

PROXIOS

The Cloud ... Your Way

IT as a Service (ITaaS) shifts the focus to business productivity



The Proxios Cloud – ITaaS

IT as a Service

Proxios brings IT as a Service (ITaaS) to life for your company, so you can leverage your IT talent to accomplish strategic technology goals and more fully meet user needs. ITaaS provides the flexibility to migrate as little or as much of your IT services to the cloud as you desire. For instance, you can start with Hosted Exchange Email, then incorporate additional services over time. If you have specific business applications you may opt for a full migration of your Windows or Linux software, infrastructure and telephony services. Proxios supports all services with full maintenance, help desk support and security as standard features.



Business Virtual Desktops

- Subscription applications such as Microsoft Office, Exchange and QuickBooks
- Customer-supplied applications
- Integrated voice, chat and video
- Anti-virus protection and patch management

Telephony & Collaboration

- Cisco Call Manager
- Microsoft Lync
- Microsoft Sharepoint
- MS Dynamics CRM

Application Hosting

- Microsoft Exchange
- Microsoft SharePoint
- ISV applications
- Line of business applications

The Emphasis is on Service

Proxios cloud products are supported by best in class service delivery processes to ensure that your data are protected, communications are reliable, your application software is maintained as changes occur, and qualified help is available around the clock should you need support.

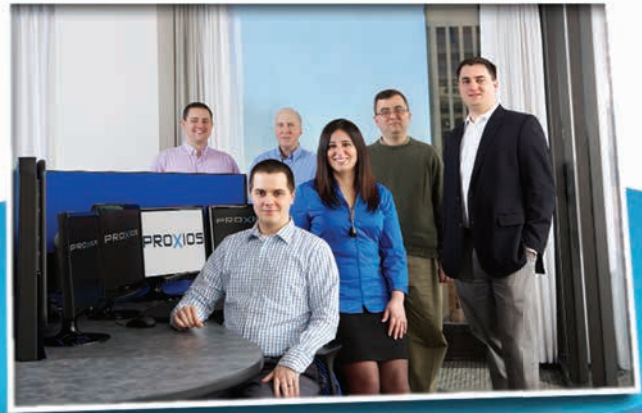
Cloud solutions depend on robust and well engineered network operation. Proxios provides a full range of services to ensure success including:

- Provisioning of point-to-point data circuits
- Provisioning of MPLS networks
- Provisioning Internet connectivity
- Telecom vendor management
- Router, firewall and switch monitoring and management
- Circuit-level monitoring and metering

How it's Done

Rock-Solid Reliable Platform and Team

Providing high speed, reliable and secure performance to thousands of simultaneous users depends on two essential ingredients; technology and people. At Proxios, we have invested in the industry's leading cloud platform from VCE, a cloud infrastructure company featuring hardware and software from Cisco, EMC, VMware and Intel. The Vblock provides enormous scalability, speed and redundancy in a solution that is tailored for cloud service delivery.



Standing behind the technology

Our customers rely on us to do the very job that they no longer want to do themselves, and they are counting on us to perform to the highest standard. A team of high performance domain experts in cloud technology and a 24 / 7 friendly, knowledgeable and responsive Service Desk team, stands behind the technology.

It's About the Power of Partnership

Proxios invests much time and effort to locate, test and integrate the technologies that power our cloud infrastructure. We go above and beyond selecting technologies, we develop long-standing business relationships and work closely with our suppliers and participate in various cloud certifications, training programs, and other strategic partner programs.



Why move your IT to the Cloud

Cloud computing is the fifth wave of computing technology since mainframes were first popularized in the 1960s. Like mainframes, ITaaS centralizes the computing task but achieves this in a manner that preserves the look and functionality of your existing PC network, is infinitely more scalable and takes full advantage of the Internet and wide area networking. This enables an ITaaS user to access his or her software and data from any location and on any device.

There are many reasons why organizations are migrating to the Cloud. With limited IT resources and technology changing rapidly, IT staffs spend most of their time devoted to system uptime; which leaves little time to focus on the user. With the Proxios ITaaS solution, your business will realize near 100% uptime, and your IT team can focus more strategically on your business operations and user productivity.

