UNITAS GLOBAL

THE ENTERPRISE PRIVATE CLOUD COMPANY

Grant Kirkwood, CEO
May 15, 2014

gCLOUD: Workflow Processes

Implementing private cloud is not easy.

There are a lot of options.

What benefits can we really obtain?

Why Cloud?

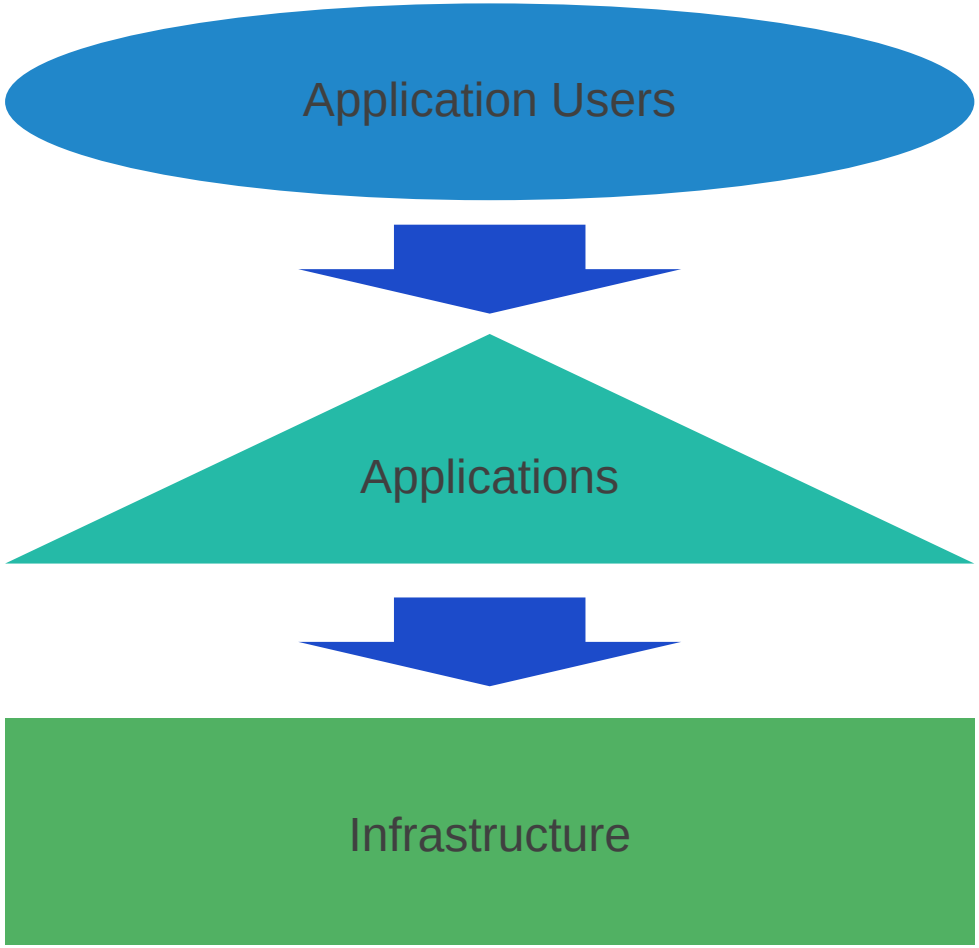
Marketing benefits:

- OpEx
- On-demand
- Self-service
- Consumption billing
- Etc…

Real benefits:

