Next-Gen Data Center

Solutions that are open, secure, automated and application relevant:
Converged Infrastructure, SDN/SDDC, Private & Public Cloud, Cloud Automation and Orchestration, Virtualization, Desktop/Application

**Challenges**
- VM sprawl-lack of control or governance
- Lack of agility
- DC slow to react to the needs of the business
- Cost Inefficiencies
- Lack of standards and associated complexity
- User error and downtime

**OnX Solutions**
- Strategy Workshops
- In-depth Assessments
- Infrastructure Optimization
- Open Standards and Platform Selection
- Virtualization
- Cloud

**Business Outcomes**
- Improve time to market
- Reduce infrastructure capital requirements
- Eliminate downtime, guarantee availability
- Improve security and compliance

*Return to Onx Story*
## Next-Gen Data Center Partner Ecosystem

<table>
<thead>
<tr>
<th>CLOUD</th>
<th>Onx</th>
<th>HP Helion</th>
<th>VMware</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CONVERGED SYSTEMS</strong></td>
<td>UCS</td>
<td>VSPEX</td>
<td>FlexPod</td>
</tr>
<tr>
<td>STORAGE</td>
<td>Hitachi Data Systems</td>
<td>EMC²</td>
<td>3PAR</td>
</tr>
<tr>
<td>SERVERS</td>
<td>UCS</td>
<td>BladeSystem/ProLiant</td>
<td></td>
</tr>
<tr>
<td>NETWORK</td>
<td>Nexus/ACI</td>
<td>HP Networking</td>
<td>Brocade</td>
</tr>
</tbody>
</table>
**IT-as-a-Service**  
Solutions engineered to meet business needs and challenges:  
Enabling IT to be a service provider that offers and orchestrates internal and external IT services to the business

### Challenges

- Limited capital, IT resources and staff  
- IT expenditures viewed as too high  
- IT focused on day to day operations vs. business innovation  
- Inconsistent delivery of services  
- IT solutions built by business units without IT knowledge or approval  
- Compliance and security issues

### OnX Solutions

- Discovery Workshops across all IT disciplines  
- Solution Assessments across all IT disciplines  
- IT process improvement, automation and orchestration services  
- Infrastructure monitoring and management solutions for on site or hosted IT services

### Business Outcomes

- Services aligned to business demand and consumption  
- Increased customer satisfaction  
- Shorter time to market for services  
- Reduced infrastructure capital expenditures  
- Accelerated business innovation and growth  
- Predictable service delivery and cost

[Return to Onx Story]
IT as a Service Partner Ecosystem

ORCHESTRATION & PROVISIONING
- Arrow
- Cisco
- Embotics
- HP Helion
- VMware vRA (vCAC)

IT SERVICE OPERATIONS MANAGEMENT
- Cherwell
- HP
- OpenStack
- Red Hat
- Splunk
- VMware vSphere

INFRASTRUCTURE VIRTUALIZATION
- HP
- KVM
- Microsoft Hyper-V
- OpenStack
- Red Hat
- VMware

MANAGED SERVICES
- OnX
- Cloud and Managed Hosting
- Remote Monitoring & Management
- Disaster Recovery & Backup

Return to OnX Story
Information Management & Analytics

Solutions to manage and exploit data as an asset to drive business value:

Strategy, Process, Data, Technology and Governance

### Challenges

- Strategic alignment, lack of buy-in, organizational silos
- Data quality, reliability, and timeliness
- Compliance, risk and privacy
- Standardize, simplify, skillsets
- Keeping pace with demand
- Predicting customer behavior
- Poor workforce collaboration

### OnX Solutions

- Advisory Services
- Business Intelligence, Business Analytics & Data Visualization
- Enterprise Data Management and Governance
- Database, Data Warehousing and Big Data
- Enterprise Modernization
- Platform
- Operational Efficiency

### Business Outcomes

- Unlock potential
  - Discover what’s unknown
  - Get answers earlier
- Drive value
  - Operational efficiency
  - Performance
- Create wins
  - Create new experiences
  - Reduce risk
- Get ahead and stay ahead
  - Get to market before competitors
  - Deliver new offerings

[Return to OnX Story]
# Information Management & Analytics Ecosystem

**BI, ANALYTICS AND VISUALIZATION**
- SAS
- IBM
- SAP
- SKYTREE
- Tableau

**DATA MANAGEMENT AND GOVERNANCE**
- Informatica
- ZALONI
- CONCURRENT
- IBM

**DATABASE, DATA WAREHOUSE AND BIG DATA**
- HP
- Vertica
- HP Project Trafodion
- Oracle
- MapR
- IBM
- Cisco
- Data Virtualization
- SAP HANA

**PLATFORM**
- Hitachi Data Systems
- EMC
- HP
- Oracle
- Cisco

**OPERATIONAL**
- HP
- StackIQ
- pepperdata
- Splunk
- redhat
- BMC Software
End User Experience & Mobility
Solutions that enhance the end user experience, anytime, anywhere, on any device:
Mobility Services, Application Modernization, Virtualization, Automation and Orchestration, Omni-Channel Experience

<table>
<thead>
<tr>
<th>Challenges</th>
<th>OnX Solutions</th>
<th>Business Outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; End-user refresh is cumbersome</td>
<td>&gt; User Experience analysis and mobilization</td>
<td>&gt; Easier application and provisioning refresh cycles</td>
</tr>
<tr>
<td>&gt; End-user security is a concern</td>
<td>&gt; Client virtualization/VDI/DaaS</td>
<td>&gt; Ensure corporate data is secure</td>
</tr>
<tr>
<td>&gt; Keeping a standard image is difficult</td>
<td>&gt; Endpoint protection</td>
<td>&gt; Access to application from anywhere from any device</td>
</tr>
<tr>
<td>&gt; User experience is challenging to measure/calculate</td>
<td>&gt; Application virtualization or layering technologies</td>
<td>&gt; Improved productivity anywhere on any device</td>
</tr>
<tr>
<td>&gt; User mobility is difficult to manage</td>
<td>&gt; End-user/application/ process mobilization planning</td>
<td>&gt; Predictable/manageable mobilization</td>
</tr>
<tr>
<td>&gt; Modernizing end-user experience via application layer</td>
<td>&gt; Application UI prototyping</td>
<td>&gt; Modernized workforce</td>
</tr>
<tr>
<td></td>
<td>&gt; Adaptive App development</td>
<td></td>
</tr>
</tbody>
</table>

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## End User Experience & Mobility Partner Ecosystem

<table>
<thead>
<tr>
<th>Mobile App Development</th>
<th>Apple</th>
<th>Android</th>
<th>HTML 5</th>
</tr>
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<tbody>
<tr>
<td>MDM/MCM</td>
<td>vmware AirWatch</td>
<td>Xen Mobile</td>
<td></td>
</tr>
<tr>
<td>File Sync</td>
<td>vmware WatchDox</td>
<td>Citrix Receiver and ShareFile</td>
<td>HP Anywhere</td>
</tr>
<tr>
<td>Workplace</td>
<td>vmware Horizon Suite</td>
<td>Citrix Workspace Suite</td>
<td>SharePoint</td>
</tr>
<tr>
<td>VDI</td>
<td>vmware Horizon View</td>
<td>Citrix Xen Desktop</td>
<td>HP CS100</td>
</tr>
</tbody>
</table>

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Thank You