



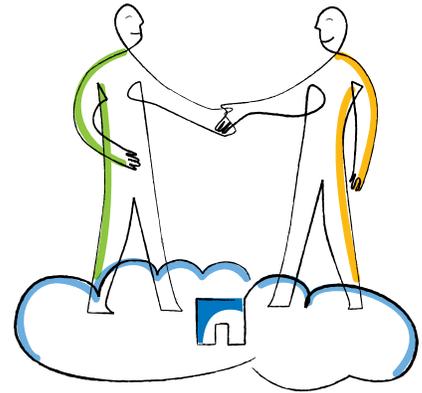
NetApp®



## Cloud Service Brief

# Zumasys Application Hosting

Affordable and predictable access to your applications anytime, anywhere



### CLOUD SERVICE HIGHLIGHTS

#### Reduce Costs

- Avoid the capital and operational costs of deploying, managing, and maintaining a state-of-the-art technology and server infrastructure.
- Eliminate surprises with an affordable and predictable monthly fee.

#### Enable Business Continuity

- Keep your applications protected and easily accessible in the event of a major outage or disaster.
- Access your applications anytime, anywhere from nearly any device.

#### Maximize Business Flexibility

- Respond on demand to changing business requirements.

#### Partner with an Established Cloud Services Provider

- Entrust your applications to a company with longevity, sustained growth, key partnerships, and a strong customer base.

### The Challenge

In a survey of more than 1,500 CEOs worldwide, close to 80% believe their IT environment will grow much more complex in the coming years, but fewer than half think their companies are equipped to deal with this shift. The survey team called this “the largest leadership challenge identified in eight years of research.”<sup>1</sup>

To compete and thrive, businesses can no longer rely on an outdated and unreliable technology infrastructure that is difficult and costly to maintain and scale. With today’s 24x7 economy, businesses are under relentless pressure to provide 100% availability for mission-critical applications while at the same time reducing IT costs. Building an infrastructure that can support this level of availability is not in the budget for most businesses. But not building this type of infrastructure can be the deciding factor in business success and business failure.

### The Cloud Service

With Zumasys Application Hosting, you receive a personalized approach to the latest enterprise-class technologies

for an affordable and predictable monthly fee. You’ll reduce the expense of building and supporting an in-house infrastructure while providing users with access to their data and applications from anywhere, anytime, from nearly any device with an easy-to-use browser-based interface.

To maximize performance, efficiency, and data protection, the Zumasys Cloud Platform brings together the latest server virtualization technologies from VMware, storage and replication from NetApp, computing and networking from Cisco, powerful remote access from Citrix Systems, and affordable rental software licensing from Microsoft. You get the best technology available to enable your competitive advantage. With Zumasys on your side, technology works for you so that you can focus on running your business.

### Reduce Costs

As IT budgets get tighter, the need to upgrade aging infrastructures becomes more prevalent. With Zumasys Application Hosting, you can make the most of your budget by turning capital expenses into operating expenses.

1. <http://hbr.org/2011/11/what-every-ceo-needs-to-know-about-the-cloud/ar/1>.

Per-user rental licensing for Microsoft® applications allows you to pay as you grow, paying only for the licenses you actually use. Instead of paying for dedicated servers to run core business applications, the Zumasys Cloud Computing model enables dynamic application scaling on a multi-tenanted farm of virtual servers. You'll eliminate the need to buy or update core servers and reduce associated maintenance, power, cooling, and space costs. For maximum cost efficiency, Zumasys offers a hybrid option that enables you to keep your noncritical business applications onsite and your business-critical applications in the Zumasys cloud.

### Enable Business Continuity

Application Hosting as a Service from Zumasys provides access to your applications in virtually any scenario—from power outages to hurricanes. Your custom or mainstream applications run in a state-of-the-art Tier 3 data center and are backed up using highly efficient NetApp® Snapshot™ technology. For added protection, all backups are replicated out of state.

With Zumasys Application Hosting and Citrix, users can access applications from anywhere, anytime, from nearly any type of device. An outage at the corporate office no longer means taking down the whole company. In addition to improving user productivity, with centralized application management you'll also boost the productivity of your IT staff by reducing time spent troubleshooting applications and performing day-to-day management and maintenance tasks.

### Maximize Business Flexibility

Keeping up with the competition and taking advantage of new business opportunities require a highly flexible IT infrastructure. Traditional infrastructures require time to purchase and deploy, significantly affecting your ability to respond quickly to changing business demands. With Zumasys, you can instantly scale to meet the requirements of development projects and

## SERVICE COMPONENTS

### Zumasys Products and Technologies

Zumasys Cloud Computing

### NetApp Products and Technologies

NetApp FAS 3000 and 6000 systems

Snapshot

MultiStore®

Deduplication

SnapManager®

SnapMirror®

FlexVol®

Single Mailbox Recovery (SMBR)

### Third-Party Products and Technologies

VMware vCloud Director

VMware vCenter® Site Recovery Manager

Citrix Systems remote access

Cisco Nexus® networking and Cisco UCS™ computing

Microsoft rental licensing

software upgrades, without spending additional resources on hardware, software licensing, and maintenance.

### Partner With an Established Cloud Service Provider

When you partner with Zumasys, you get all the benefits of partnering with an established and trusted cloud service provider. Since 2006, Zumasys has been providing personalized cloud solutions and creating partnerships with leading data centers, including Savvis and Switch Communications (the SuperNAP). Zumasys was the first solutions provider to achieve both VMware® vCloud® Powered status and the NetApp Gold Service Provider designation.

### Related Services

#### Infrastructure as a Service

Zumasys helps customers solve IT challenges by taking the time to listen to their needs and develop a customized solution. This personalized approach enables Zumasys to provide affordable, scalable, and reliable cloud solutions that accommodate any application. With Zumasys infrastructure as a service, customers spend less time solving IT problems and more time running their business.

#### Disaster Recovery as a Service

Keep your business up and running in the event of a disaster with Zumasys

Disaster Recovery as a Service. You'll enjoy the peace of mind that comes with knowing your data is safely replicated and easily accessible in the event of a disaster, without the cost or complexity of building and managing a secondary site.

### About Zumasys

Zumasys provides enterprise-class infrastructure technologies to small and medium-sized businesses across North America. Founded in 2000, Zumasys specializes in implementing cloud computing solutions that reduce costs and boost productivity. Zumasys enjoys fast growth and high customer satisfaction by listening to the needs of its customers, building strong relationships, and custom tailoring multivendor technology solutions that deliver results. For more information, visit [www.zumasys.com](http://www.zumasys.com).

### About NetApp

NetApp creates innovative storage and data management solutions that deliver outstanding cost efficiency and accelerate business breakthroughs. Discover our passion for helping companies around the world go further, faster at [www.netapp.com](http://www.netapp.com).

Go further, faster®

