

Stratus Innovations Group Virtual Datacenter Offering



Focus on growing the business.... Not running datacenters



Challenges

- Desire to lower IT budget allocated solely to "keeping the lights on" to focus on IT innovation
- Desire to get out of the cycle of needing to replace IT infrastructure every 3-6 years

- Typically 80% of IT budget is allocated to capital equipment & software maintenance
- Organizations typically have a 3 year depreciation schedule for their IT hardware assets



Ideal Solution

- Ability to stand up and tear down virtual IT infrastructure on-demand
- True linear cost model for additional IT capacity
- Ability to focus IT admin staff on business value projects vs "break-fix" helpdesk

- Public and Hybrid Cloud infrastructures allow organizations to allocate more IT budget to innovative business solutions
- Allows IT to be seen as a "revenue generator" vs a pure "cost center"



Desired Outcomes

- Budget approved for IT infrastructure refresh, look at public/hybrid Cloud alternative
- M&A activities cause need for additional IT capacity or opening new markets

- Per Forrester Research, by 2018 18% of Enterprise organizations will their entire infrastructure in Public Cloud platform
- Per Forrester Research, Public Cloud market spend will be \$236B by 2020



Stratus Innovations Group Virtual Datacenter Offering



Our Solution Offering provides you a low risk, low cost, and fast implementation for your Hybrid Cloud IT Infrastructure

Low Risk

Minimize the risk of project failure

- Large number of implementations dating back to 2012
- Easily move all services back on-premises if not good experience

Low Cost

Very low implementation cost

- One resource can complete this migration in 2-4 weeks
- Leverages the Public Cloud economies of scale
- Leverage automation modules and existing IP to complete, not "people hours"

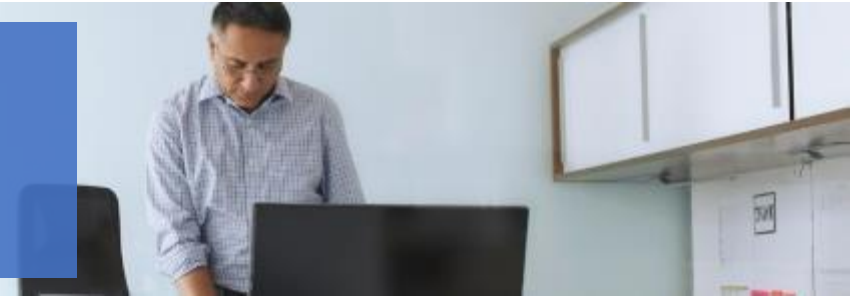
Fast Implementation

2-4 week total "lift & shift" implementation time

- Solution offering utilizes existing IP and Azure Site Recovery to perform migrations
- One-time setup and configuration to migrate entire enterprise

"We developed an overall IT strategy to move as much of our IT to a Cloud model, and Microsoft Azure & Office 365 was a core part of that strategy and decision" - Rob Weisbrodt, VP - IT Services, United Church Homes

Stratus Innovations Group Virtual Datacenter Offering + Microsoft Azure



Basing our Offering on Microsoft Azure allows us to provide solutions with exponentially greater functionality, at a lower cost, and at a greater rate of innovative incremental updates than if we were to use our own or our customers dedicated IT infrastructure

Product Alignment

Greater Functionality

Over 138 different Azure services covering infrastructure and application platform, 42 different global regions



Lower Cost

Hyper-scale virtualization and world-class datacenter management tools & processes



Rapid New Innovative Functionality

Currently averaging over 5-6 new services and updated existing services each week



Customer Success Story – United Church Homes



“We developed an overall IT strategy to move as much of our IT to a Cloud model, and Microsoft Azure & Office 365 was a core part of that strategy and decision” - Rob Weisbrodt, VP - IT Services, United Church Homes

- \$12,000 Azure consumption, \$350k/yr EA
- October 2012
- US Heartland District, CTM Healthcare

Win Results

Implementing Office 365 but needed AD federation for single sign-on (pre Azure AD Premium), but had aging Windows Server infrastructure that didn't support ADFS

Running entire ADFS infrastructure and corporate Active Directory in Azure eliminated any WAN connectivity issues to corporate domain controller

Able to quickly implement additional IT services (SQL Server-based application, core IT services), while greatly reducing IT admin team's time on "break-fix" items

Customer Success Story – Affinity Apparel



"Our rapid time-to-market and dramatically reduced capital expense that the Office 365 and Microsoft Azure solution provided were a no-doubt business decision."

Robert McIntire, CFO, Affinity Apparel

- \$162k/yr Office 365 and \$320k/yr Azure SCE
- March 2014
- US Heartland District, CTM Retail

Win Results

Divestiture from previous parent required complete IT infrastructure provisioning, and moving to Azure Infrastructure as a Service eliminated a massive up-front capital investment

Able to integrate geographically disperse offices and distribution center without incurring high cost dedicated Telco MPLS costs

Able to very quickly spin up their enterprise ERP solution (Dynamics AX) that shortened the time to full divestiture