- Focus
- Agility

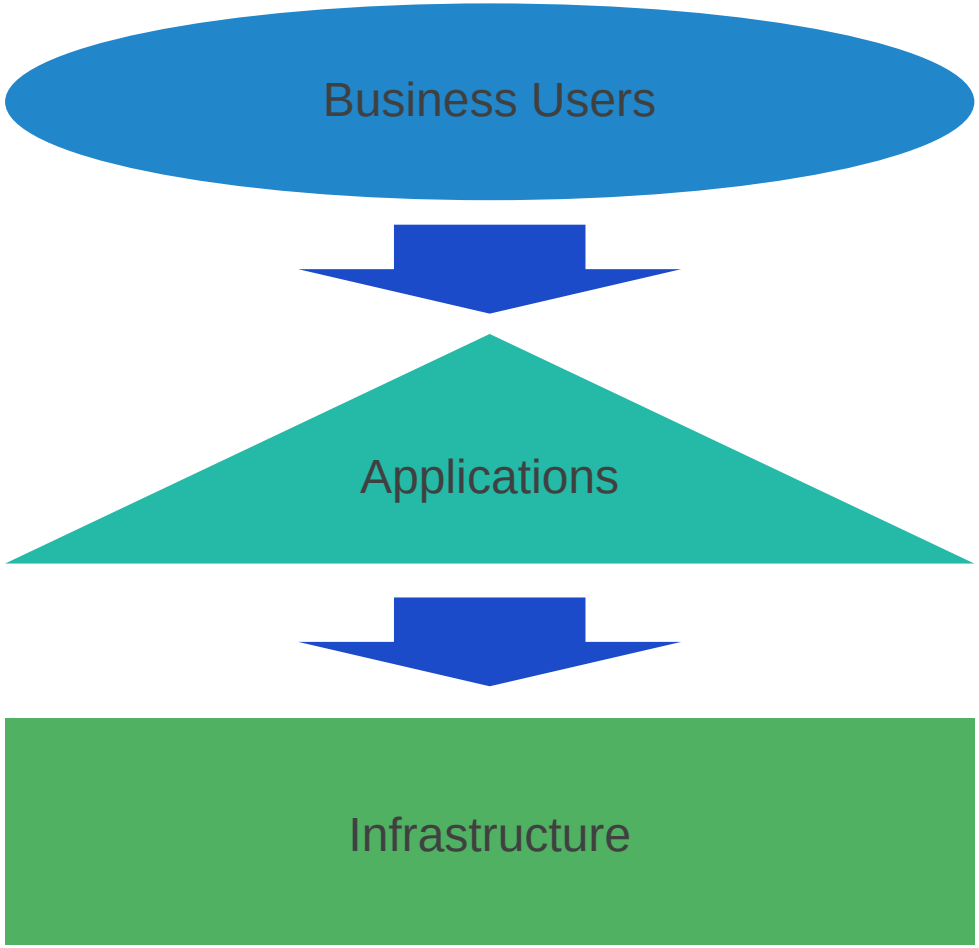
IT’S ALL ABOUT THE APPLICATIONS



High Degree of Function Specificity

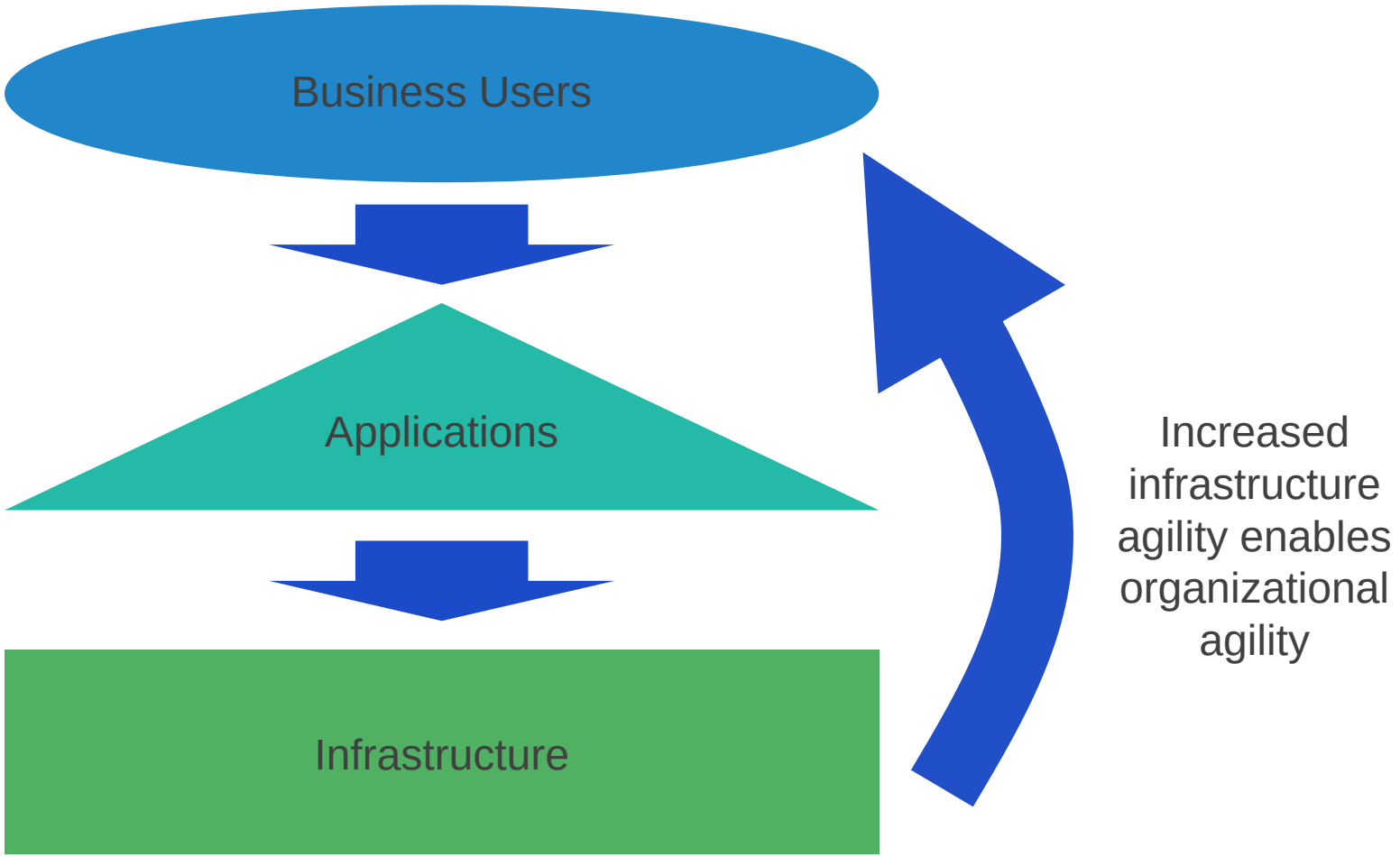
Low Degree of Function Specificity

IT’S ALL ABOUT THE APPLICATIONS



Cloud Computing allows the focus to be moved back to business critical applications

