

Data Center as-a-Service for a Federal Law Enforcement Agency

Challenges

- Mandatory technical updates
- Data center migration and closure of two centers
- Limited funds available for CapEx procurement
- Requirement to deliver managed services to subsidiary agencies and departments

Results

- Complete technical refresh of mainframe & network storage and SAN switching
- Facilitated data center migration and closure of two centers with ViON[®] professional services
- Enhanced managed service offerings with ViON's Data Center as-a-Service model
- Improved cost management, monthly billing and governance

ViON's Data Center as-a-Service solution simplified the agency's data center migration process, improved storage capacity and enabled the agency to provide managed services across their organization. Utilizing ViON's Professional Services capabilities, two data centers were successfully migrated over 6 months.

Business Problems

This federal law enforcement agency was challenged to update its mainframe and network storage, as well as SAN switching hardware and software, while simultaneously migrating sensitive data from two data centers into new facilities. The agency was constrained by budget requirements that limited capital expenditures on new equipment, making an "as-a-Service" model the preferred approach. Additionally, the agency was comprised of multiple smaller departments and wanted to implement a new business model that would enable it to act as a managed service provider to those departments and agencies for data center services. The customer was looking for a solution that could deliver Data Center as-a-Service, enhance the existing managed service model, update existing outdated technology and facilitate the closure of two legacy data centers with a secure data center migration to the new ones.

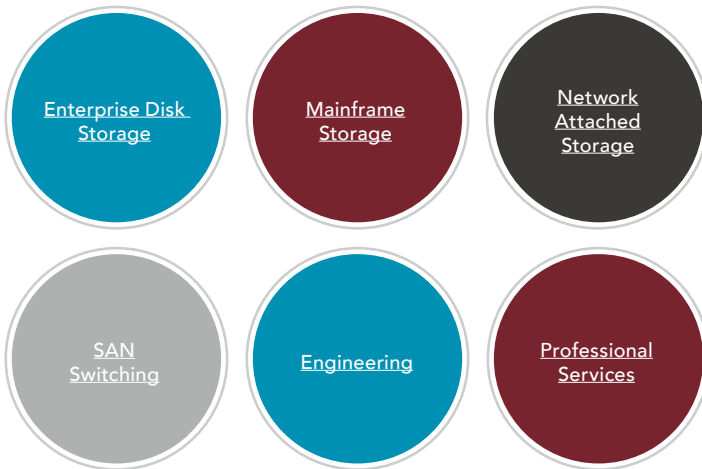
Solution: Data Center as-a-Service

ViON provided a combination of professional services and Data Center as-a-Service to meet the agency's unique requirements. ViON's Migration Services provided the resources to facilitate the decommissioning of the two original, geographically-dispersed data centers, as well as secure data center migrations to the new locations. At the same time, ViON architected a Data Center as-a-Service model to address the customer's CapEx limitations, while allowing them to provide the managed IT services to their underlying departments. The result was a five-year contract awarded to ViON that enabled the agency to modernize their IT infrastructure using ViON's Data Center as-a-Service capabilities. The agency shifted from a CapEx to an OpEx funding model, virtually eliminating up-front expenses for equipment while freeing up additional budget by only paying for the capacity used each month. They realized additional savings by removing the burden of managing two data centers, freeing up IT staff to focus on more strategic initiatives.

ViON Solution

- ▶ Cost-effective enterprise Data Center as-a-Service that met the agency's technical and functional requirements
- ▶ Technical update of mainframe and network attached storage and SAN switching
- ▶ Data center migration professional services
- ▶ Flexible model that scales up and down without minimums, fees or penalties
- ▶ Stringent SLAs for delivery and uptime requirements

Solution Included:



Agency Success

- ▶ Migration of highly sensitive data from two data centers to a consolidated data center facility
- ▶ Enhanced existing Managed IT Services that provided subsidiary agencies and departments
- ▶ Conversion from CapEx to OpEx funding model
- ▶ Predictable budgeting for strategic planning and governance
- ▶ Complete technology update

What ViON Delivered:



Data center **migration services** supporting two data centers



Platform for Managed IT service delivery



Lower cost of computing, networking, and storage capacity



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



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



Predictable budgeting for strategic planning

About ViON

ViON Corporation is a cloud service provider with over 37 years' experience designing and delivering enterprise data center solutions to government agencies and commercial businesses. The company provides IT as-a-Service solutions including on-premise public cloud capabilities to simplify the challenges facing business leaders and agency executives. Focused on supporting the customer's evolution to the next generation data center, ViON's Data Center as-a-Service offering provides innovative solutions from OEMs and disruptive technology providers via a consumption-based model. ViON delivers expertise and an outstanding customer experience at every step with professional and managed services, backed by highly-trained, cleared resources. A veteran-owned company based in Herndon, Virginia, the company has field offices throughout the U.S. (www.vion.com)



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