Modern Datacenter

Business is changing, and it's time to modernize your datacenter in order to outpace your competitors.

What we do:

- Deliver cost-effective cloud-based business continuity and backup

- Design solutions that incorporate multi-tier access and security

- Provide hybrid cloud connectivity, storage, IaaS, VDI, and open source solutions

- Build a highly available foundation for continued innovation and growth

- Deliver innovative datacenter and cloud infrastructure services

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Wintellisys Modern Data Center Services

Cloud Architecture, Design, Validation, & Optimization Consulting

Datacenter Migration Assessments	Citrix VDI in Cloud	Backup to Cloud and on premise
Datacenter / Cloud Migration	Security & Edge device	Disaster Recovery to Cloud
StorSimple SoftNAS & NetApp	Cloud DevTest Labs	Data Synchronization Solutions
VMware to Hyper-V Migration	Open Source: Linux, Chef/Docker	VTL to Cloud Long term retention

Microsoft OMS

Microsoft System Center

Application Modernization

Digital transformation through modern apps empowers your business with innovation and agility.

What we do:

- Align applications with your most strategic opportunities

- Architect, design, develop, and deliver tailored solutions

- Use the latest in design principals and tool innovation

- Improve customer reach and develop new business channels

- Enable the business value and opportunities of the cloud

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Wintellisys Application Modernization

Wintellisys Solution Framework

| Application Modernization Business & Technology Rationalization | Application Architecture & Design | DevOps – Continuous Build, Management, Control, & Documentation | Test-Driven Development |

Mobile

Web Development

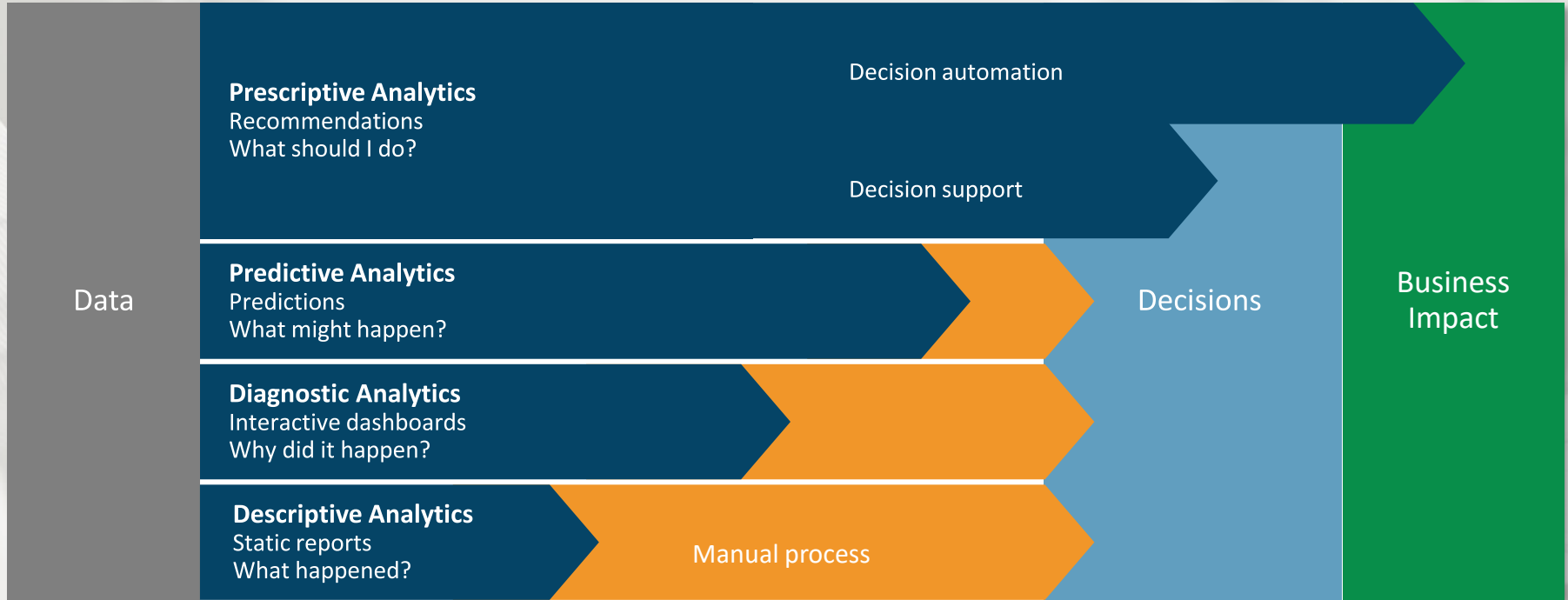**Services**

Integration

Cloud

Advanced Analytics

Actionable data is the new currency for business, and a distinct advantage for future success.

What we do:

- Harness intelligent data to accelerate profound actionable business decisions
- Identify and capture more value from your existing business
- Deliver precise recommendations and future trends with machine learning
- Bring new life to traditional BI using the latest in data visualization
- Provide a 360-degree view across all lines of business

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Wintellisys Advanced Analytics

Data

Prescriptive Analytics
Recommendations
What should I do?

Decision automation

Decision support

Predictive Analytics
Predictions
What might happen?

Diagnostic Analytics
Interactive dashboards
Why did it happen?

Descriptive Analytics
Static reports
What happened?

