



# Experience cloud-ready solutions

Powered By: Contour Data Solutions, LLC

Reduce costs, improve SLAs, and increase efficiencies.

## Key Benefits:

- Enjoy the flexibility of customized solutions that fit your budget and environment
- Improve service-level agreements (SLAs), availability, and time to market
- Reduce costs related to capital expenses (CapEx) and operating expenses (OpEx)
- Enhance efficiencies by moving away from technology refreshes
- Easily deploy, use, and maintain
- Enterprise Class technologies



If you're like most IT organizations today, chances are high that you're facing a number of challenges, including decreasing resources and budgets, costly and complex infrastructures, and increasing business requirements. You're probably looking to cloud computing to provide a more efficient, flexible, and cost-effective model for delivering IT to the business.

Using an expert consultative approach, Contour Data Solutions delivers customer-proven, cloud-ready solutions that are simple, efficient, flexible, and affordable. As a result, you can improve productivity while reducing IT infrastructure complexity. Leveraging a state of the art orchestration platform, Cinch, Contour allows customers the ability to self-serve and leverage automation where needed.

## Enjoy the flexibility—and control—of customized solutions

Cloud computing offers organizations a competitive way to deliver business services to your customers. Your system resources become accessible to applications across the organization, and you can accelerate business transformation and innovation.

However, not every company is immediately ready to fully implement the cloud, and we get that. Some are far down the path of transforming their infrastructures to cloud computing, while others are still exploring what the cloud can do for them.

At Contour Data Solutions, we understand that your business is unique. Consequently, we wouldn't presume to pigeon-hole you by either the size of your company or where you are on your journey to the cloud. We accommodate your needs, your budgets, and your business strategies. We have customizable options for private, public, and hybrid cloud services. In addition, our architecture is flexible, so you remain in control.

### Managed services providers: Operating as your IT department

Managed services providers are doing a better job offering solutions than traditional cloud-based providers. Managed services providers like Contour Data Solutions do much more than simply give you servers. Instead, you can rely on us to function as your IT department—helping you manage a broad range of ever-changing technologies while addressing challenges such as budget concerns, staff shortages, data growth, disaster planning, and more.

### Leverage leading enterprise technology

At Contour Data Solutions, we leverage leading technology from companies such as Cisco, Veeam, VMware Veeam and Zerto—including proven infrastructure solutions and that provide our cloud-ready services. Flexible by design, Contour solutions are architected with industry-leading servers, storage and backup and leverage best of breed IT infrastructure.

Contour's proven infrastructure solutions are simple, efficient, and flexible. So they help you improve application availability, consolidate your infrastructure, reduce your backup time and storage, speed recovery, and lower costs. Leveraging a scale-out enterprise infrastructure in order to delivers high levels of performance and scalability so that we can provides operational efficiency, and dramatically reduces IT infrastructure and operational costs.

### Improve service-level agreements (SLAs) and availability

Increasing SLAs and achieving high availability are common threads across most companies today, regardless of size or industry focus. Contour Data Solutions provides flexible cloud-ready infrastructure solutions to meet the challenges of doing business in today's data-driven economy.

Our backup and recovery services protect your data, applications, and databases enterprise-wide—securely, reliably and efficiently. We partner with best-of-breed cloud-based server backup and recovery platforms giving you the flexibility, scalability, economy, and offsite protection of the cloud without any up-front capital expenses. Our infrastructure is managed by experts, backed by one of the industry's highest-rated service organizations, and available 24x7x365.





## An extension of your team

Our customers regard us as a valued partner and as an expert extension of their team. We take the time to dive deep, offering proof-of-concept equipment to demonstrate real-life examples, and really get to know them and understand their goals. We build platforms to address shortcomings and complement their existing strategy.

Our customers stay with us because we offer a great service, not because we lock them into a contract. We're supported by an excellent reliability record. Our successful growth is directly attributed to the talented people we hire, the industry-leading technologies we adopt, and the robust solutions we deliver.

