ViON®
Building your enterprise solutions

Civilian Agency aaS Solutions

Challenges

Excessive storage infrastructure outages and downtime

Complex contracting process for storage provisioning

Vendor lock-in

Dispersed management of storage infrastructure

Results

Agile financial acquisition model for storage

Single entity for storage ownership, management, and operation

Vendor-agnostic storage solutions

Predictability, stability, and consistency

Scalable growth

Storage Infrastructure through a Managed Services Solution

ViON's on-premises managed storage services freed the agency from the burden of day-to-day storage management and allowed its IT team to focus on the needs of its customers and mission demands.

Business Problems

This federal civilian agency was burdened with a lengthy acquisition process, overprovisioning of storage and vendor lock-in, which caused unnecessary and costly outages, downtime and inadvertent cross-charging across departments. In addition, an inability to monitor and track customers' storage utilization and management resulted in unnecessary expenses. The agency was looking for an IT partner to help them manage IT infrastructure expenses more effectively, which included a utility-based consumption model and managed services.
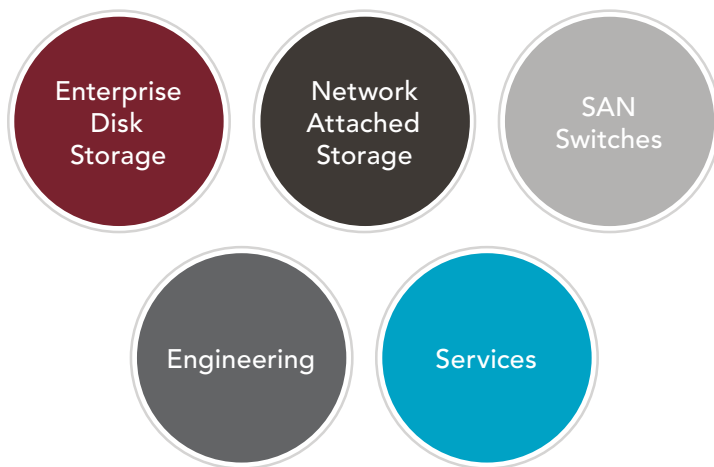
Solution: Storage Managed Services

How ViON® delivers. ViON enabled an Infrastructure-as-a-Service environment by providing the up-front investment in equipment and technology, thereby mitigating the financial risk to the agency. ViON's flexible model provided scalability without fees or penalties on an as-needed basis, and most importantly, without service interruption. In this full managed service environment, ViON personnel were directly responsible for the provisioning, management and reporting infrastructure.

How ViON manages. ViON provided a secure, web-based management portal, which simplified procurement and streamlined the ordering process. It also provided the agency visibility and ensured better control of project schedules and budgets. ViON's vendor-agnostic approach to the contract provided a technical solution that complied with the stringent Service Level Agreements (SLAs) demanded by the agency. ViON leveraged 37 years in data management and storage experience to provide the right technology and services tailored to its environment and operational requirements.
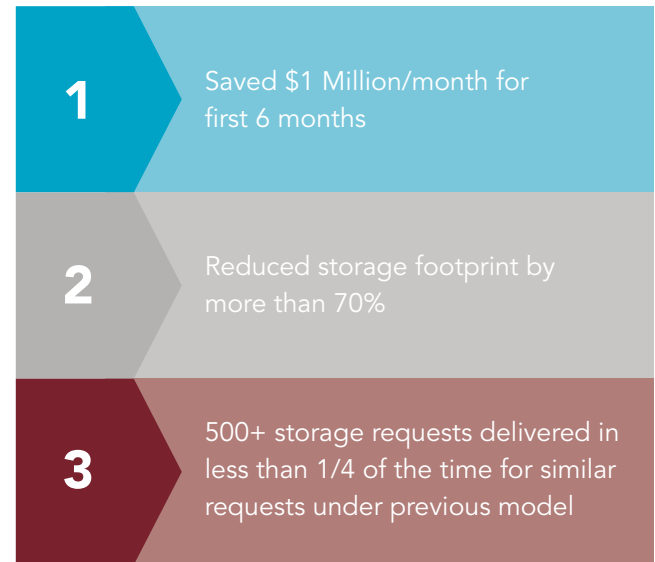
ViON Solution:

✔ Petabytes of data migrations, data replication, reclamations, system reporting, and other standard storage functions for mission critical data

✔ Scaled storage within days of requests to maintain stringent SLAs

✔ Integrated Storage Resource Management solution supporting major industry manufacturers

✔ 24x7 application availability

✔ Non-disruptive operations with zero data loss that eliminated unplanned and planned outages

✔ Reduced delivery timeframes to 1-2 business days or less for new storage and port requests, exceeding all contract SLAs

✔ Management portal which provided access to asset management, order tracking, utilization reports and billing records

Agency Success:

1 Saved $1 Million/month for first 6 months

2 Reduced storage footprint by more than 70%

3 500+ storage requests delivered in less than 1/4 of the time for similar requests under previous model

Solution Included:

- Enterprise Disk Storage
- Network Attached Storage
- SAN Switches
- Engineering
- Services

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

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

About ViON
Designing and implementing innovative solutions that meet dramatically changing IT requirements is ViON's mission. With over 37 years experience, we've grown from a small product reseller into a leading systems integrator. We focus on data management, so you can focus on your organization's success. We're on the leading edge of Cyber and Advanced Analytics, Cloud, Storage and XaaS.

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