IT’S ALL ABOUT THE APPLICATIONS



We talk to a lot of clients. Some recurring themes…

PROJECTS NOT CROSSING THE FINISH LINE

SURVIVING – BUT NOT PROGRESSING

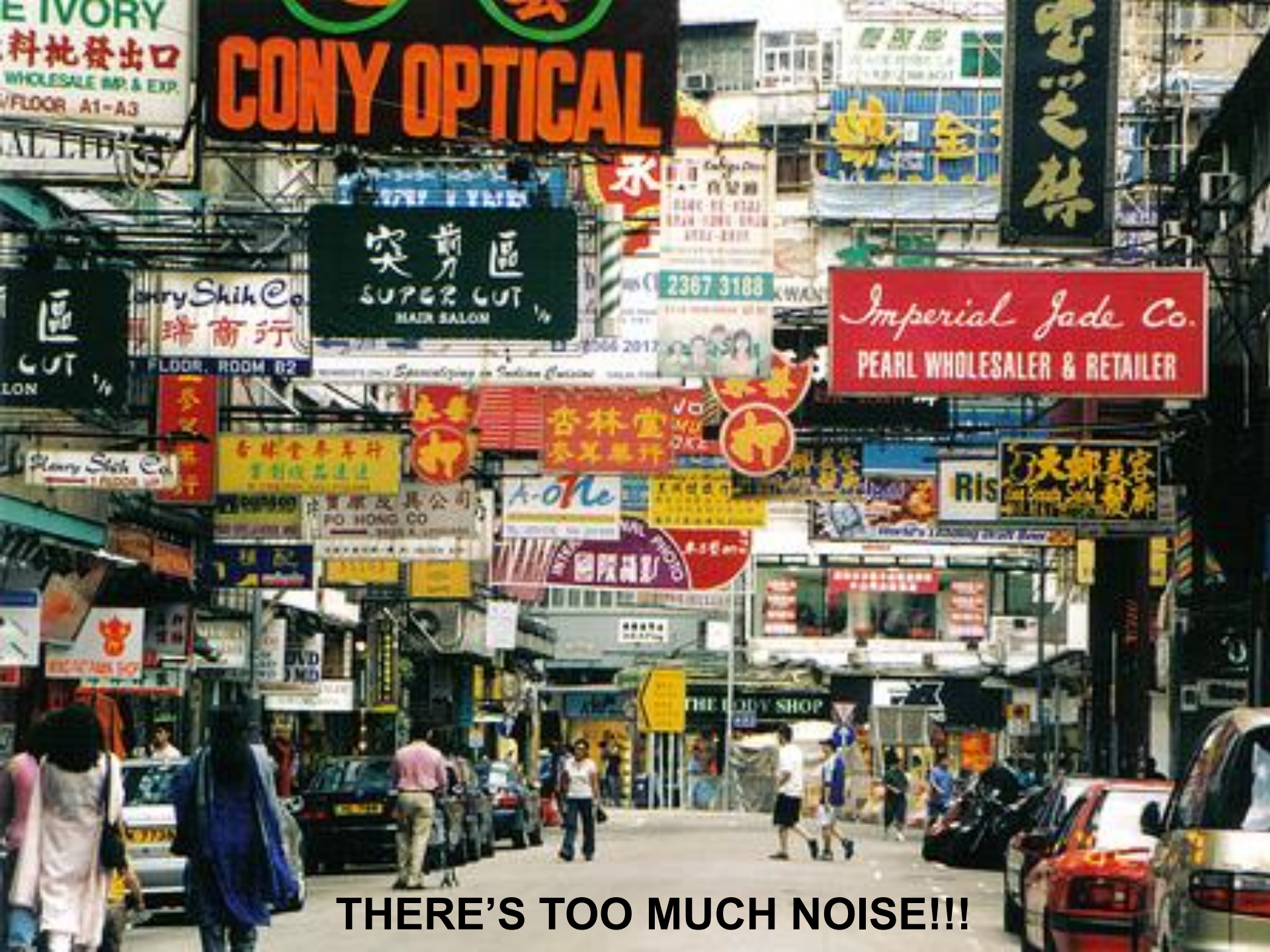
Looked at cloud, but…

WHICH WAY TO GO?

PUBLIC? PRIVATE? HYBRID?

SO MANY OPTIONS...

COMMERCIAL?
