

Oracle as-a-Service

Tackle IT Modernization Challenges with ViON®

Today, many IT organizations have implemented multiple cloud environments to manage and secure their data. However, Oracle buyers often struggle to keep their hardware on pace with applications and software in these cloud environments, and the costs can be prohibitive. But IT modernization can't wait. ViON now offers Oracle hardware as-a-Service, providing an affordable and easy way to upgrade your hardware and ensure your software is ready to meet data management and IT modernization requirements.

ViON offers Oracle as-a-Service

ViON's Infrastructure as-a-Service (IaaS) model allows IT organizations to dynamically upgrade and order new Oracle hardware, scaling usage up or down to align with unique requirements. Customers can choose Oracle hardware for on- or off-premises implementations to be upgraded or delivered with an extremely flexible financial model.

ViON's as-a-Service offering is specifically aligned for Oracle hardware buyers to ultimately modernize their Oracle infrastructure, control the management of the hardware and treat the upgrade as an operating expense; no capital is required. This CapEx vs. OpEx model has been at the forefront of ViON's IaaS offering for over 16 years.

ViON IaaS helps organizations simplify the management of IT by providing a business strategy for:

- Acquiring, modernizing and provisioning IT hardware, software and services
- Enabling Private Cloud on- or off-premises
- Expanding capacity and technical capabilities by leveraging operational vs. capital funding
- Accessing top-tier engineering expertise
- Extending support with professional and/or managed services and strict SLAs

How ViON Oracle as-a-Service Works

With ViON's Oracle as-a-Service, customers can integrate technology they need to modernize infrastructure. We offer several Oracle hardware appliances through private Cloud infrastructure elements – using a "pay as you go" model.

With Oracle as-a-Service, organizations can have their IT environments configured to fit their requirements, while future-proofing infrastructure and ensuring best practices are adhered to every step of the way. Oracle infrastructure can be placed in the customer's location, and/or data center(s). 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.

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Once the infrastructure is built and deployed, customers issue call orders against a pre-awarded contract into 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 IaaS 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, along with maintenance and support.

 CapEx: Traditional Buy a Box Business Model	 OpEx: Infrastructure as-a-Service
HARD COSTS <ul style="list-style-type: none"> Primary Hardware Supporting Hardware and Software Licenses Management Software Maintenance Infrastructure Set Installation Costs 	SOFT COSTS <ul style="list-style-type: none"> Continuous Procurement Staff Time Tech Refresh Feature/Function Improvements
	STREAMLINED COSTS <ul style="list-style-type: none"> Cost per GB, TB or CPU Memory per Day or per Month Unit Prices Decline Over Time SLA Based One-Time Procurement

ViON at a Glance

Designing and implementing innovative solutions that meet dramatically changing IT requirements is ViON's mission. Founded in 1980, we've grown from a small product reseller into a leading systems integrator delivering customized solutions and best of breed offerings from the world's premier OEMs to large public and private organizations.

Known for our engineering expertise and exacting standards, ViON ensures that only those with the highest level of training, experience and industry certifications design, install and support our breadth of solutions. From the data center to the Cloud, let ViON's passion for innovative solutions secure the competitive advantage required for your enterprise.

Learn more about ViON IaaS by visiting www.vion.com/cloud