Building a Foundation for Digital Business
Introduction to Iono, Inc.
Digital Businesses Seek These Outcomes

Create New Value

Transform Engagement

Protect Brand and Customer Trust
Digital Business Requires a Digital Foundation
To support the people, processes, apps, and data that power the business

Digital Business
- People
- Processes
- Adaptive.
- Resilient.
- Secure.
- Modern Apps
- Data

Software-Defined Digital Foundation
- Common Infrastructure
- Common Operations
- Intrinsic Security
How Do You Build Your Digital Foundation?
Iono can help you get started

- Modernize Data Centers
- Integrate Public Clouds
- Transform Networking and Security
- Empower Digital Workspaces

Software-Defined Digital Foundation

- Common Infrastructure
- Common Operations
- Intrinsic Security
Digital Transformation

Corporate thought leadership agenda aligned to Any App, Any Cloud, Any Device

Accelerate Cloud Journey

Hybrid Cloud  Multi-Cloud  Modern Apps

Transform Networking & Security

Empower Digital Workspace

Data Center Modernization  Cloud Migration  Disaster Recovery  Multi-Cloud Operations  Enterprise Kubernetes  Secure App Infra  Cloud Networking  Network Edge  Modern Management  Zero Trust
Experience with 100’s of Customers over Four Years
Zebra, PNC Bank, Starbucks, CloudSimple, ...

Value Prop
Accelerated Value to Digital Business Outcomes with Reduced Risk

Validated and Certified Design
Automation Bots
Extensibility Components
Technology Partners
VMware, Nutanix, Dell, AWS, Microsoft

Mature Delivery
Preferred Partnerships

Deep Cloud Expertise
Solutions
Software Defined Data Center
Hybrid Cloud including NSX
Security, Compliance & Threat Mgmt
DevOps Infrastructure
Certifications VCDX

Consulting Services
Channel Partners
Outcomes Centered on Business Priorities

- **OpEx Reduction**
  - Streamlined and Automated Data Center Operations
  - Application and Infrastructure Delivery Automation
- **CapEx Reduction**
  - Data Center Virtualization and Hybrid Cloud Extensibility
- **IT Service Delivery Time in Minutes**
- **Secure Delivery of Apps in Mins.**
- **Business Mobility**
- **Improved Security to Effort Ratio**
  - Security Controls Native to Infrastructure
- **Improved Uptime**
  - High Availability and Resilient Infrastructure
- **Improved OpEx**
  - CapEx Reduction
- **Improved IT Service Delivery Time in Minutes**
- **Improved Security to Effort Ratio**
  - Secured Delivery of Apps in Mins.
- **Improved OpEx Reduction**
  - CapEx Reduction
- **Improved IT Service Delivery Time in Minutes**
- **Improved Security to Effort Ratio**
  - Secured Delivery of Apps in Mins.
- **Improved Uptime**
  - High Availability and Resilient Infrastructure
- **Improved OpEx Reduction**
  - CapEx Reduction
Transformation Roadmap

Milestones

Virtualization
- Adv Virtualization
- IaaS Foundation
- Adv IaaS
- PaaS Foundation
- Adv PaaS
- App Modernization

Quick IT
- Security Compliance and Threat Management
- Consolidation
  - Server Virtualization
  - Desktop Virtualization
  - Data Center Savings
- Automated Provisioning
  - Self Service
  - Service Catalog
- App Dev Platform
  - And Tools
  - SDLC
- DevOps
  - Continuous Delivery
  - Continuous Integration

IT/Business Results
- Cost Visibility
  - App Provisioning
  - Operational Integration
  - Lifecycle Automation
  - Hybrid Cloud
  - XaaS
- DevOps
  - Business Services
  - Business Transformation
Delivered **200+ hybrid cloud projects** over 5 years

- **Starbucks**
  - Accelerated provisioning 10 weeks to 4 hours

- **Zebra Technology**
  - Extreme cost reduction $56M to $13M per year

- **PNC Bank**
  - Regulatory compliance and disaster recovery
What Can You Expect With Iono Hybrid Cloud Experience

- Solution deployment in 4-6 weeks instead of 4-6 months
- Digital IT infrastructure for your digital transformation
- Infrastructure provisioning in minutes and not months
- 50% capex and opex reduction deploying hybrid cloud
<table>
<thead>
<tr>
<th>Expertise</th>
<th>Technology</th>
<th>Value</th>
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<tbody>
<tr>
<td><strong>Hybrid Cloud</strong> Integration with <strong>Amazon AWS, Git, Puppet</strong></td>
<td>Enabled IT to scale capacity on demand</td>
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<td><strong>Hybrid Cloud</strong> implementation with <strong>ServiceNow, AWS, vCloud Air, Infoblox</strong></td>
<td>Accelerated elimination of $56M hosting provider spend, improved IT service delivery efficiency</td>
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<td><strong>IaaS/DevOps</strong> Integration with <strong>Puppet, Microsoft SCCM, F5, Infoblox</strong></td>
<td>Deployment time reduced from 10 weeks to 4 hours</td>
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<td><strong>IaaS</strong> Integration with <strong>ServiceNow, Infoblox, network virtualization</strong></td>
<td>Transformation towards meeting regulatory compliance of financial applications</td>
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<td><strong>IaaS/DevOps</strong> Integration with <strong>CHEF</strong> for application delivery</td>
<td>Developer productivity increased, sales closed $1.5M+ IaaS deal</td>
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<tr>
<td><strong>IaaS</strong> Integration with <strong>Puppet</strong> for deployment of Oracle Weblogic</td>
<td>Deployment time reduced by 40%</td>
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Case Studies

**Technology Company in Midwest**

**Business Problem:** Eliminate $55M annual hosting provider spend

**Solution:**
- Extreme cost reduction $56M to $13M per year
- Hybrid Cloud with AWS, vCloud, and Azure

**Retail Company in Northwest**

**Business Problem:** Reduce infrastructure provisioning time from current 10 weeks

**Solution:**
- Accelerated provisioning 10 weeks to 4 hrs
- IaaS solution with automated provisioning

**Large Regional Bank**

**Business Problem:** Regulatory compliance of financial applications

**Solution:**
- Compliance for M&A
- Multi site Private Cloud IaaS with Disaster Recovery

**Large Pharmaceutical Company**

**Business Problem:** Improve infrastructure and application provisioning across hundreds of remote sites

**Solution:**
- Autonomous operations of all sites
- IaaS solution with automation
Case Studies (continued)

**SaaS Software Company**

**Business Problem:**
Increased cost of on-prem cloud infrastructure

**Solution:**
Cost reduction from $1.2M to $220K per year
Migration to AWS public cloud - DevOps soln.

**Large SaaS Software Company**

**Business Problem:**
IT unable to meet fast engineering release cycles

**Solution:**
Increased from 7 to 400 deployments / week using DevOps solution

**Software Automation Company**

**Business Problem:**
Slow customer acquisition and onboarding

**Solution:**
Marketing team signed up 2500 users in 3 weeks with 120 users per day – Automated provisioning using DevOps solution
Thank you