



## The ProSys Approach to the Cloud

Cloud solutions provide a means for companies to streamline their operations and change the way they engage customers, employees and suppliers. Migrating individual applications and services to the cloud will provide incremental improvements, but a broader strategy must be employed in order to achieve the business transformation benefits promised by cloud computing. Various cloud solutions must be incorporated into the business strategy to improve business relationships and employee collaboration.

ProSys offers to unique learning opportunities that can assist companies in determining this strategy:

**Cloud Discovery Workshops** help clients understand cloud computing concepts and risk factors while determining how cloud can best fit within their environment. The objective of the workshop is to pinpoint any technology gaps that

would make it difficult or impossible to move to the cloud and define a strategy for better positioning the environment to take advantage of cloud sourcing options. Experts share information, experience and best practices to help clients best address the cloud needs of their organization.

**Cloud Center of Excellence (CCoE)** allows clients to experience a variety of cloud solutions, capabilities and functionality through demos by ProSys' certified and skilled engineers. The CCoE sites are based upon the HP CloudSystem integrated platform for building and managing services across private, public and hybrid cloud environments.

**Mobility Strategy Workshops** delivered by ProSys engineers help clients evaluate their readiness to deploy mobility solutions and BYOD in the enterprise.

ProSys can also help customers take advantage of these cloud computing models:

**Infrastructure-as-a-Service (IaaS) enables on-demand provisioning** of the IT equipment used to support operations, including storage, hardware, servers and networking components. The service provider owns the equipment and is responsible for hosting, operating and maintaining it. The client typically pays on a per-use basis. This service can also be provided by internal IT in a private cloud model. A hybrid model is typically a mix of both.

**Platform-as-a-Service (PaaS)** is an on-demand application development and production environment that enables organizations to build applications and bring them online quickly and at low cost. As with IaaS, the service provider owns and is responsible for the equipment.

ProSys provides these solutions directly or in their established partnerships.

#### **Private Solutions:**

- HP Cloudsystem Matrix
- Dell Adaptive Infrastructure
- Cisco Cloud Enablement Services
- VMware VCloud Director

#### **Public Partnerships:**

- Verizon
- Savvis
- Ingram Micro
- Cirracore
- Synnex
- HP

**Software as a Service (SaaS)** is a software distribution model in which applications are hosted by a vendor or service provider and made available

to customers over a network, typically the Internet. SaaS is closely related to the ASP (application service provider) and on-demand computing software delivery models. Examples of ProSys SaaS partnerships are WebEx and Airwatch MDM.

In addition, ProSys offers:

**Cloud Managed Networks** using Cisco Meraki. This solution provides powerful and intuitive centralized management via the cloud, while eliminating the cost and complexity of traditional onsite wireless controllers, switches, security and mobile device management (MDM). The Cisco Meraki Cloud Networking architecture enables plug-and-play branch deployments and provides centralized visibility and control across any number of distributed locations.

**Storage-as-a-Service and Backup-as-a-Service.** These solutions provide an alternative to dedicated disk- or tape-based backup offerings in an easy-to-deploy platform that integrates the customer's service catalogs to support all dependencies across key applications. ProSys provides these services through partnerships with EMC, HP, and Savvis.

**Email-as-a-Service and Office-as-a-Service** through Microsoft Office 365. Get your Office Applications — including Outlook, Word, Excel, PowerPoint and even voicemail — virtually anywhere.

**Hosted Collaboration through Ingram Micro.** The HCS offering is an end-to-end system featuring Cisco Collaboration technologies, including Cisco Unified Communications, Cisco Customer Collaboration and Cisco WebEx. Additionally, the offering includes the full range of Cisco Collaboration functions along with the tools to deliver those functions to the end customer in an automated, standardized and efficient manner.