OPEN SOURCE?
COMMERCIAL OPEN SOURCE?



THERE'S TOO MUCH NOISE!!!

So how can the public sector capture the benefits of cloud?

Good news: challenges are not unique

- Security
- Cost based accounting
- Workflow automation
- Ease of use

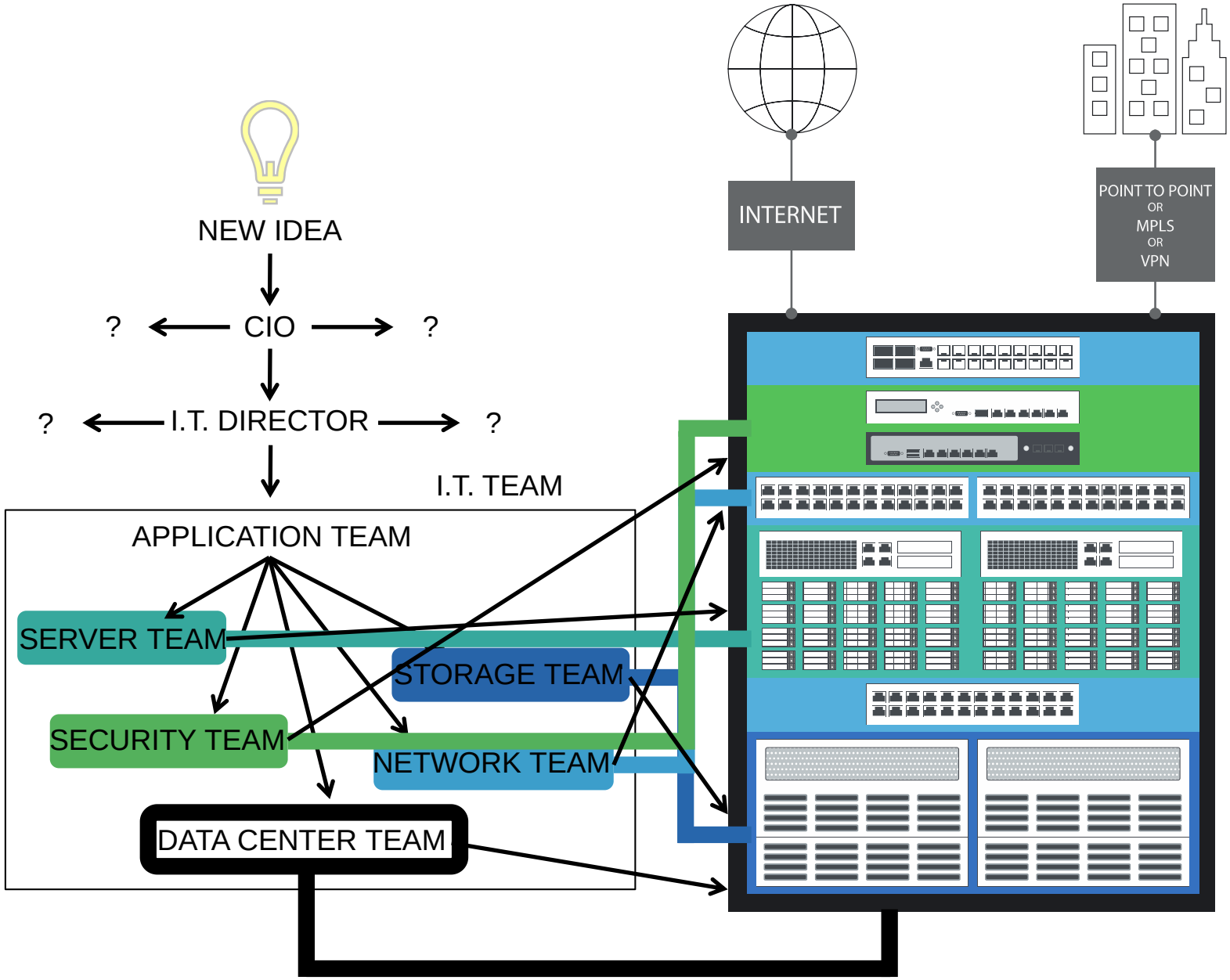
WHY PRIVATE?

