

Enterprise Cloud Data Centre Solution Overview

Amazing Possibilities ...



Executive Summary

Why Cloud?

Built for tomorrow

Dynamic Workload & Resource Management

Reliability, Availability & Security

Ease of use and greater ease of technical & operational management

ZERO Capex, Opex based on usage (its like a prepaid SIM card where no recharge is required. Pay monthly what is used.. post facto)
Heterogeneous, Consolidation, Standardization.

Our Offerings

Advice & Consulting, Proof of Concept and Free Trials

Design, Deploy and complete Management of cloud Infrastructure entities

Continuous Improvements around Utilization, consolidation and transformation

IT Infrastructure Service Assurance

Our Capability

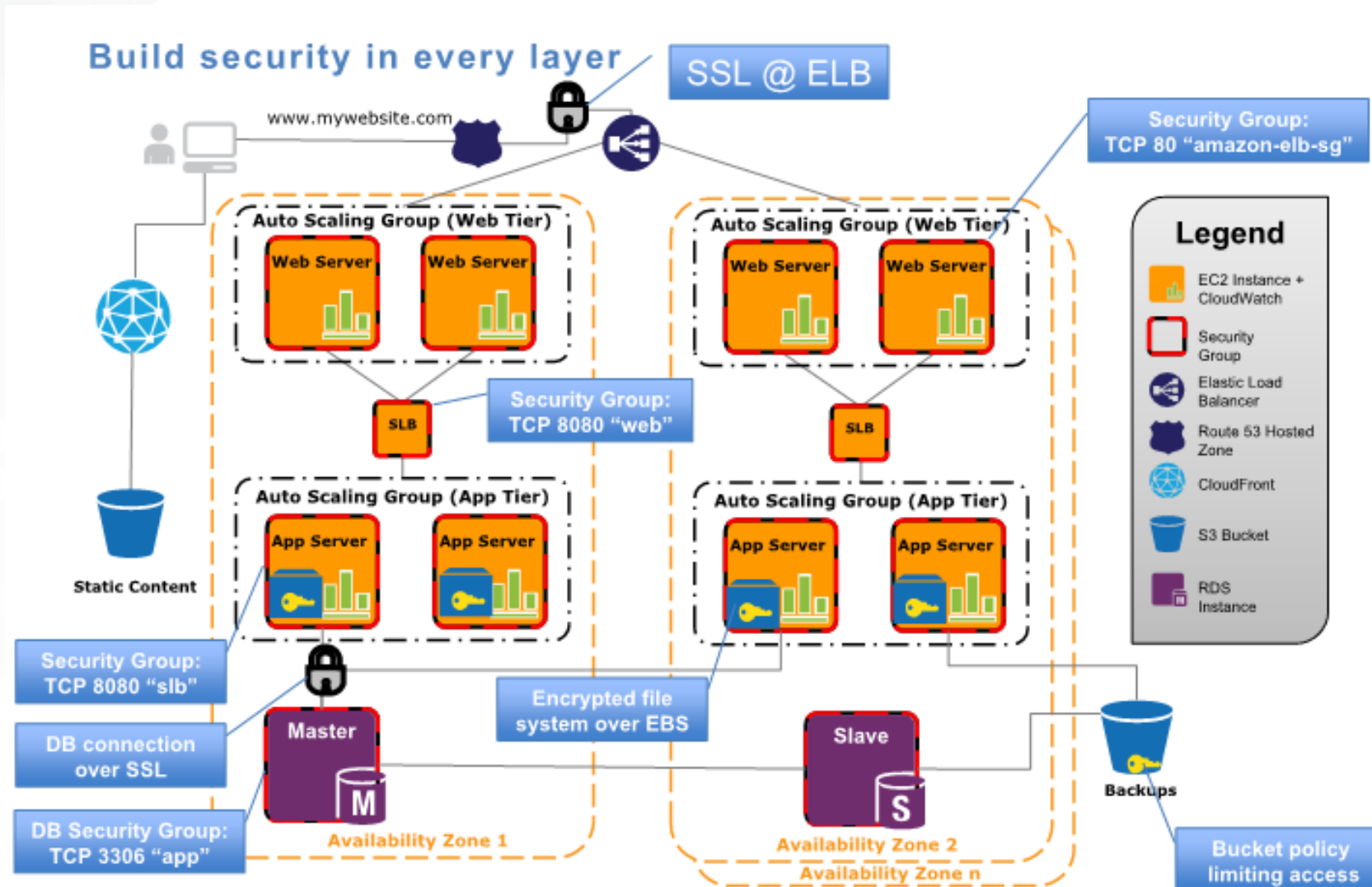
ITIL standardization leading to ISO 20000

