

Data Center as-a-Service (DCaaS): Next Generation Data Center

Data Center Challenges

Acquiring and managing IT hardware, software and services to keep pace with rapidly changing data center requirements and mission demands is increasingly challenging. Data Center leaders need to optimize data centers, lay the foundation for emerging technologies, and improve security – while maintaining decade-old systems critical to mission success. Therefore, data center managers are finding it difficult to meet the demand for additional resources, keep up with technology advancements and implement solutions quickly.

ViON®'s Data Center as-a-Service (DCaaS) removes the complexity and reduces the burden of managing these challenges by providing all facets of data center technology as-a-Service, including storage, compute, network and hyperconverged infrastructure, as well as capabilities like data management, data protection, back-up, recovery, archiving and data analytics – all without the up-front investment. DCaaS helps accelerate and streamline delivery of capabilities and technology, enable modern IT delivery and reduce costs with the support of our expert project management team 24/7/365.

Advantages of ViON's Data Center as-a-Service (DCaaS) Program

ViON®'s DCaaS model allows IT organizations to dynamically order and use IT infrastructure – server, storage, compute and data center networking – as needed, scaling usage up or down to align with unique requirements. ViON DCaaS allows for a high level of customization to suit the specific environment rapidly.

Customers can choose the vendor, configuration, on-or off-premises location, as well as the technology elements included in the infrastructure. ViON DCaaS is ultimately controlled by the customer, making it extremely flexible, and can be treated as an operating expense — no capital is required. This OpEx vs. CapEx model has been at the forefront of ViON's DCaaS offering for over 16 years.

ViON's DCaaS helps organizations:

- ▶ Accelerate IT Modernization with cloud-ready, hyper-converged and data management software and infrastructure
 - ▶ Consolidate data centers, migrate workloads, reduce excess capacity, scale up and down to manage workloads
 - ▶ Capture ordering and usage metrics with ViON MarketPlace
 - ▶ Acquire support when needed with expert as-a-Service Professional and Managed Services
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How ViON DcaaS Works

With ViON DCaaS, customers can integrate the technology they need to modernize infrastructure – storage, servers, networking, software and even non-traditional technology elements – using a “pay as you go” model. As ViON DCaaS is vendor agnostic, we provide technologies our customers require from premier OEMs, including Nutanix, Rubrik, Dell EMC, Microsoft Azure, Oracle, NetApp, Kaminario, Hitachi Vantara, IBM Cloud Object Storage, Cloudistics and more. Organizations can have their IT environments configured to fit their organizational requirements, while future-proofing infrastructure and ensuring best practices are adhered to every step of the way.

Data Center infrastructure is placed in the customer’s location and/or data center(s) by ViON’s managed services team. Using the OpEx financial model, ViON acquires and retains ownership of the infrastructure itself. Customers operate the infrastructure and own the processes for configuration, control and management.

Once the infrastructure is built and deployed, customers issue call orders against a pre-awarded contract in ViON’s acquisition portal, “ViON Marketplace,” to add or remove data center capacity as demand dictates, allowing for rapid scaling. Customers pay only for capacity allocated, with no minimums, ceiling or penalty for early deactivation. ViON’s DCaaS is provided ready-for-use (RFU) as a single, fixed-price unit of server, storage and network infrastructure. The single price includes all materials, shipping and installation, as well as maintenance and support.

CapEx Traditional Buy-a-Box Business Model		OpEx Data Center as-a-Service
HARD COSTS Primary Hardware Supporting Hardware & Software Licenses Management Software Maintenance Infrastructure Set Installation Costs	SOFT COSTS Continuous Procurement Staff Time Tech Refresh Feature/Function Improvements	STREAMLINED COSTS Cost per GB, TB or CPU Memory per Day or per Month Unit Prices Decline Over Time SLA Based One-Time Procurement

ViON is a leading provider of DCaaS, supporting federal and commercial enterprises by accelerating the deployment of infrastructure technology through a flexible acquisition model.



Lower cost of computing, networking and storage capacity



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



Rapid elasticity with measured SLAs



Accelerated deployment and streamlined processes with **Professional Services**



Alignment with DCOI requirements



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

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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