

Data Center as a Service (DCaaS)

Intelligent, Cost-effective, Secure & Agile
Data Center with Long 80's DCaaS

Overview

Long 80's Data Center as a Service (DCaaS) was constructed with the intention of providing secure, high-performance, & affordable compute, and scalable infrastructure to businesses. The solution is ideal for businesses having difficulty monitoring & managing their current data center space, and related overheads like utilities, rent, & bills. The solution best suits firms that are willing to move from a reactive support model to a proactive support model, and have an ambitious target of building and adopting digital transformation with an affordable and flexible financing model.

Public cloud platforms like Microsoft Azure, AWS, and Google Cloud are based on standard cloud computing models where virtual machines, applications and storage run on shared physical servers. Although both public cloud and Long 80's DCaaS offer hosting solutions, they differ in the way they operate, when it comes to security, performance, and control:

- ☆ The public cloud is a multi-tenant environment whereas a private cloud like DCaaS is a single-tenant environment with a dedicated hardware infrastructure (Compute, Storage, Backup, Network, ISP links) for your business, secure in a location near you
- ☆ Enterprise-level security with multi-layer protection for systems & data
- ☆ High performance with optimizations throughout the stack for speed
- ☆ Finely managed, monitored, compliant with industry regulations, audited, tested against vulnerabilities, and regularly patched



Further, our DCaaS solution includes a detailed assessment of the current landscape, development of a strategy of what to migrate and what not to, sunsetting of unwanted assets, and evaluation of technology that would be the best-fit, in terms of feasibility, cost-effectiveness, and affordability.

Industry Recognitions

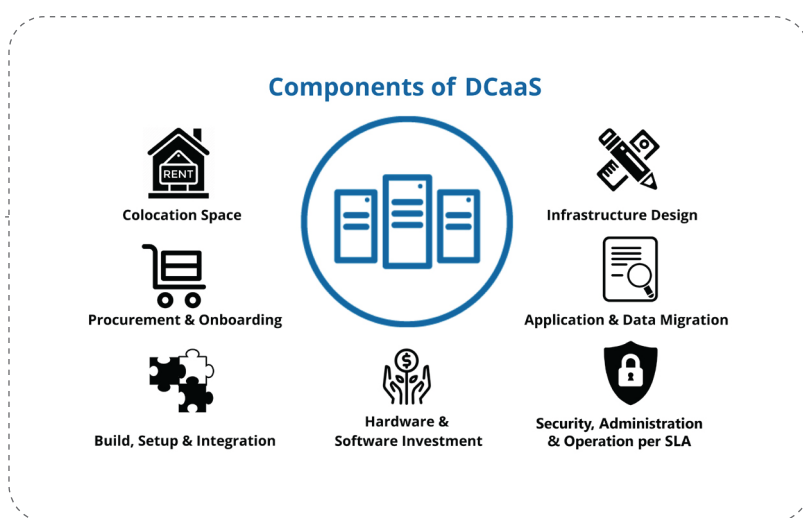
- ★ **Ranked #1** in '2018 Cloud & Infrastructure Migration Transformation Consultants' by Black Book Market Research LLC
- ★ Recognized as a '**Migration Partner**' by **Gartner**, in the report 'Deliver Data Center Migrations on Budget by Securing the Right Project Resources'

- ★ Included in Everest Group's 'IT Infrastructure Services Automation – Market Trends and Services **PEAK Matrix™** Assessment 2018'
- ★ **Rated very high** by the Everest Group on 'Engagement/Commercial model', 'Value Delivered', and 'Meaningful capabilities to deliver IT infrastructure services automation for enterprises'

The Advantages of Long 80's DCaaS

Turnkey Solution

We provide an end-to-end solution comprising of assessment, design, procurement, hosting, and management of compute fabric, network and storage infrastructure with best of breed OEM products.