Manual process

Decisions

Business Impact

Speed to Impact

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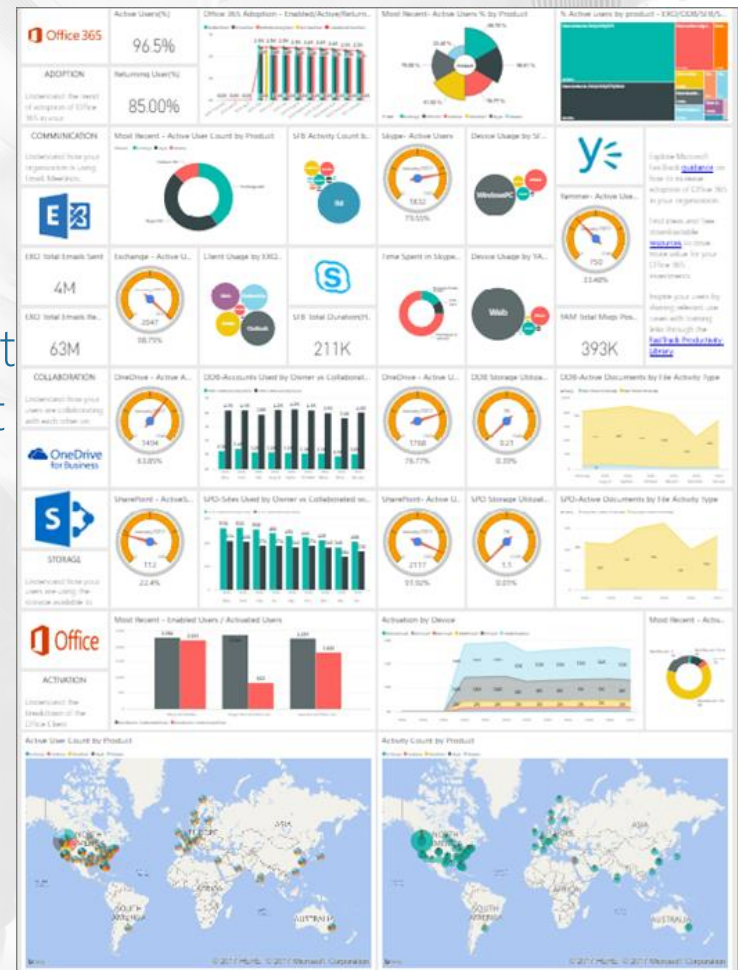
The Analyitic Difference

Measure personal, team and organization adoption of each component then drill down t understand how time and resources are spent and to what impact.

- Directly map to your business goals

- Accentuate what makes you unique

DATA MAPS

A new addition to Excel is a feature that can take the rows of data you have supplied and turn it into a map. It converts everything into images and organizes them into a state or country format based on the information you provide. You can find Power Map under the Insert/Map tab in your Excel document.
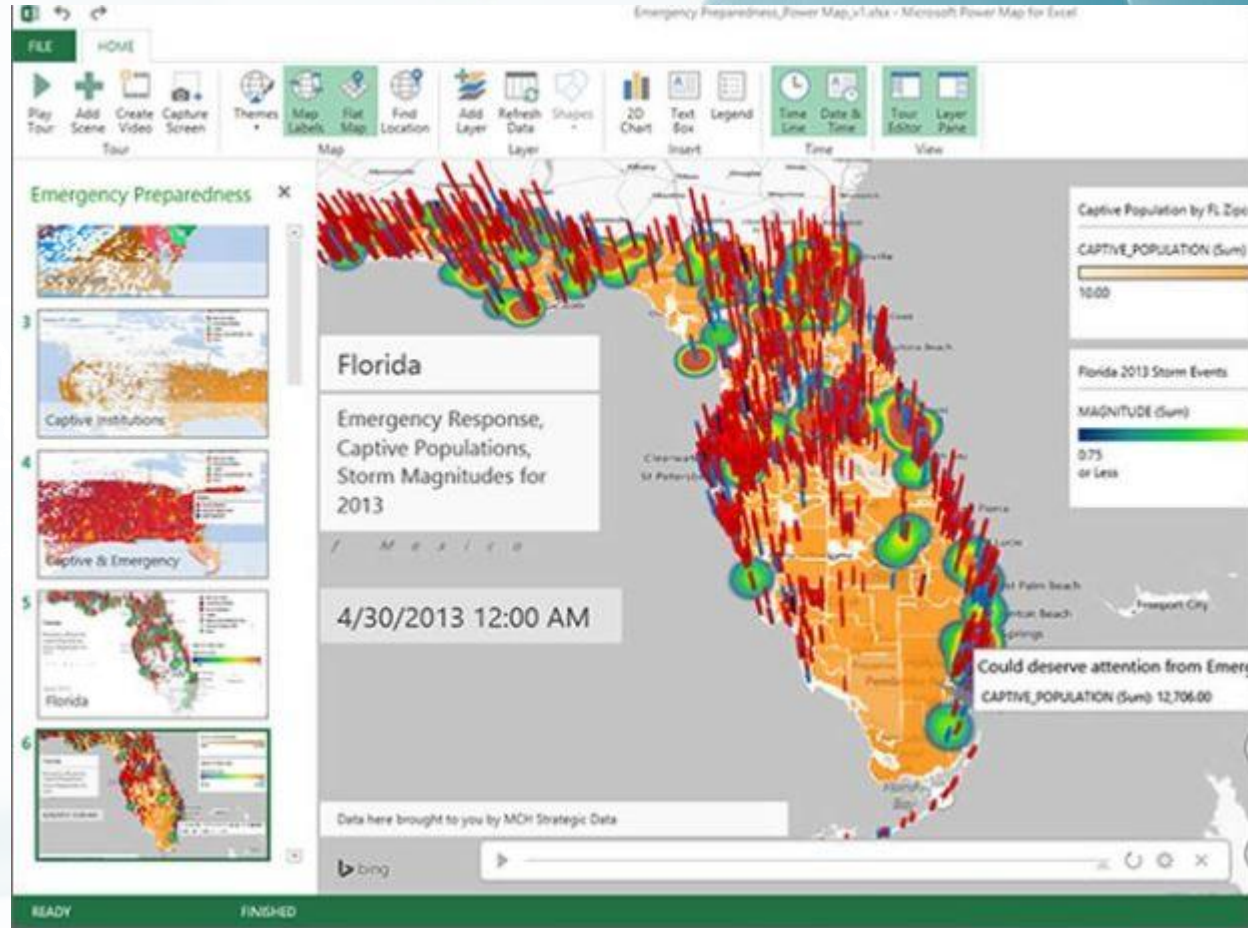
Digital Transformation Strategy Roadmap For Business Leaders

