CUSTOMER TESTIMONIAL:
END 2 END TECHNOLOGIES

AN INTERVIEW WITH END 2 END TECHNOLOGIES: HOW VISI HELPED E2E RELOCATE TO NEW DATA CENTER SPACE AND MOVE TO THE CLOUD.

WHO IS END 2 END TECHNOLOGIES?

End 2 End Technologies (E2E) is a comprehensive solutions provider specializing in communication architecture design, network management, and total solutions for industrial wireless and commercial networked data systems. E2E works with large and small customers primarily in the oil and gas industries. Many of their clients are based on the East Coast and in the western oil fields. Based in the Twin Cities, E2E has more than 20 employees of which a handful work remotely.

WHAT FEATURES WERE YOU LOOKING FOR IN CHOOSING A DATA CENTER?

"We needed a data center partner that maintains the highest levels of certification and compliance, in order to guarantee that our customers are getting the best in the business," said Gregory Crow, president and CEO of E2E.

With VISI, E2E is partnering with a company whose data center is Tier III certified by the Uptime Institute. In addition, VISI's redundant infrastructure ensures that even if a critical component is taken down, data center services will not be interrupted. VISI is also working toward ISO 27001 certification; many E2E security-conscious customers require this level of commitment to standards and processes.

E2E works with many customers who, for a variety of reasons, are not able to host their own systems infrastructure. In partnership with VISI, E2E can offer Software-as-a-Service (SaaS) solutions for these customers.

"Our relationship with VISI allows us to be very flexible in designing the best solutions for each situation," said Steve Lewis, vice president of Technology. "And there are no uncertainties about guaranteeing reliability or security for any of our implementations."

> *"We have found VISI's solutions to be cost effective, but they also provide great peace of mind. We know that our private cloud implementations are built on the best technologies, at the best facilities, managed by the best technicians in the area. It's difficult to put a price on that peace of mind."*

Steve Lewis
Vice President of Technology
End 2 End Technologies

WORRY-FREE IT SOLUTIONS ENGINEERED TO SIMPLIFY YOUR GROWTH

WHAT MADE THE RELIACLOUD™ PRODUCT STAND OUT?

We were looking for a private cloud solution that provides:

- Scalability
- Reliability
- Robust security

"ReliaCloud has all these features and more," said Crow. "Since VISI data centers are built redundantly, they are very fault-tolerant and can guarantee application uptimes beyond the norm. In the event of a large-scale disaster, we will be able to continue operating our business from remote data centers across state lines. These features were very important in our decision-making process."

HOW HAS THE EXPERIENCE WITH VISI BEEN?

E2E is implementing a customer solution with lots of moving parts. The more complex the solution becomes, the more complicated the environment is to manage.

"At every step of the way, the VISI team has gone above and beyond the call of duty to facilitate this solution," Crow said. "It is rare to find such professional and competent experts to work with on this type of a project. We are extremely happy with the working relationship we've established with VISI. They are a great partner organization."

SNAPSHOT OF RELIACLOUD SOLUTION AT END 2 END TECHNOLOGIES:

- Completely managed ReliaCloud infrastructure
- Virtualized servers and storage to run their SaaS application
- Off-site back-up
- Multi-carrier Internet bandwidth
- Dedicated firewall instance

ABOUT VISI

Founded in 1994, VISI is a premier provider of data center solutions in the upper Midwest, including: colocation, managed services, hosted services, and cloud computing infrastructure to companies ranging in size from small to enterprise. VISI facilities are built to Tier 3 standards, SSAE 16 audited and staffed 24x7. VISI, located in Minnesota, joined TDS Hosted & Managed Services, LLC (TDS HMS) in March 2010.

TDS Hosted & Managed Services, LLC (TDS HMS) is the parent company of OneNeck® IT Services Corp., Vital Support Systems, and VISI Incorporated. TDS HMS, a wholly owned subsidiary of Telephone and Data Systems Inc., is growing rapidly and now employs more than 500 people throughout the U.S. TDS HMS companies specialize in engineering and management of IT infrastructure, including: hosted application management, managed hosting, and ReliaCloud™ enterprise cloud services. TDS HMS owns and operates Tier 3 data centers in Iowa, Minn., and Wis. Visit oneneck.com, vitalsite.com, visi.com and reliacloud.com for more information.

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