

# How can partnering with a data center improve your IT operations?

# Get to Know Us



- ▶ Privately held, Denver based company
- ▶ Operating since 2002 in Colorado
- ▶ Two local data centers with over 15,000 square feet combined
- ▶ SSAE16 SOC II Type II Audited Operations
- ▶ Notable clients include ...
  - ▶ RTD
  - ▶ Bank Audi S.A.L – Largest bank in Lebanon
  - ▶ Exabytes.com – Largest Hosting Company in Malaysia
  - ▶ 8x8 – VoIP / Cloud Hosting Provider
  - ▶ KRG Capital Partners - \$3 Billion Dollar Private Equity Fund

# Core Competencies

- ▶ Colocation
  - ▶ You install your hardware in our data center.
- ▶ Hardware as a Service / Dedicated Server Hosting
  - ▶ Enterprise class server hardware
  - ▶ Operating system and application level licensing
  - ▶ Backups, Monitoring, Management
  - ▶ Managed security solutions for PCI, HIPPA and other compliance and regulatory regimes.
- ▶ Infrastructure as a Service / Cloud / Virtual Private Server
  - ▶ Highly available, virtualized environment
  - ▶ Lower price points and increased flexibility compared to Hardware as a Service

# Core Competencies

- ▶ Custom, Private Cloud Solutions
  - ▶ Flexible pricing model and terms
  - ▶ Windows & Linux Support
  - ▶ Hyper-V, VMWare, OnApp and other virtualization platform expertise
- ▶ Backup as a Service
  - ▶ Backup your local infrastructure
  - ▶ Backup other 'cloud' services
  - ▶ Keep laptops and mobile phones secure with end point protection and remote wipe
- ▶ Disaster Recovery as a Service
  - ▶ Replicate your on-prem or other hosted environments to our data centers

# Case Study: Remote Workforce



A local radon testing service company came to us with the following pain points:

- ▶ Office Internet connection too slow to support mobile workforce
- ▶ Remote workers needed a consistent operating environment
- ▶ On-prem server not being backed up

Our Solution:

- ▶ Dedicated server, running Windows Server and Remote Desktop Services
- ▶ On-going server monitoring, backups and management
- ▶ Security device for VPN Access and Intrusion Detection & Prevention

# Case Study: Multi-Site Retail Operation



A local garden supply store came to us with the following pain points:

- ▶ Expanding rapidly, several new stores projected to open in the next 12 months
- ▶ Need for centralized server for PoS system
- ▶ Server needed to be highly available and scalable to support growth projections

Our Solution:

- ▶ Highly Available Public Cloud Instance
- ▶ Cost effective MS SQL Server licensing
- ▶ On-going server monitoring, backups and management
- ▶ Security device for VPN Access and Intrusion Detection & Prevention

# Case Study: Middle Eastern Bank



A Middle Eastern banking client was launching a new web site and needed a highly secure solution with a disaster recovery location at least 500 miles outside of Denver.

Our Solution:

- ▶ Private Hyper-V Cloud, running on SuperMicro servers and Dell EqualLogic storage
- ▶ Dedicated pair of highly available Juniper firewalls
- ▶ Dedicated pair of highly available intrusion detection and web application firewalls
- ▶ On-going server monitoring, backups and management
- ▶ Cost effective offsite DR leveraging Hyper-V replicas
- ▶ Recovery Time for DR Site: Under 30 minutes!
- ▶ Developed custom operational procedures to ensure compliance with regulatory requirements in Lebanon
- ▶ On-demand DDoS Mitigation for up to 20Gbps of attacks



# Case Study: Public Agency



A local public agency needed to move a critical application offsite in order to hit their scalability, security and DR requirements.

## Our Solution:

- ▶ Two Private VMWare Clouds – One Downtown, the other in the Denver Tech Center
- ▶ Leveraging VMWare NSX for software defined network and micro-segmentation of traffic
- ▶ We sourced and built SuperMicro based servers for the client. Spares are kept on site.
- ▶ High performance Nimble Storage SAN "As a Service" – We bought the SAN and leased back on the actual capacity needed by the client.
- ▶ Pair of virtualized, highly available security appliances for PCI Compliance
- ▶ Dedicated Veeam backup infrastructure
- ▶ Recovery Time for DR Site: Under 60 minutes!
- ▶ Professional services to build and configure everything for the environment, end to end.



# Other Unique Differentiators



- ▶ 24x7 Locally Staffed Network Operations that is committed to operational excellence:
  - ▶ Median Initial Ticket Response Time For 2015: 9 minutes, 14 seconds
  - ▶ Median Monitoring Response Time for 2015: 2 minutes, 53 seconds
- ▶ Flexible terms and pricing models
  - ▶ Contract terms range from month to month to multi-year
  - ▶ In most cases there are zero out of pocket cost for service setup and installation
  - ▶ Drive down on-going operating expenses by paying a one-time setup fee
- ▶ Customer Driven Mission
  - ▶ **Quality** – We deliver a quality service at a competitive price.
  - ▶ **Value** – We value and take pride in the relationships that we have with our clients.
  - ▶ **Partnership** – We develop true partnerships with our clients. Your success guarantees our success.
  - ▶ **Transparency** – We are open and honest with our customers, always.

# Next Steps



Reach out to Matt to schedule a data center tour or conference call regarding your IT needs.

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