(Security, of course.)

Why is workflow important?

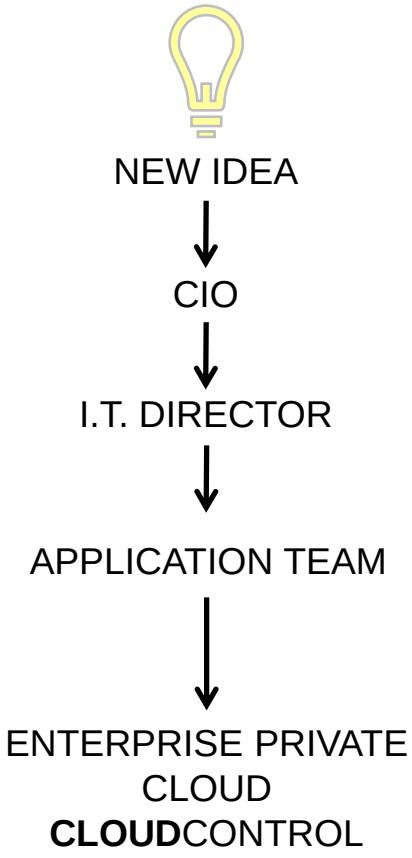
CLOUD MUST BE EASY TO
CONSUME TO ENSURE ADOPTION

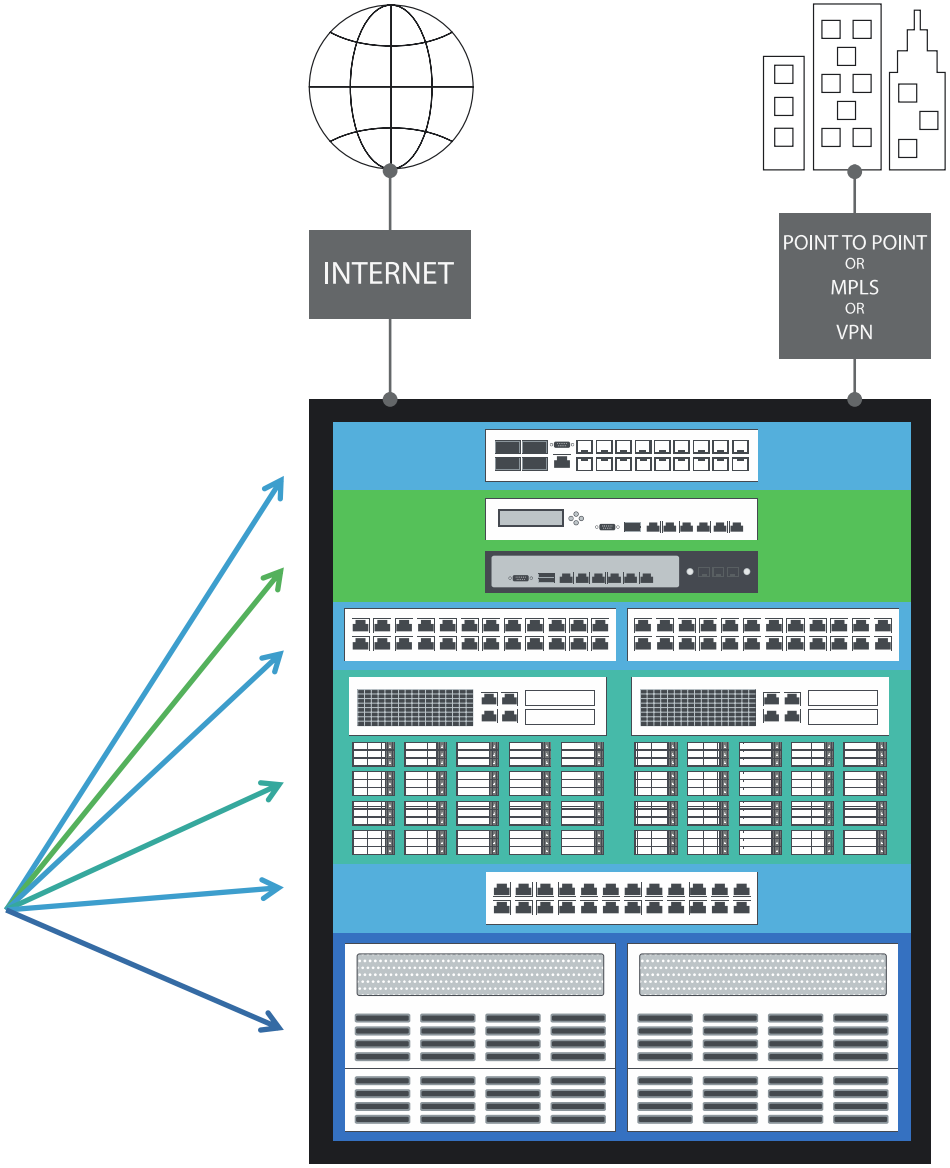
WORKFLOW ALSO IMPACTS
PROJECTS…


NEW IDEA
?
CIO
?
?
I.T. DIRECTOR
?
I.T. TEAM
APPLICATION TEAM
SERVER TEAM
STORAGE TEAM
SECURITY TEAM
NETWORK TEAM
DATA CENTER TEAM
INTERNET
POINT TO POINT
OR
MPLS
OR
VPN

The daydream of cat herders?

(it's ok to laugh…)


NEW IDEA
CIO
I.T. DIRECTOR
APPLICATION TEAM
ENTERPRISE PRIVATE CLOUD
CLOUDCONTROL


INTERNET
POINT TO POINT
OR
MPLS
OR
VPN

How does Unitas Global help?

ENTERPRISE PRIVATE CLOUD

- **CUSTOM** – technology agnostic, purpose-selected
- **PRIVATE** – an EPC is complety dedicated from the ground up
- **MANAGED** – 24x7 monitoring and management
- **SECURE** – security suite designed & integrated
- **END-TO-END** – from the user's app to the back end and everything in between

Unitas Global provides a completely customized, managed private cloud service to our clients.

Hosted, on-premise or off-premise.

Full Service Cloud.