Delivery Centers in Bangalore & Mumbai to provide assured service

More than 40 years of rich experience and exposure across industry sectors

Solution Partner to Amazon Web Services. We are vendor agnostic and can work with service provider of choice of Customer

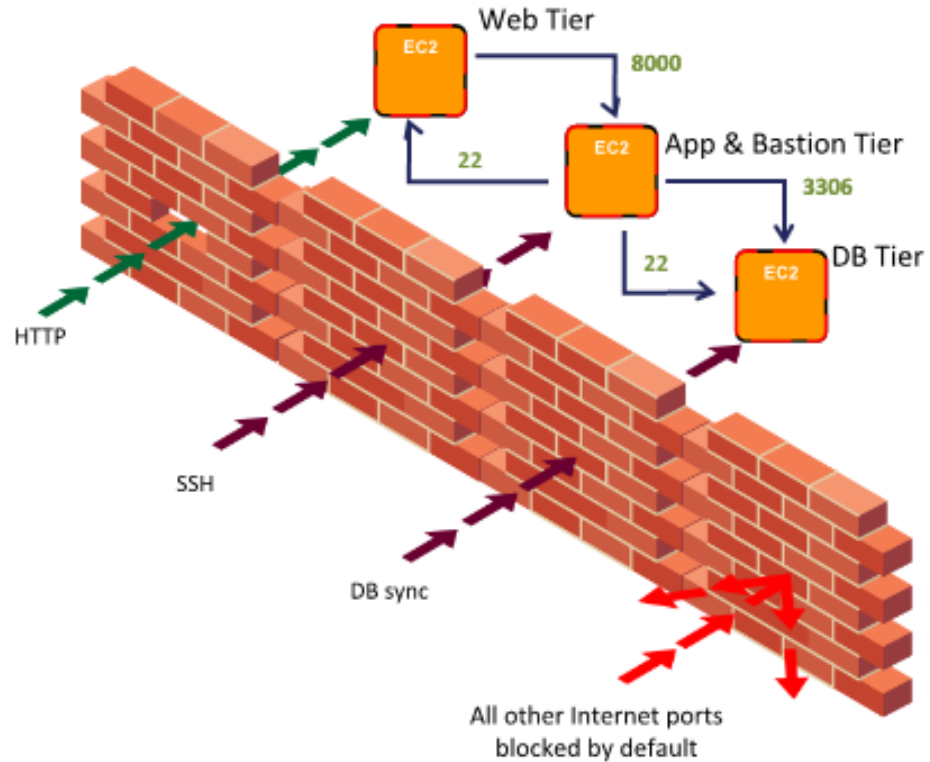
Cloud Simulation of Physical Data Centre



