



OVERVIEW

We are ProStratus and we want to Elevate Your Technology to such a level that you do not have to worry about it anymore. We have been in the tech support business since 1992 and are proud of serving businesses greater Miami Valley, from our headquarters located in Springfield, OH. We weren't always named ProStratus, though. This was a strategic move, since we believe in the power of the cloud. The cloud is hardly floating like mist above our heads — it's a physical infrastructure, housing computers in facilities all over the world. Business is migrating away from expensive, hard to maintain, local servers & networks to cloud based solutions. Learn more at pro-stratus.com



EXPEDIENT SERVICES PORTFOLIO

Infrastructure as a Service (IaaS)

- ▶ **Cloud** – Infrastructure as a Service (IaaS) based upon the VMware ESXi hypervisor
- ▶ **Colocation** – Physical server hosting in eleven (11) data centers in seven (7) cities with 24x7x365 on-site support
- ▶ **Connectivity** – Point-to-point and point-to-multi-point network access that enables the secure transmission of critical data

Managed Services

- ▶ **Backup** – The ability to recover individual files or entire systems with tailored retention timeframes
- ▶ **Compliance and Security** – Various technologies to protect data and facilitate continuous compliance
- ▶ **Disaster Recovery** – Real-time replication and automatic failover between primary and secondary sites
- ▶ **Network Access** – Services that accelerate application delivery and improve security
- ▶ **Storage** – Maximum value for storage of long-term archive data and short-term

THE OUTCOME YOU'RE LOOKING FOR®

ProStratus helps customers achieve exceptional business outcomes such as:

- ▶ **Agility** – Respond to change faster
- ▶ **Availability** – Prevent unplanned downtime
- ▶ **Cost control** – Predict monthly operational expense
- ▶ **Risk mitigation** – Comply with industry and government mandates

DIFFERENTIATORS

- ▶ **Technology** – Continuously improving converged infrastructure composed of best-in-class components proven to deliver maximum performance and cost-effectiveness (value)
- ▶ **Local Service, National Capability** – 11 data centers in seven cities supported by collaborative teams of expert technology professionals in each market to meet the most rigorous business continuity requirements
- ▶ **Operational Excellence** – People, processes and procedures – continuously measured and improved over time – to make doing business efficient and pleasant for clients
- ▶ **Capacity** – An experienced, tenured and financially strong organization, possessing a variety of resources that enable the scalability and flexibility necessary to quickly meet client-driven demands

CONVERSATION STARTERS

Cost Control: Are you leasing hardware? Are you finding it difficult to gain approval for capital to purchase new hardware? are you running on hardware that is more than 4 years old?

Risk Mitigation: Do you have government or industry compliance requirements? Do you have a IT DR plan? Have you successfully tested DR? Is network configuration a challenge in DR?

Availability: Is your application architecture highly available? Do you have single points of failure in your application? Are you finding it difficult to staff all of these specialized skill sets?

IDEAL CUSTOMER

Identifies with the need for one or more of our four exceptional outcomes

Needs our help because they lack one or more skill sets or resources

Values one or more of our four differentiators

Operates workloads that rely upon hardware redundancy and client/server configurations

Has a change event requiring a reaction

TARGET ROLES

Business User – People working in a specific role looking for success measurements like operational efficiency, successful implementation and other improved performance metrics that they’re not otherwise achieving.

Security Officer – Someone who has accountability for security and compliance to a partial or whole extent and who values managed security services and a broad scope of capabilities from a single vendor.

Executive/Owner – A top-level leader focused on the levers of the business that deliver things like improved profitability, return on investment (ROI), increased capability, and generally any aspect of the profit and loss (P&L) statement.

IT Generalist – People in a role like this may have some tentativeness about outsourcing, however, they also have a big learning curve that can be difficult to address without help. They need to meet their goals, but challenges that we can address stand in their way.

TARGET VERTICALS

Manufacturing

Healthcare

Financial

Software as a Service (SaaS)

Professional Services

Ecommerce/Retail

CORE SOLUTIONS

On-Site Private Cloud with Disaster Recovery: Bring our cloud to your location, and gain confidence through an on-premises solution that allows you to move your workloads seamlessly between your location and one of 11 Expedient data centers with Push Button DR.

Push Button DR: Push Button DR enables continuous business operations and workload mobility by providing resources anywhere you need them – between our data centers or your location and ours. With the push of a button, replicate entire workloads within minutes.

SlimLine Cage: A SlimLine Cage for colocation from Expedient offers accessibility, control, and value by creating a third perimeter around critical technology assets. For maximum compliance with industry and government mandates; while minimizes square footage.

COMPETITIVE LANDSCAPE

- ▶ Do It Yourself (DIY) – Many customers have always purchased, owned, and managed hardware and software at their premise. With these customers, stress that due to Expedient’s “co-management” model, very little about their visibility and control will change when partnering with Expedient. In addition, the financial and operational benefits gained are very compelling.
- ▶ Local Managed Service Providers – Some customers may already have a relationship with a smaller, local MSP. These customers can often benefit from the expanded geography of ProStratus, especially for Disaster Recovery.
- ▶ Hyperscale Cloud Providers (AWS, Azure) – These cloud providers have gained a large amount of mindshare and are great fits for startup companies. However, the enterprise-grade performance and security of the Expedient cloud, along with our full portfolio of managed services, provide a complete solution, both today and into the future.

FOR MORE INFORMATION

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