Experience prevents missteps…

T-Mobile

NBC

BT

Virgin media

FANDANGO

MOLINA HEALTHCARE

Health Access SOLUTIONS

Walt Disney ANIMATION STUDIOS

Genesys

CJ

WB GAMES

openwave messaging

DIGITAL DOMAIN

thetradedesk

ADVANSTAR

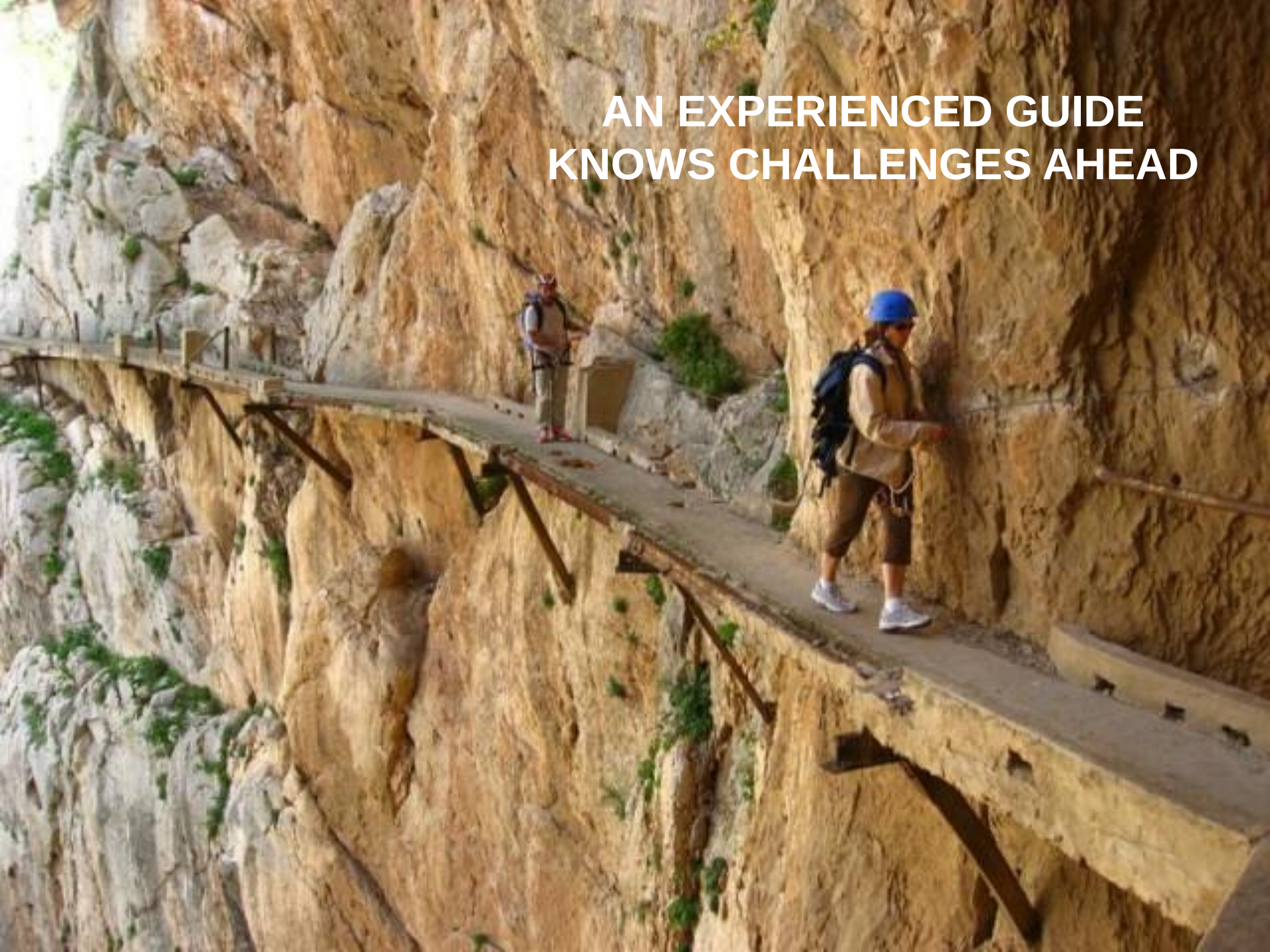
CLOUD COMPUTING EAST 2014

Revolutionizing Business Processes in Government & Healthcare

MAY 15-16, 2014
Doubletree by Hilton
Downtown Washington, DC

KNOWING WHAT LIES
AHEAD IS CRITICAL ...

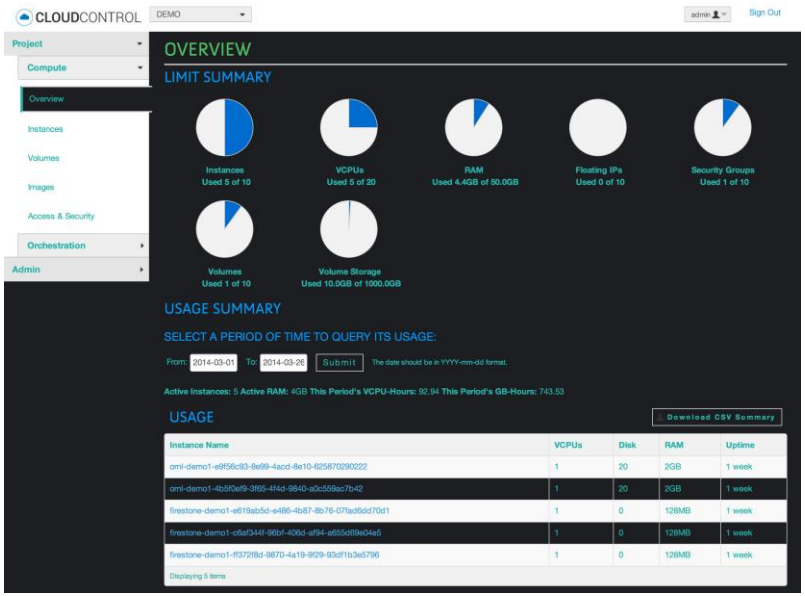
PROPER EQUIPMENT IS
IMPORTANT!