By leveraging our cloud infrastructure and a highly skilled IT staff, Proxios is able to lower the cost of ownership to our clients when compared to on-premise solutions. Capital requirements are dramatically reduced, and your IT expense scales up or down with your business needs.



Top Five Reasons to Go Cloud

1. Low TCO High ROI.
2. On the Go Productivity.
3. Quickly Scale Your Business.
4. Dependable and Safe.
5. 24/7 Service and Support.

Improve your IT Security

A Proxios cloud solution offers multiple levels of data and user security, starting with anti-virus software on your laptop or PC, extending to firewall protection in our data center, additional anti-virus detection for all email traffic and files, and comprehensive control over user access to individual servers, applications and files.

All About Your Business

Experience matters. Proxios has been delivering ITaaS computing solutions for over 13 years, separating us from recent entrants into the market. Our customers range in size and complexity, with businesses across multiple industries including professional services, health care, finance, retail, manufacturing, construction and associations.

Proven Value



“What would have taken perhaps years will take months because we are working on a fully vetted set of foundation technologies that inherently integrate with one another, and we are working with a single strategic partner.”

Bud Philips, LeClairRyan CIO



“The cloud gives our employees anywhere, anytime access to their desktops, applications and critical company data. Our company is much more efficient, mobile and productive because of Proxios’ cloud.”

Marty Kanipe, Atlantic Specialty CEO



Accounting

Document Management

Time Capture

Distribution ERP

File Management

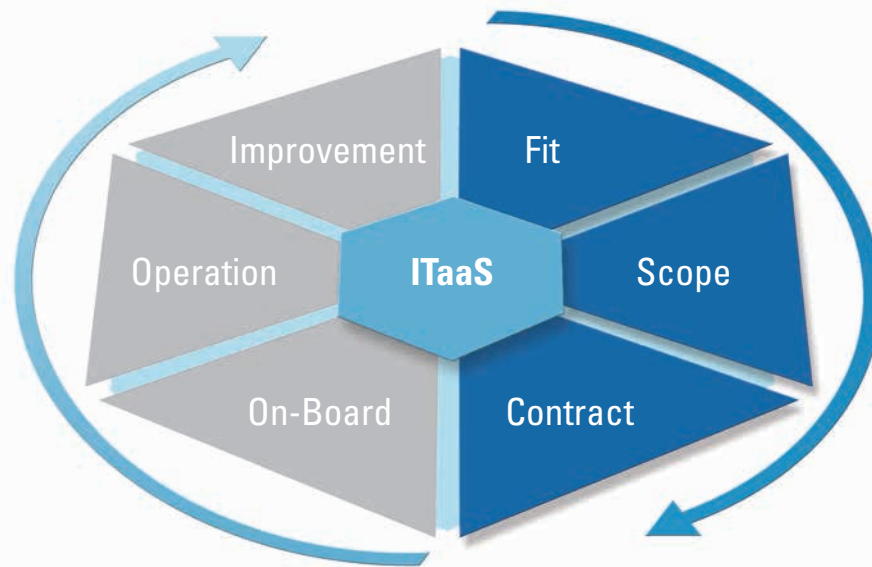
Faxing

Reporting

With every ITaaS client, Proxios performs a thorough review of the applications you currently use, and determines how best to migrate them to the cloud. This way, your employees can move to the cloud with little or no training or other disruptive change. With hundreds of applications from hundreds of vendors already operating on the Proxios ITaaS platform, we have developed the expertise and relationships needed to move your business reliably to the Cloud. In almost all cases these are the legacy applications that you now use and which we enable to run on the cloud in a virtual environment. The result is anytime / anywhere computing without having to upgrade your software or identify alternative suppliers.

Customer Experience Pre-Sale

Even before the agreement is finalized, Proxios works very closely with your team to get all requirements scoped and ready to go so your business teams are on the same page and excited to move to the Proxios cloud. We are able to migrate you quickly and in such a way that you experience a seamless cutover, with no downtime at all.