Transform your business by leveraging focused and achievable goals.

Service Deliverables:

Digital Transformation Roadmap
- Goal discovery call
- 1 day Workshop
- 3 Year Digital Transformation Roadmap
- Budgetary estimates

Quarterly Roadmap Updates
- Goal Realization and Adjustment
- Changing business requirements
- Technology advancements
- Update Budgetary Estimates

Explore The Possible.

Capture.

Office Lens captures, trims and enhances pictures of whiteboards and documents to make them more readable, and then saves them to OneNote.
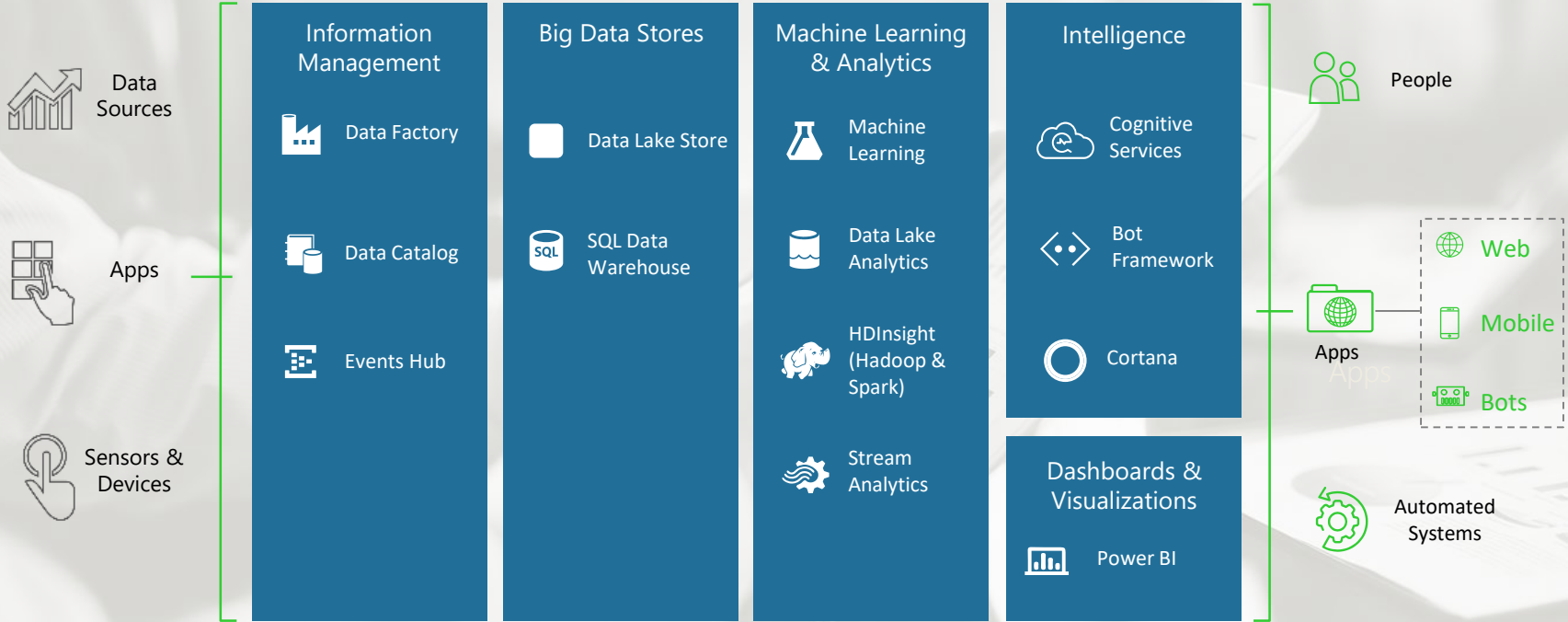
Office Lens

Microso

How Customers Are Staying Ahead

Data Sources

Apps

Sensors & Devices

Information Management
- Data Factory
- Data Catalog
- Events Hub

Big Data Stores
- Data Lake Store
- SQL Data Warehouse

Machine Learning & Analytics
- Machine Learning
- Data Lake Analytics
- HDInsight (Hadoop & Spark)
- Stream Analytics

Intelligence
- Cognitive Services
- Bot Framework
- Cortana

Dashboards & Visualizations
- Power BI

People

Apps
- Web
- Mobile
- Bots

Automated Systems

Data → Intelligence → Action

Microsoft 365

Why MS365:

People have new expectations for how and why we work – seeking physical and digital workspaces that feel inclusive and open where they can easily share and connect and work together.