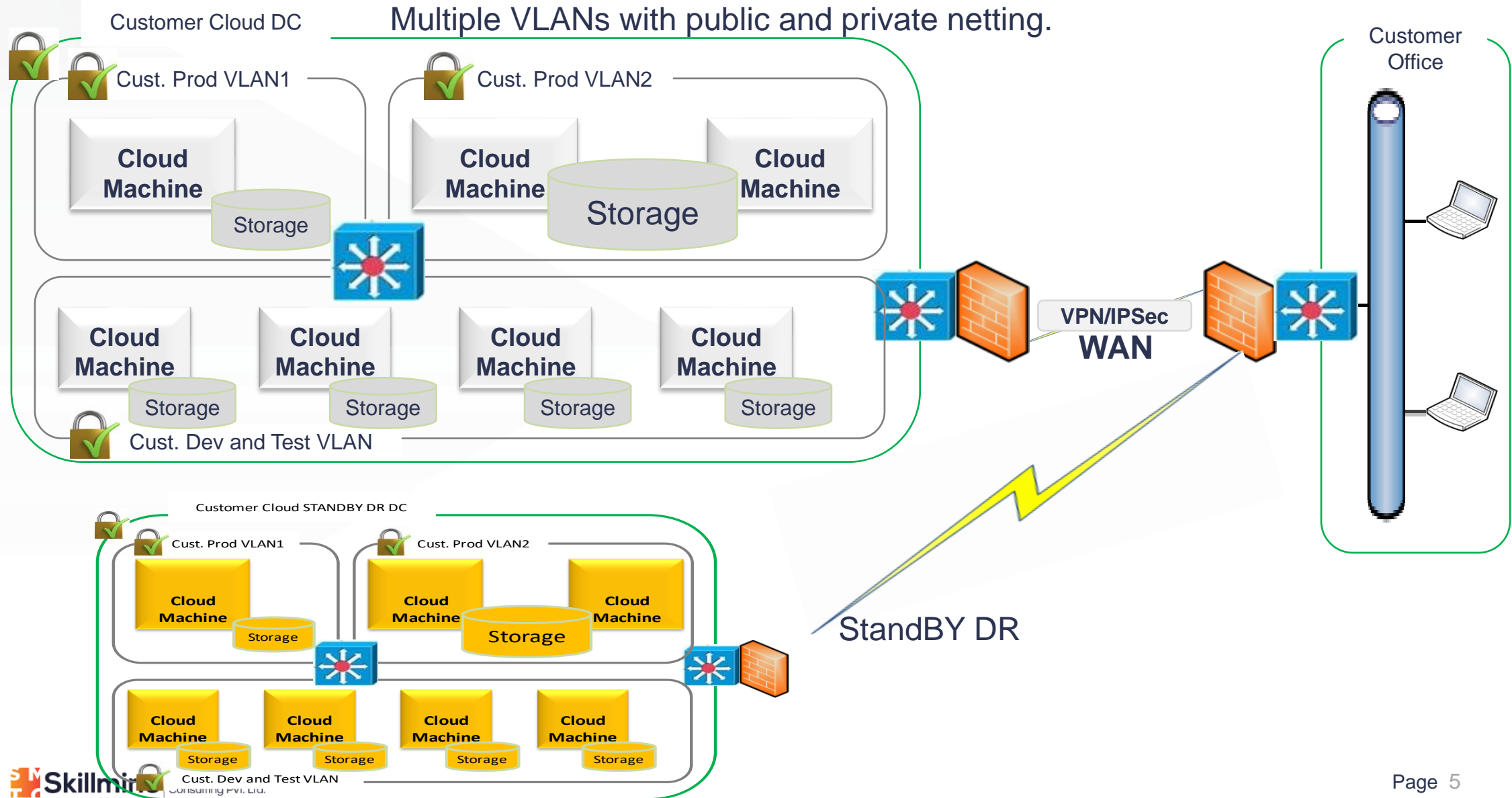
VLAN Simulation of Physical Data Centre

Define the Groups

Tier	Port	Source
Web	80	0.0.0.0/0 or amazon-elb-sg
	443	0.0.0.0/0 or amazon-elb-sg
	22	App
App	22	207.171.191.60/32
	8000	Web
DB	3306	207.171.191.92/32
	3306	App
	22	App



