

Infrastructure as-a-Service: IT Modernization

IT Modernization Challenges

Acquiring and managing IT hardware, software and services to keep pace with rapidly changing IT requirements and mission demands is increasingly challenging. IT managers find it difficult to meet the demand for additional resources, keep up with technology advancements and implement solutions quickly.

With limited staff, workload demands are outpacing resources – retaining, storing and managing data is more complex and cumbersome, and managing the infrastructure to support internal teams is a burden. Not only is tactical, day-to-day IT support a challenge, but layering on strategic initiatives like consolidating and aligning data centers across multiple locations makes maintaining modern IT infrastructure overwhelming.

Infrastructure as-a-Service (IaaS)

ViON®'s IaaS 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 IaaS 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 IaaS 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 IaaS offering for over 15 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 levels and strict SLAs
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How ViON IaaS Works

With ViON IaaS, 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 IaaS 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 Cleversafe, 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.

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 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, as well as maintenance and support.

CapEx Traditional Buy-a-Box Business Model		OpEx Infrastructure as-a-Service
<p>HARD COSTS</p> <ul style="list-style-type: none"> Primary Hardware Supporting Hardware & Software Licenses Management Software Maintenance Infrastructure Set Installation Costs 	<p>SOFT COSTS</p> <ul style="list-style-type: none"> Continuous Procurement Staff Time Tech Refresh Feature/Function Improvements 	<p>STREAMLINED COSTS</p> <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 is a leading provider of IaaS, supporting federal agencies by accelerating the deployment of infrastructure technology through a flexible acquisition model.

 <p>Lower cost of computing, networking and storage capacity</p>	 <p>Greater efficiency in scaling solutions to meet changes in demand</p>	 <p>Rapid elasticity with measured SLAs</p>
 <p>Accelerated deployment and streamlined processes with Professional Services</p>	 <p>Alignment with DCOI requirements</p>	 <p>US Based Support Center staffed by TS/SCI cleared engineers</p>

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 Information Security, Cyber & Advanced Analytics and Cloud.



To learn more, go to www.vion.com/cloud or email us at info@vion.com

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