Microsoft 365 delivers on 4 key promises:

• Unlocks creativity by enabling people to work naturally with ink, voice and touch, all backed by tools that utilize AI and machine learning.
• Provides the broadest and deepest set of apps and services with a universal toolkit for teamwork, giving people flexibility and choice in how they connect, share and communicate.
• Simplifies IT by unifying management across users, devices, apps and services.
• Helps safeguard customer data, company data and intellectual property with built-in, intelligent security.

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A complete, intelligent solution that empowers everyone to be creative and work together, securely

Unlock
creativity

Built for
teamwork

Integrated
for simplicity

Intelligent
security

Microsoft 365

Wintellisys Microsoft 365 Approach

Value Decisions

Wintellisys MS 365 Service Stack

CSP Model License

Why CSP and Not EA?

Wintellisys CSP pricing offers are more competitive per/seat price with the 'no commit' pay-go model.

Migration Services

Who performs the migration to MS365?

Wintellisys provides the resource to work in partnership with each department responsible for service delivery to guide, train and ensure successful implementation at no additional cost.

Escalation Services

Who do we contact when we have a problem?

Wintellisys provides 7/24 support for every aspect from tier-1 through the Microsoft Product Group escalation if necessary. Wintellisys offers French and English Native speaking resources with our valet service.

Security

How do we ensure we are compliant or can respond to an attack?

Wintellisys will work with you to deploy all the integrated security features, certified MS365 experts ready 24/7 to respond any issue, quarterly deep dives to ensure best practices are in place.

Feature Review

MS 365 offers new features and capabilities constantly. How do we ingest this into our business?

Wintellisys helps you better manage the rollout and end user training with quarterly communication packages with employee training.

Managed Services

Optimizing cloud investment takes the ability to see the big picture and act on it.

What we do:

- Differentiate your business with better visibility and insights

- Ensure your environments are always aligned with business outcomes

- Improve your ability to make informed, forward-looking decisions

- Offer 24/7 'sustain and maintain' services that reduce downtime and costs

- Apply in-depth cloud expertise to ongoing architectural consultations

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Wintellisys Managed Services

All Wintellisys managed services are built from the ground up to provide..

Visibility

In a sea of IT transformation, how do you focus on the information relevant "now"?

Wintellisys predicts future costs, stays ahead of runaway costs, and shows you what matters to you with dashboards designed for your operations.

Insight

In a sea of IT transformation, how do you focus on the information relevant "now".

Wintellisys predicts future costs, stays ahead of runaway costs, and shows you what matters to you with dashboards designed for your operations.

Trusted Advisor

Does your cloud infrastructure meet your objectives and business goals?

Wintellisys partners with you to ensure that the investment into your cloud infrastructure satisfies your vision, goals, and challenges, giving you a cloud roadmap that the harnesses the potential of your IT.

Peace of Mind

When IT trouble arises, how do you ensure workloads and customers aren't impacted?

Wintellisys has your back with certified Azure experts ready 24/7 to fix any issue, while automated remediation ensures swift resolution.
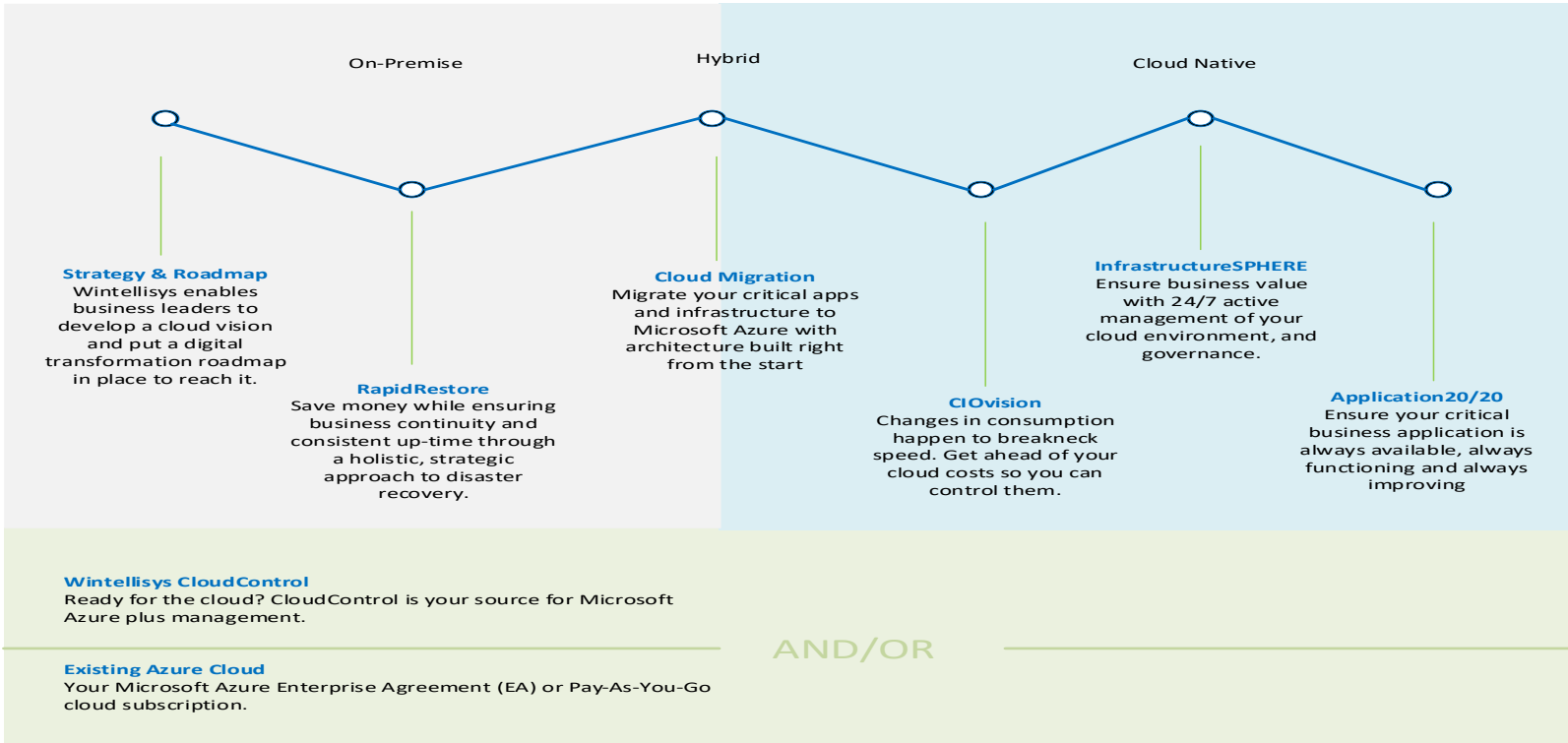
Cost Control