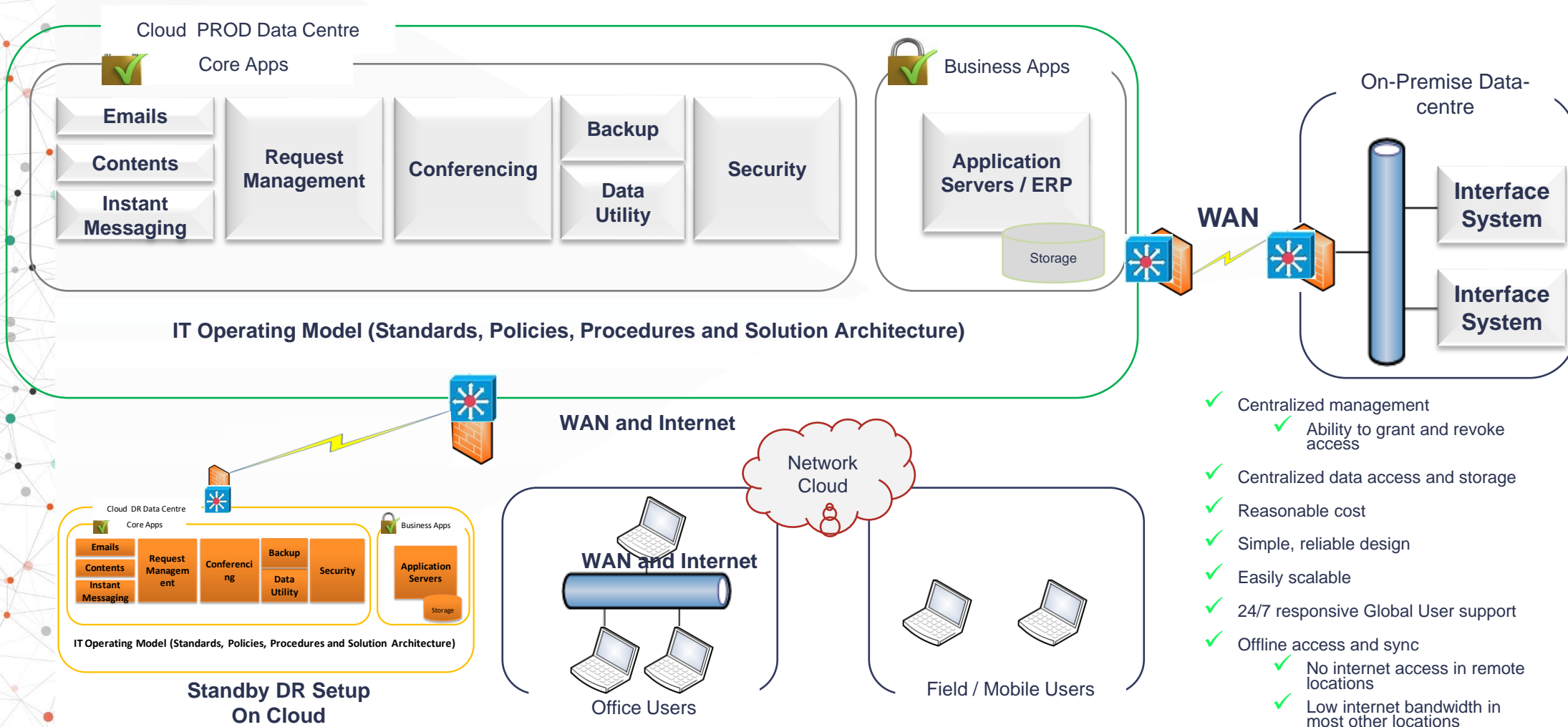
Hybrid Cloud



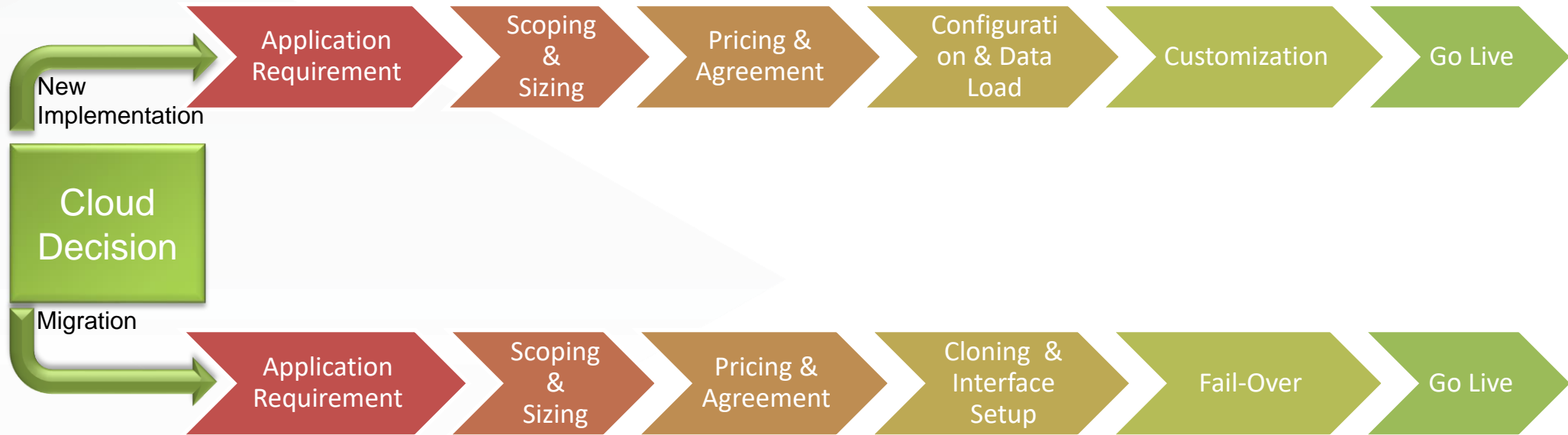
Public Cloud

Public Cloud Hosting and Management

We have created a COE of public cloud based Hosted Data Center including key products like ERP and Core Infra Applications. A high level cloud data center diagram is given below.



Deployment Process



Note:

1) If there is an upgrade also required as part of migration, then Skillmine will perform upgrade on existing setup and then migrate.

Pricing Components

Group	Component	Unit Price	Remarks
Platform	Server	To be determined after sizing and scoping	Monthly or One Time Payment options available
	Storage		
	Network		
Security & HA			
Application	License *		One-time fee
Implementation	Implementation		
Managed Services	Helpdesk *		Monthly or One Time Payment options available
	Administration & Provisioning *		
	Application Functional & Technical Support *		
	Backup *		
	DR *		

1. The price includes basic environment support such as hardware and software related.
2. In the cloud instance only OS license (Window and Linux) is covered. All other required OS, application and software licenses will be procured by customer.

TCO and Our Unique Value Proposition

Direct Savings

1. Hardware, Support and Maintenance cost savings are in the range of 20% - 70% on existing cost, depending on architecture and application profile

Indirect Savings

1. High Availability
2. More flexibility and agility
3. Technology independence



On Demand Usage

- Increased maturity of only switch on when required

Consolidation

- Multiple Site Consolidation
- Multiple Instance Consolidation

Reduced TOC


- Both the above gears drive continuous reduction in TCO

Value Proposition

1. Stand By Physical Setup – Customer continue to enjoy cloud pricing
 1. Available during the bug fixing of non-certified platform bugs
 2. Available during the political and unknown cloud issues
2. Benchmarking for performance and throughput before going live - Customer doesn't pay for Stress Testing and Bench Marking period
3. DR Setup. Customer only pay for using DR
4. Process optimization consulting to reduce the instance running duration
5. Extra protection by banking of data backup and DR plan



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Think & Care about Customer's Investment • Predictable Delivery Every Time since First Time • Passionate about Desired Outcome