Fit

First, we identify how moving to the cloud will benefit your business. We show how our capabilities deliver these benefits and engage your business team in the key decisions that must be made for your cloud migration to be a success.

- Business Needs Assessment
- Capabilities Review
- Decision Team

Scope

Proxios scopes the ITaaS services you will need and assesses the readiness of the communications network. This analysis includes a budget review of IT cost per employee to determine the most cost effective solution for your company.

- Network Assessment
- Application Review
- IT Budget Analysis

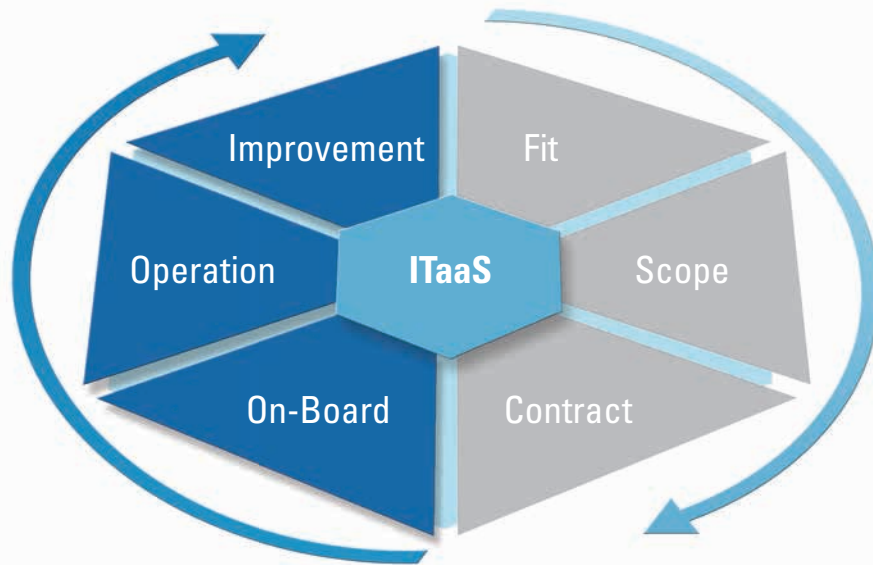
Contract

A detailed proposal is provided with a scope of services and fees, and the suggested implementation schedule. Terms and conditions are finalized, including the monthly subscription cost, warranty, and our service level guarantees.

- Proposal
- Pricing
- Agreement

Customer Experience Post-Sale

The onboarding team then takes over adding applications to the Cloud, testing the network, and working to verify that everything is running smoothly. To ensure a smooth transition for users, training will be conducted at your location and a member of the Proxios support team can reside on-site for the first week or work remotely to answer any questions.



On-Board

Next, Proxios installs your applications such as Microsoft Office to run in a virtual environment for each user. Network performance between your site and the Proxios Cloud is tested and upgraded if required and your company tests all applications before going live.

- Project Team
- Network Upgrade and Testing
- Install and Deploy Applications
- Application Testing
- User Training

Operation

Once the system is live, Proxios monitors your virtual environment in real time to ensure our service level commitments are met. Software upgrades and patches are installed as required, anti-virus software is updated, and any network failures are immediately isolated and addressed.

- Performance Monitoring
- Help Desk Support
- Application, Network, Device Maintenance

Improvement

A Proxios Account Manager works with you on continuous service improvement and on new requirements including software upgrades, new applications, hardware updates, and incorporating new services such as VOIP telephony. Proxios also provides consulting regarding your IT usage, and how you can best profit from your IT investment.

- Software Upgrades
- New Applications and Services
- Hardware Upgrades
- Network Assessment
- Consulting

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www.proxios.com

Contact Us: 888.342.1204



Proxios is headquartered in Richmond, Virginia and is in the business of IT as a Service (ITaaS). As a provider since 1999, we have proven knowledge and experience to move customer infrastructure to the cloud, freeing customers to do what they do best, driving real business value from the applications that help run your business. We provide a wide range of cloud services to our customers throughout the United States and Canada including telephony and collaboration, business virtual desktops, and application hosting that help run their businesses.