Cloud enables dynamic growth but how do you govern the costs and manage peaks and valleys?

Wintellisys helps you better manage costs by mapping costs to business value, rightsizing resources and enforcing cost controls.

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Wintellisys Managed Services

How it all fits together

On-Premise   Hybrid   Cloud Native

Strategy & Roadmap
Wintellisys enables business leaders to develop a cloud vision and put a digital transformation roadmap in place to reach it.

RapidRestore
Save money while ensuring business continuity and consistent up-time through a holistic, strategic approach to disaster recovery.

Cloud Migration
Migrate your critical apps and infrastructure to Microsoft Azure with architecture built right from the start

CIOvision
Changes in consumption happen to breakneck speed. Get ahead of your cloud costs so you can control them.

InfrastructureSPHERE
Ensure business value with 24/7 active management of your cloud environment, and governance.

Application20/20
Ensure your critical business application is always available, always functioning and always improving

Wintellisys CloudControl
Ready for the cloud? CloudControl is your source for Microsoft Azure plus management.

AND/OR

Existing Azure Cloud
Your Microsoft Azure Enterprise Agreement (EA) or Pay-As-You-Go cloud subscription.

Wintellisys *RapidRestore*™

Always on. Always Ready.

Save money while ensuring business continuity and consistent up-time through a holistic, strategic approach to disaster recovery.

Benefits include:

- Providing customers, investors and stakeholders with confidence.

- Having peace of mind that your disaster recovery plan will work when you need it most.

- Gaining predictability in a monthly fixed-cost holistic solution for Disaster Recovery.

- Saving money by replacing duplicate on-prem infrastructures with on-demand cloud.

Features include:

- Creation & maintenance of business & technical disaster recovery plan.

- Architecture and deployment of disaster recovery infrastructure.

- Automated recovery steps.

- Quarterly disaster testing and run-book certification.

- 24/7 Disaster Response Team.

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Wintellisys *RapidRestore*™

Always on. Always Ready.

Why Wintellisys

- Wintellisys is at the intersection of business and technology. We consider Financial, Legal, and Insurance drivers as well as technical drivers.

- We provide world-class disaster recovery architected and implemented by an experienced team of Azure designers

- We take a holistic approach to disaster recovery that includes planning, implementation, and on-going testing

- Our service is always on, and our team is always ready when you need us, 24/7

Wintellisys *CloudControl*™

Azure Cloud. Right from the start.

Microsoft Azure Cloud plus powerful ongoing infrastructure management.

Provides predictive analytical tools that track patterns of usage, preemptive alerts, and the power to catch potential spend before it happens. It offers deep insights into your existing and anticipated costs so that you can make smarter decisions and get the most out of your Azure investment.

Wintellisys CloudControl™ includes:

- Microsoft Azure Services

- Architectural Guidance

- 24/7 Monitoring & Support

- Cost Monitoring and Prediction

- Monthly Business Reviews

Wintellisys *CloudControl*™

Azure cloud. Right from the start.

Special Offer!

Purchase Azure from Wintellisys and get free managed services!

Ready for the cloud? Wintellisys is your source for Microsoft Azure plus management.

Increase Your Innovation Exponentially in the Cloud

Wintellisys and its partners create and integrated solution that brings you the latest expertise in machine learning, big data, cognitive, IoT, and custom app development to accelerate your digital transformation and differentiate your business.