Strategic Partnership

We partner with leading colocation partners in the US and the Middle East to provide secure hosting spaces that are physically close to customers. We provide the choice of fully locked or open rack spaces. Our strong OEM channel partnerships, and the relationship with Microsoft can be leveraged to obtain the best products at the best prices

Regulatory Compliance

We are compliant and certified on the following International Standards and Acts

- ★ ISO 20000 IT Service Management
- ★ ISO 9001 Quality Management
- ★ ISO 27001 Information Security Management
- ★ ISO 45001 Occupational Health & Safety Management
- ★ HIPAA
- ★ PCI-DSS

Tailored Solutions (not off-the-shelf)

- ☆ We design and build fabrics based on optimum performance, future scalability and capacity
- ☆ Choice of full-function hardened opensource virtualization layer/commercial hypervisors. Template-driven guest lifecycle management, ZFS storage stack with accelerators
- ☆ Automation in provisioning, decommissioning & management
- ☆ Choice of high/medium performance compute through rack/blade/hyper converged/software-defined, SSD-SAN fabric
- ☆ Intuitive unified dashboard with business metrics provided via AIOps Platform, Zero Incident Framework™ (ZIF), for key stakeholders

Dedicated Infrastructure

The compute infrastructure is designed for the exclusive use of each customer and provides the highest levels of separation and isolation from other customers

Management & Support

Proactive Monitoring and Management

We offer 24x7 ITIL based Service Desk/service management processes along with 24x7 AI driven NOC. We extensively utilize AI-led AIOps proactive monitoring, and Automation Tools to proactively monitor and manage the infrastructure. The solution is based on our strong forte in managed IT infrastructure services backed by business-aligned SLAs and outcomes

Effective Migration Partner

Our extensive experience in data center migrations, virtualization and software defined technology can be leveraged to seamlessly migrate the infrastructure to the new environment with minimal downtime and business impact. We also use the Factory Migration approach for bulk migrations

Precise Planning

Driven by templates and frameworks backed by tailored architecture plans, time-tested project planning, well established risk mitigation plans

Flexible Financing & Leasing Options

Affordable monthly pricing. Choice of different pricing models and support levels. We also provide the customer with leasing or buy back options at the end of the contract with **assured Total Cost of Ownership**

Automation

The compute solution is delivered as a typical cloud service through high levels of automation with self-service portal (optional)

Who needs DCaaS?

Long 80's DCaaS reduces OpEx costs through simplified integration & shortened provisioning time, and provides an agile environment with extensive cost control. It facilitates rapid deployment of on-demand services, and scaling of IT resources.

The DCaaS solution is ideal for these business situations/needs:

- ☆ Difficulty in finding data center space, building & managing data centers
- ☆ Modernization and consolidation of data centers held back by legacy hardware and OS
- ☆ Small to large enterprises looking for enhanced security to meet data protection legislations, or to meet requirements where the data needs to reside locally within certain regions/countries
- ☆ Compliance to local body norms, industry regulations, and laws of the land
- ☆ High level of performance, granular management control
- ☆ Disaster Recovery solutions for infrastructure
- ☆ Scalable, fully managed infrastructure solution
- ☆ Technical difficulties in migrating legacy applications to public cloud

DCaaS - A Customer Success Story

- ☆ First to deploy realistic DCaaS solution for leading non-profit healthcare entity based in NY. We successfully transitioned ~600 servers & critical clinical applications from on-premise to a DCaaS model resulting in

over 40% savings in operating costs through consolidation, virtualization, data center optimization, network optimization and co-shore delivery model



Long 80, LLC. is a collaboration between GAVS Technologies and Premier, Inc. on a strategic joint venture. Premier, Inc. is a leading healthcare improvement company headquartered in Charlotte, NC, and GAVS Technologies N.A. (GAVS) is focused on Artificial Intelligence for IT Operations (AIOps)-led managed services and digital transformation. Long 80 will bring innovative, AI-driven information technology (IT) operations and security operations to healthcare organizations in the US.

For more information on how Long 80 can help solve your business problems, write to inquiry@long-80.com
www.long-80.com