Defense aaS Solutions

Challenges

Complex contracting process for storage technology

Overprovisioning to compensate for lengthy procurement timelines

Traditional acquisition model is rigid, inefficient, and expensive

Results

Agile acquisition model for storage

Acquisition IT process reduced from months to days/weeks

Modern IT storage delivery in an OPEX funding model

Predictability, stability, and consistency

Flexible Storage Infrastructure

ViON®'s Capacity as-a-Service accelerated the deployment of infrastructure technology through a flexible acquisition model enabling this defense agency to meet rapidly expanding storage requirements.

Business Problems

This defense agency was challenged to support the management and storage of sensitive data for its customers. Complex procurement processes, lengthy acquisition timelines, and rapidly changing storage requirements led to overprovisioning of storage. Hardware was often warehoused awaiting deployment, which was costly. The agency was looking for more effective means of balancing storage requirements without paying for unused technology and providing rapid scalability.

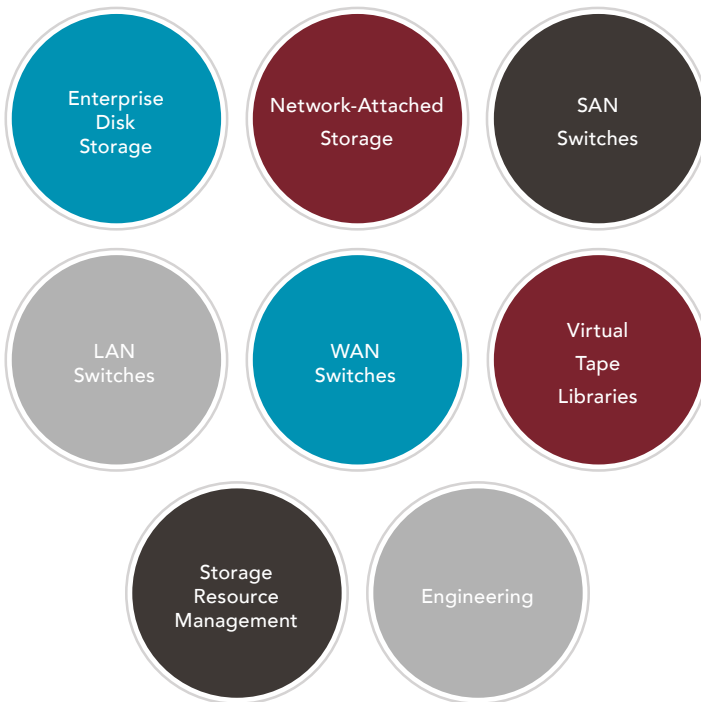## Solution: Enterprise Storage as-a-Service

How ViON delivers. ViON used an agile acquisition model to provide enterprise data storage assets at multiple sites within the U.S. and overseas. This flexible model using Operational Expenditure (OPEX) funds scaled up and down without fees or penalties, allowing the agency to pay for what it used and provision additional storage on an as-needed basis. This reduced the agency's storage infrastructure costs to meet the demands of data center consolidation and transformation efforts. ViON bore the risk of purchasing and managing the equipment under strict SLAs.

How ViON manages. ViON provided an easy to use call order portal, which simplified the procurement method with streamlined ordering process. It also provided the agency visibility and ensured better control of project schedules and budgets. ViON's responsiveness facilitated the agency's ability to meet urgent provisioning needs when critical workload changes were required. ViON leveraged it's 37 years in data management and routinely provided advice and assistance in design and planning for the deployment of enhancements to the storage infrastructure.

ViON Solution:

- ▶ Cost-effective data storage infrastructure that met the agency's technical and functional requirements

- ▶ Flexible model that scaled up and down without minimums, fees, or penalties

- ▶ Stringent Service Level Agreements (SLAs) with delivery and uptime requirements

- ▶ Virtualization capabilities across the entire enterprise that reduced the technology footprint and maximized savings on environmental and network connectivity costs

- ▶ Effective quality control program which included escalation, oversight, and service metrics, and reports to the agency semiannually

- ▶ Call order portal which allowed authorized users to request storage capability from a menu of orderable items and automatically submit the requests

Solution Included:

Enterprise Disk Storage

Network-Attached Storage

SAN Switches

LAN Switches

WAN Switches

Virtual Tape Libraries

Storage Resource Management

Engineering

"ViON has been an excellent business partner in delivering and supporting their solutions. They are proactive and work closely with the technical POCs to insure the solutions are delivering the value they are intended to deliver."

Contractor Performance Assessment Report (CPAR)

What ViON Delivered:

Lower cost of computing, networking, and storage capacity

Greater **efficiency** in scaling solutions to meet changes in demand

Rapid elasticity with measured SLAs

Predictable budgeting for strategic planning

US Based **Support Center** staffed by **TS/SCI** cleared engineers

ViON®
Building your enterprise solutions

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