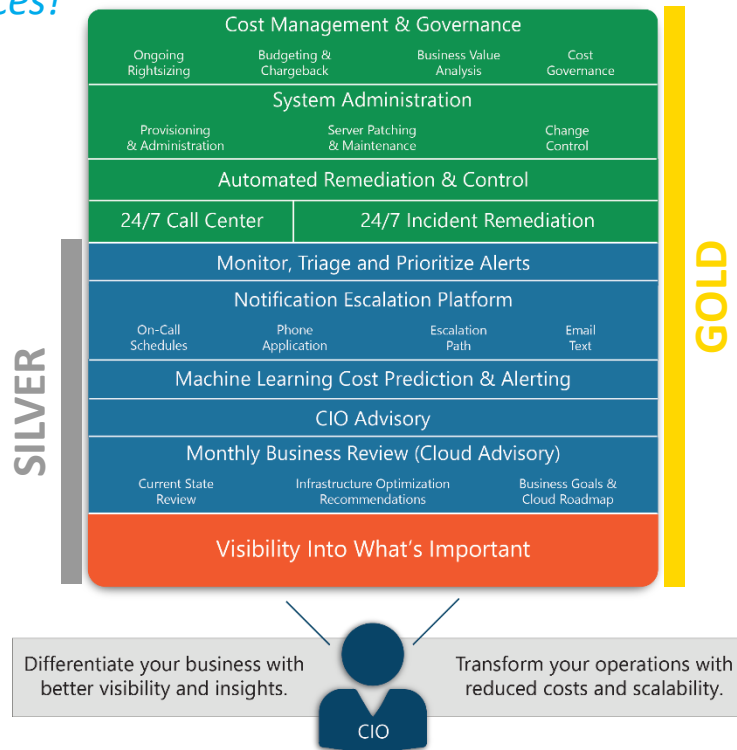### Be at the Intersection of Business and Technology

Strategic alignment of IT activities with business strategy is critical. You need a partner that can help you digitally transform the customer experience, and harness the speed and agility of the cloud to meet customer demands.

Derive the Highest Business Value from Your Cloud Investment

Wintellisys maps costs to business value, rightsizes resources, and enables cost control. Protect against accidental consumption from costly mistakes with no business value. Predictive algorithms watch for runaway costs and alert you to abnormal spend.

Increase Your Customers Satisfaction

Wintellisys provides 24/7 monitoring of your production infrastructure and recommends infrastructure optimizations for stability and performance.

GOLD

SILVER

Cost Management & Governance
- Ongoing Rightsizing
- Budgeting & Chargeback
- Business Value Analysis
- Cost Governance

System Administration
- Provisioning & Administration
- Server Patching & Maintenance
- Change Control

Automated Remediation & Control

24/7 Call Center | 24/7 Incident Remediation

Monitor, Triage and Prioritize Alerts

Notification Escalation Platform
- On-Call Schedules
- Phone Application
- Escalation Path
- Email Text

Machine Learning Cost Prediction & Alerting

CIO Advisory

Monthly Business Review (Cloud Advisory)
- Current State Review
- Infrastructure Optimization Recommendations
- Business Goals & Cloud Roadmap

Visibility Into What's Important

Differentiate your business with better visibility and insights.

Transform your operations with reduced costs and scalability.

CIO

Priveleged Accounts (JIT, MFA, JEA, Managed Service Accounts, Managed Service Identity)

Wintellisys *CIOvision*™

Get ahead of your costs. Predictively.

Deep insights into your existing cloud footprint along with anticipated costs so that you can make smarter decisions and get the most out of your Azure investment.

Managing Your Azure Cloud Consumption

Changes in cloud consumption happen at breakneck speed. It's time to get ahead of costs so you can control them. *CIOvision™*

- Predictive tools that monitors usage

- Preemptive alerts to catch unwanted spend

- Machine learning predictions to better understand budgetary requirements
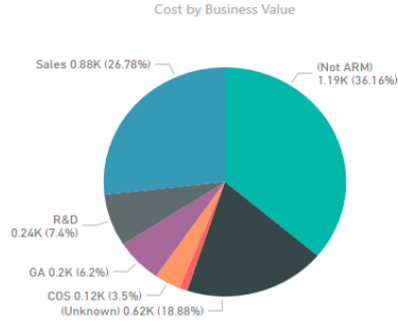
- Cost analysis based on business value

Wintellisys *CIOvision*™

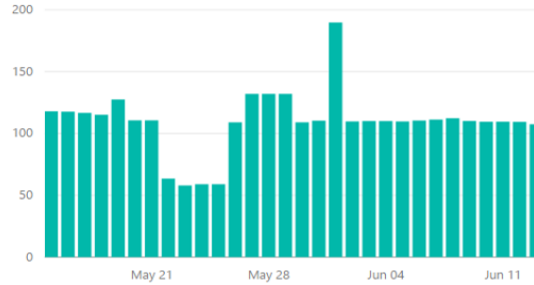## Get ahead of your costs. Predictively.
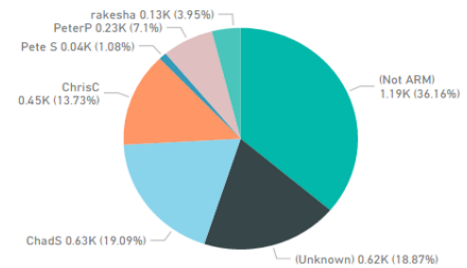

Previous 30 days

3.29K
Total Cost

Cost by Business Value

- Sales 0.88K (26.78%)
- (Not ARM) 1.19K (36.16%)
- R&D 0.24K (7.4%)
- GA 0.2K (6.2%)
- COS 0.12K (3.5%)
- (Unknown) 0.62K (18.88%)
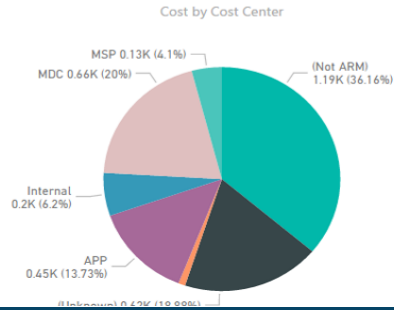
Cost vs. Value (Previous 30 Days)

