a relatively smooth transition to the Cloud. You have some measure of compatibility - be it in applications, infrastructure or culture, that fits. In a matter of weeks to a few months, your journey could be completed.



You are in the Cloud, at least to some degree. Your organization is already seeing some benefit to the agility and controls that come from utilizing either a private, public or hybrid Cloud infrastructure. If not fully on the Cloud, you are well on your way.

What is your Core?

Core

- Your products or services that differentiate your company in the EYES of your clients.

Context

- What must be done to support the core but adds NO value in the EYES of your client.

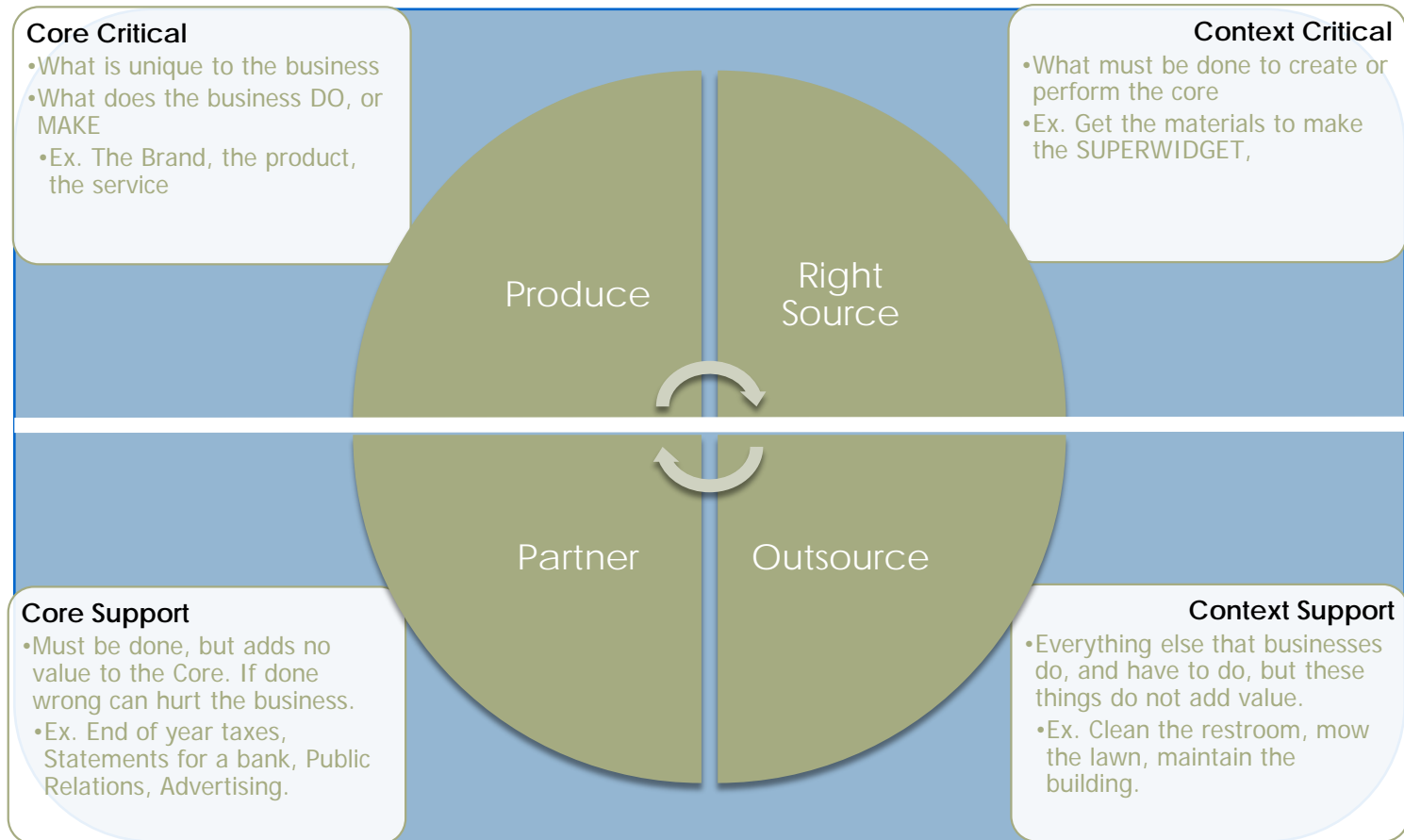
Critical

- Must be done and if done wrong can hurt the business.

Support

- Everything else that businesses do, and have to do.





Proactive Technology Management

- **Managed Services**
 - Patch Management
 - Anti-spyware
 - SPAM Management
 - Desktop Optimization
 - Documentation
 - Remote Backup (BDR)

Technology Consulting

- **Dedicated VCIO**
 - Technology Summary
 - Budget Planning
 - Business Impact Of Technology Decisions

Network Administration

- **Dedicated Network Administrator**
 - Technology Checklist
 - Best Practices
 - Centralized Service Report Review
 - Project management

Reactive Support Services

- **Customer Support Team**
 - Service Desk Support
 - On Site Support
 - Problem Isolation and Resolution
 - "How to" Questions
 - Customer Portal
 - Remote Support Framework

Your Questions?