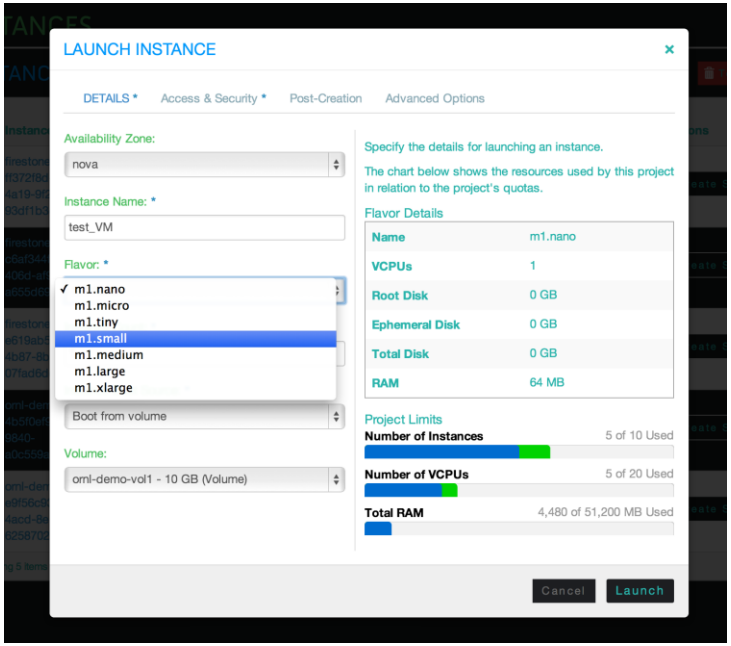

AN EXPERIENCED GUIDE
KNOWS CHALLENGES AHEAD

YES, THIS IS REAL
NO, CLOUD ISN’T DANGEROUS!

CLOUDCONTROL

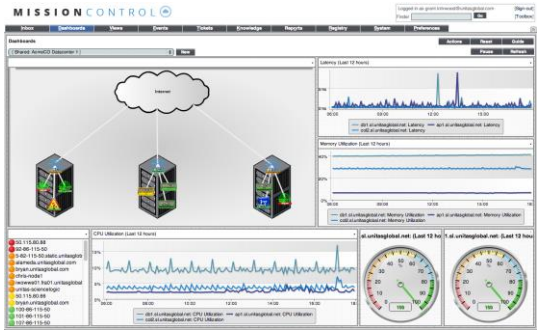
Simple, easy to use “app-like” interface for IT resource consumers



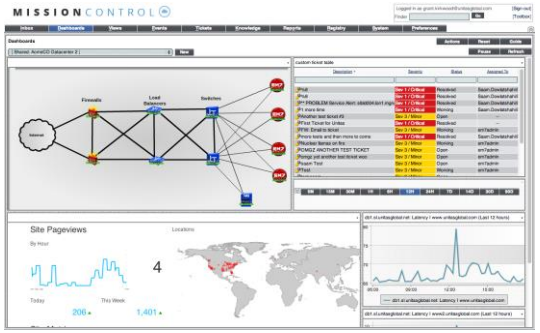


CCA & DCIA proudly present:

MISSIONCONTROL: CLOUD TRANSPARENCY



- Hardware cost tracking
- Depreciation
- Time management
- Calendar scheduling
- Knowledgebase
- Infrastructure health monitoring
- Network performance
- Application performance
- User response time



- Global service health view
- Service-specific drill-down views
- Customizable dashboards
- “Full stack” monitoring
- Application performance monitoring
- Service restoration automation
- Runbook automation
- Security scanning and alerting

- Event management
- Ticketing
- Asset tracking
- SLA reporting
- Hardware and software agnostic
- Log file collection

Fortune 500 CIO: “I’m blown away – I can replace over 20 different applications with this. Why haven’t I seen it before?”

CLOUD COMPUTING EAST 2014
Revolutionizing Business Processes in Government & Healthcare
MAY 15-16, 2014
Doubletree by Hilton Downtown Washington, DC

CASE STUDY QUICK FACTS

- Fortune 500 National Healthcare Provider
- Built ground-up primary data center to service IT requirements
- Determined that operating IT infrastructure not core business
- Outsourced custom, dedicated Enterprise Private Cloud to Unitas Global instead of building additional data centers
- Mitigated risk by outsourcing to experienced provider
- Made internal resources easy for users to consume and easy for administrators to track

UNITAS
GLOBAL
PREMIER PARTNERSHIP WITH EQUINIX
130+ DATA CENTERS
SUPPORT OPERATIONS CENTERS ON 3 CONTINENTS
GLOBAL SALES OFFICES
ON- AND OFF-PREM PRIVATE CLOUDS
CERTIFIED COMPLIANCE
TECHNOLOGY AGNOSTIC
THE ENTERPRISE PRIVATE CLOUD COMPANY