Total Cost by Day

200
150
100
50
0

May 21   May 28   Jun 04   Jun 11

Cost by Owner

- rakesha 0.13K (3.95%)
- PeterP 0.23K (7.1%)
- Pete S 0.04K (1.08%)
- ChrisC 0.45K (13.73%)
- (Not ARM) 1.19K (36.16%)
- ChadS 0.63K (19.09%)
- (Unknown) 0.62K (18.87%)

Cost by Cost Center

- MSP 0.13K (4.1%)
- MDC 0.66K (20%)
- (Not ARM) 1.19K (36.16%)
- Internal 0.2K (6.2%)
- APP 0.45K (13.73%)
- (Unknown) 0.62K (18.88%)

Resource	Service Type	Service	Total Cost	BusinessValue	CostCenter	Owner	Related
	(Not ARM)	(Not ARM)	435.06	(Not ARM)	(Not ARM)	(Not ARM)	(Not AR
SqlLicenseTest	Compute	Virtual Machines	337.00	Sales	MDC	ChadS	Attunix
-ESP	Compute	Virtual Machines	309.68	Sales	App	ChrisC	ESPSolu
asrtestdisks444	Storage	Storage	186.56	(Unknown)	(Unknown)	(Unknown)	(Unknow
TestAppGateway	Networking	Application Gateways	176.78	(Unknown)	(Unknown)	(Unknown)	(Unknow
Dev-VSPrem2013(Dev-VSPrem2013)	(Not ARM)	(Not ARM)	159.70	(Not ARM)	(Not ARM)	(Not ARM)	(Not AR
(CMSAzure - 11/29/2012 5:03:02 PM)	(Not ARM)	(Not ARM)	142.06	(Not ARM)	(Not ARM)	(Not ARM)	(Not AR
dbCostAlerting	Databases	SQL Database	127.86	(Unknown)	(Unknown)	(Unknown)	(Unknow
eastvnet	(Not ARM)	(Not ARM)	118.56	(Not ARM)	(Not ARM)	(Not ARM)	(Not AR
MDC-CustomerDemo-ASR-AB-DanSipe	Management and Security	Recovery Service	104.40	Sales	MDC	ChadS	Attunix
Total			**3,287.79**				

Wintellisys *CIOvision*™

Get ahead of your costs. Predictively.
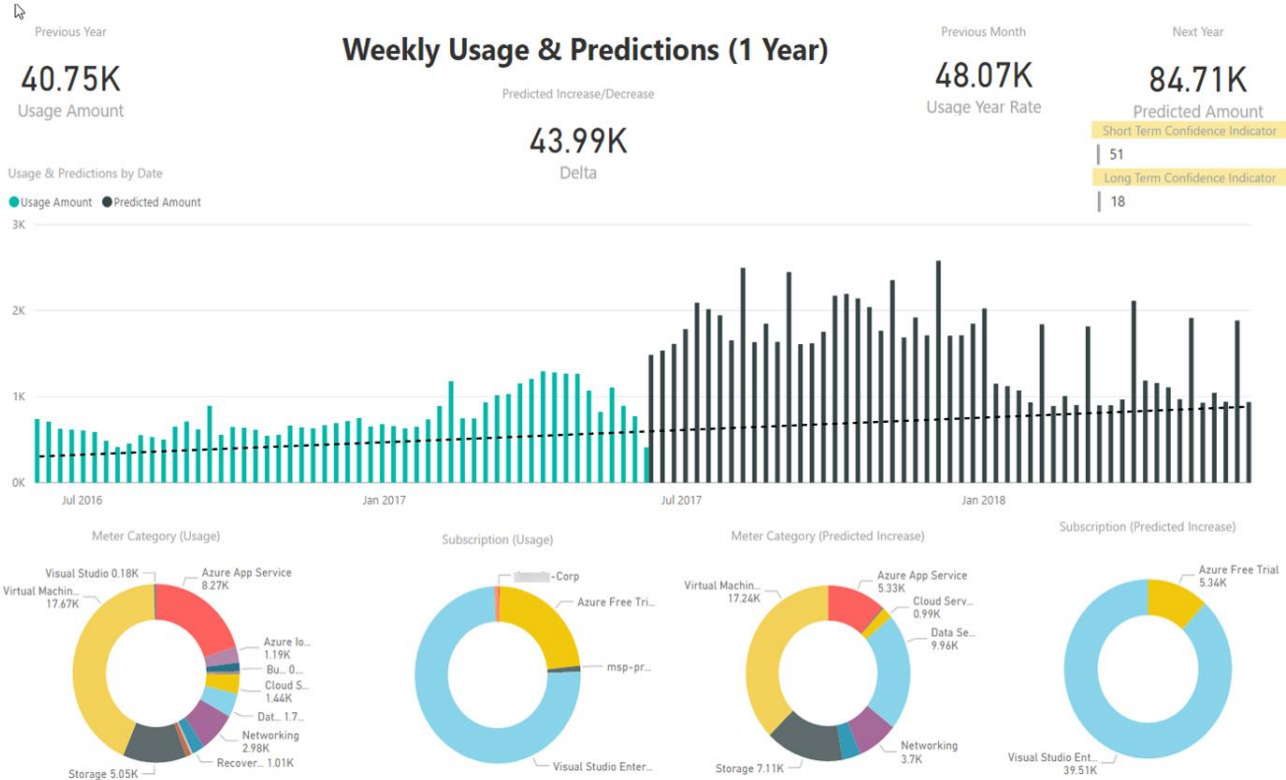
Wintellisys Cost Optimization Assessment

Wintellisys *Cost Optimization Assessment*
Are you getting the most from your cloud investment?

