

About the Team

- ViON is a veteran-owned, privately held company with over 34 years of experience building IT enterprise solutions for government and commercial customers. Being independent allows for streamlined decision making and nimble responses to our customers' needs.
- ViON works with the largest OEM suppliers in the industry to design and implement custom solutions that meet any IT storage or server need. Partners include Brocade, Cisco, EMC, Hitachi Data Systems, IBM, NetApp, and many more.
- Known for our engineering expertise and exacting standards, our team ensures that only those with the highest level of training, experience, and industry certifications design, install, maintain, and support our breadth of solutions.



IT Infrastructure, Your Way

Data Center Challenges

Acquiring and managing IT hardware, software and services to keep up with a rapidly changing data center environment is becoming increasingly challenging. IT managers are finding it difficult to meet the demand for additional resources, keep up with advancements in technology 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 it is a significant burden. And this is just the tactical, day-to-day support. Layer on strategic initiatives like consolidating data centers, refreshing technology and aligning data centers across multiple continents, and the mission of managing, securing and storing information can be overwhelming.

Infrastructure on Demand

ViON on Demand is a service that allows IT organizations to dynamically order and use IT infrastructure – server, storage compute and data center networking – as needed, scaling its usage up and down to align with the organization's unique requirements. Not only can the customer have this IT infrastructure installed on-premise, ViON on Demand allows for a high level of customization to suit the specific environment and need. The customer can choose the vendor, the configuration and the technology elements that are included in the infrastructure. All this is provided by ViON, yet it is controlled, ordered and operated by the customer. And it can be treated as an operating expense; no capital is required.

ViON on Demand helps organizations simplify the management of IT by providing a business strategy for:

- Acquiring and provisioning IT hardware, software and services
- Using infrastructure for on-premise private Cloud
- Paying with O&M funds
- Implementing professional services (managed services)

New Models of Consuming IT

Old Way: Buy a Box Capital Expense Pays for All Costs		New Way: On Demand Operational Expense Pays for Usage
<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"> • Staff Time • Continuous Procurement • Tech Refresh • Feature/function Improvements 	<p>Streamlined Costs</p> <ul style="list-style-type: none"> • Cost per Terabyte or CPU per day • Declining over time • One-time procurement • Customized with choice of technology, vendor, configuration

How ViON On Demand Works

With ViON on Demand, customers can mix and match the technology they need -- storage, servers, networking, software, even non-traditional technology elements such as phone systems. They can have it configured the way that works best for them. And because ViON on Demand is independent of hardware or software vendors, we are able to provide whatever technologies our customers require from a vendor list including Cisco, HP, Hitachi, IBM, Dell, NetApp, EMC and Brocade.

Once their infrastructure is built, customers issue call orders against a pre-awarded contract to add or remove data center capacity as demand dictates, which enables capacity to be scaled in a matter of days, versus weeks or months. The infrastructure is placed in the customer's data center(s) by ViON, which retains ownership of the hardware. Customers only pay for capacity allocated by the call orders, with no minimums, ceilings or penalty for early deactivation. Customers operate the infrastructure and own the processes for configuration, control and management.

ViON on Demand 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 to make capacity RFU, and it includes all maintenance and support.

Why ViON on Demand?

ViON On Demand is helping customers get ahead of their most challenging data center requirements by:

- Aligning IT infrastructure with the organization's operations tempo
- Implementing a broader spectrum of data center capabilities
- Transitioning quickly and easily to changes in mission requirements
- Reducing the time from demand-to solution – to ready for use from weeks and months to days
- Leveraging best-practice Service Level Agreements (SLAs)
- Reducing total cost of ownership by eliminating over-provisioning of infrastructure
- Leveraging ViON's 34 years of experience in providing data center solutions
- Providing access to 24/7/365 customer support

To learn more about ViON on Demand, visit www.vion.com.



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