ViON MarketPlace™ Cloud-Based as-a-Service Platform

The Challenge

According to IDC, worldwide spending on cloud computing and Infrastructure as-a-Service is expected to grow at better than six times the rate of IT spending between 2015 and 2020 – increasing from $67B to $162B. As traditional IT spending shrinks and "as-a-Service" spending expands, organizations are seeking a streamlined, efficient means of managing their new as-a-Service IT environments. They want to be able to research and compare available technology options, place orders and manage their accounts, as well as control who makes requests, how funding is allocated and how services are delivered – all in a single platform. While the ability to oversee and manage IT is important to all organizations, this authority over the funding process is especially critical for Federal agencies, which must maintain compliance with the Federal Acquisition Regulations System (FARS).

In order to support these IT modernization and next generation data center initiatives, ViON created MarketPlace™ – a self-service platform that allows organizations to procure and manage their as-a-Service solutions from end-to-end across multiple OEMs from a single platform.

ViON MarketPlace

ViON MarketPlace accelerates the next generation data center by enabling IT managers to shop, compare, procure and manage IT infrastructure delivered as-a-Service. A cloud services platform, the ViON MarketPlace includes one of the largest portfolios of data center technologies priced as-a-Service. It provides greater control and oversight of requirements, procurement, workflows, contracts and key performance indicators. The platform is hosted by ViON for use by authorized customers, OEMs and resellers - creating new ways to deliver technology to market.

Key Benefits

• Offers shop and compare features, specifications and pricing from multiple technology manufacturers on a single site

• Simplifies the IT procurement process and helps manage costs

• Provides greater management and control over as-a-Service environments

• Enables visibility and analytics with online service requests and reporting

• Accelerates IT modernization with Data Center as-a-Service solutions

How ViON MarketPlace Works

To provide effective governance for ViON as-a-Service solutions, the ViON MarketPlace platform was designed around four primary drivers – service, management, visibility and control.

Self-Service Procurement
Simplifies the process of researching, comparing and ordering technology solutions provided "as-a-Service" with intuitive eCommerce tools

Workflow Management
Enables controls around who can make acquisition and funding requests to ensure organizations know exactly what services have been ordered

Order Visibility
Provides centralized account view, end-to-end, that shows order history, status, provisioning, usage and billing – allowing for transparency across all facets of service and ability to make modifications at any time

Detailed Reporting
Offers tools to create detailed and customized reports on-demand that illustrate SLAs, usage, performance, billing, metrics, payments and more

Why ViON

ViON has been an innovator and leader delivering as-a-Service solutions for over 16 years and ViON MarketPlace is a natural outgrowth of that experience and knowledge. For organizations that need to enable modern IT delivery and reduce costs, as-a-Service offers significant benefits. In particular, ViON offers Data Center as-a-Service, 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. ViON has a proven track record of delivering as-a-Service technology for DISA, NIH and USPTO – all using this online portal to simplify management and monitoring.

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)

ViON®
Building your enterprise solutions

vion.com