Azure provides unlimited scalability—but without strict governance and cost monitoring can result in unnecessary spend

Wintellisys Cost Optimization Assessment:

- Visibility into your current and past spend

- Map spend to business value provided

- Cost savings and rightsizing recommendations

- Predict future spend for budgeting

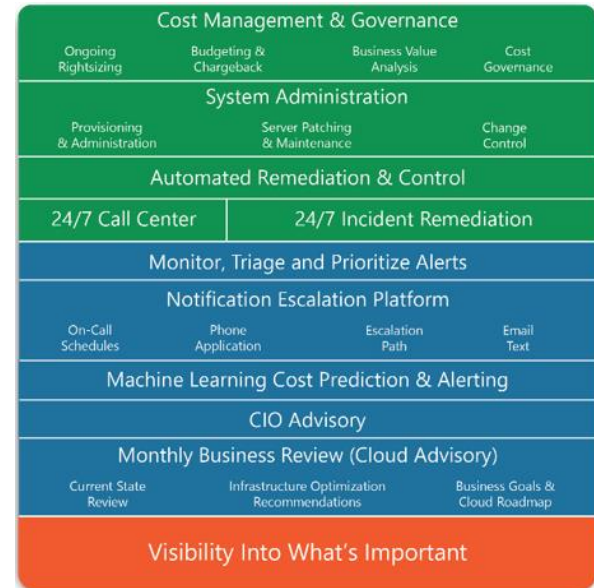Wintellisys. Inc
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Wintellisys InfrastructureSPHERE™

Envision your cloud future.

Assure business value with 24/7 pro-active management of your cloud environment, deep cost management, and governance.

Wintellisys InfrastructureSPHERE™ Service Includes:

- Cost Management and Governance

- 24/7 Monitoring and remediation of issues

- Infrastructure Management & Administration

- Architecture optimization and recommendations

- Wintellisys CIOvisions™

- Monthly business reviews

- Complimentary DR Drills

- Industry and Regulatory Quarterly Reports

Wintellisys ApplicationDRAP™

Wintellisys *ApplicationDRAP™*

Complete performance for your business-critical apps.

Ensures your business-critical applications are always available, always functioning, and always improving

Holistic management of your applications, and the infrastructure that supports them, to ensure uptime and a seamless customer experience.

Wintellisys ApplicationDRAP™ Includes:

- All features of InfrastructureSPHERE™ for the application infrastructure

- 24/7 Triage and root cause analysis of defects

- Proactive monitoring of application logs and performance

- Dev/Ops integration

- End user telemetry analysis and product enhancement recommendations

- (Optional) Sustained Engineering Service to resolve bugs and minor feature enhancements

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Solution Framework

Define	Design	Develop	Deploy	Sustain

Define

Understand your vision and create clear action plan

Phase Activities:
- Kickoff project

Functional, Creative, & Comm.
- Conduct collaborative user experience & functional requirements working session(s)
- Draft (annotated) wireframes, joint review(s), and revisions
- Create supporting functional requirements documentation

Technical
- Conduct joint technical discovery to understand the architecture, data model, & authentication
- Define analytics requirements

Project Management
- Produce and review detailed schedule, milestone and task plans
- Develop communication plan, RACI, risk & issue management, & project status & budget reporting

Design

Translate concept to reality utilizing collaborative process

Functional, Creative & Comm.
- Draft visual design comps, joint review(s), and revisions
- Create messaging and content framework

Technical
- Design app architecture
- Support integration architecture design
- Create solution design and architecture document
- Create comprehensive test plan, (including system/integration testing, usability testing, beta/UAT testing) & joint review

Project Management
- Weekly status, schedule, budget and issue/risk management reports
- Frequent project touch points to communicate on status, questions, and issues

Develop

Create exceptional work via proven industry best practices

Functional, Creative & Comm.
- Develop rollout communication plan, & training plans
- Execute usability testing

Technical
- Build executable code
- Provide support and knowledge sharing with integration development team
- Collaboratively and iteratively conduct unit testing for integration components
- Execute system/integration testing
- Develop release plan

Project Management
- Weekly status, schedule, budget and issue/risk management reports
- Frequent project touch points to communicate on status, questions, and issues

Deploy

Exceed expectations by bringing your ideas to market on time and budget

Functional, Creative & Comm.
- Execute rollout communication & training plans

Technical
- Code freeze
- Finalize release plan
- Launch application
- Perform knowledge transfer & transition to support

Project Management
- Final status, schedule, budget and issue/risk management report
- Document and jointly review enhancements & issues list
- Facilitate collaborative lessons learned session

Sustain

Ensure ongoing success through customer driven updates and issue resolution

Functional, Creative & Comm.
- Feature specification
- Issue Repro & Impact Analysis
- Prioritization & Product Roadmap

Technical
- Code Management
- Configuration
- Issue & Feature Capture System
- Enable Tier-1 Support Team

Project Management
- Implement Support Process
- Project Scorecard
- Ongoing Maintenance Rhythm
- Issue Triage and Resolution

MS 365 Bennies and neat stuff!

Sharepoint
Collaboration
Workflow
Shareing
Social Network Integration.

Teams
Blur
Channel
Inline

Collaboration
Create a document together in real-time
Share central meeting notes with your teamManage tasks collaboratively with Planner

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Thank You