## Benefit from an experienced, consultative approach

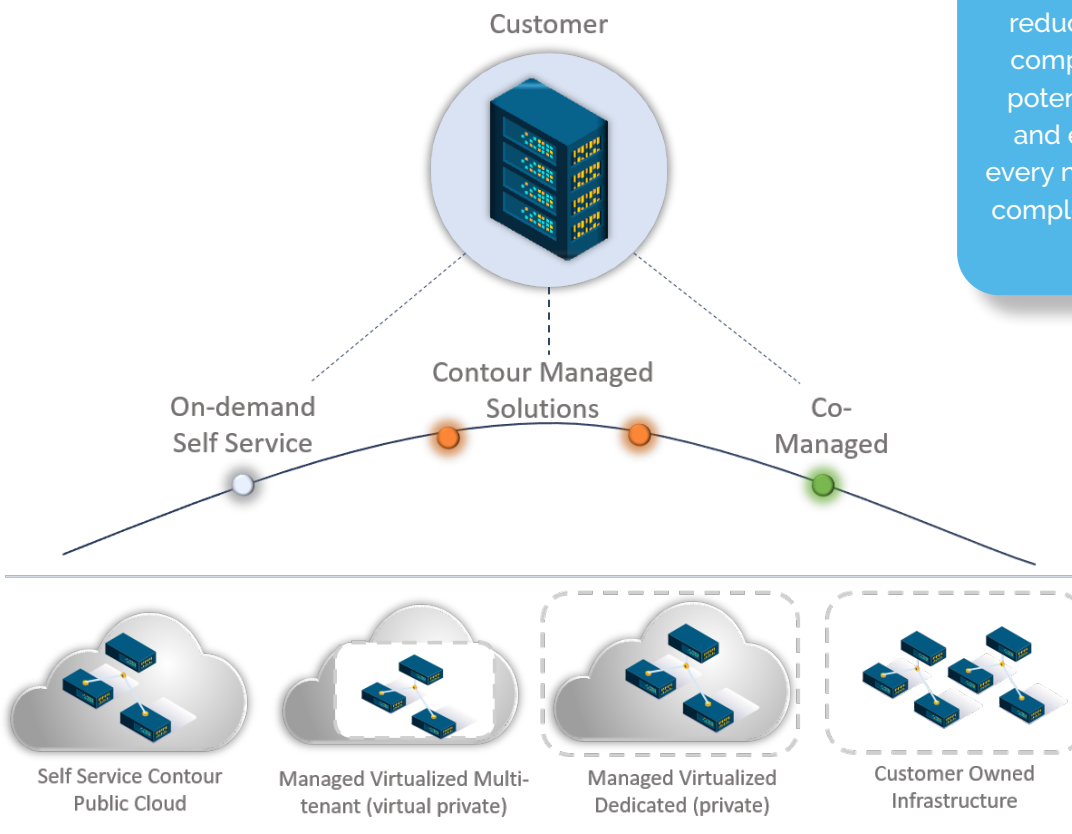
At Contour Data Solutions, we understand your challenges related to budgets, timelines, and SLAs as many people on our team are former IT executives. We offer highly technical resources, including wide-ranging expertise in:

- Designing private, public, and hybrid cloud solutions
- A multitude of operating systems, software, networking technologies, and hardware platforms
- Customer and vendor relationship management in all aspects of IT infrastructure
- Back up recovery and archiving, data management, disaster recovery, business continuity
- Managing enterprise-class operating systems for network technologies and server and storage platforms
- Enterprise virtualization software: VMware and Hyper-V
- Data synchronization and registration, RFID, EDI, and many related applications and platforms

We offer an expert consultative approach that boasts credentialed IT engineers. We have extensive technical training in all enterprise products.

## Contour manages IT for you...not the other way around

The cloud makes good business sense because it lets you focus on your business instead of the business of IT, while reducing costs. Cloud computing brings the potential to outsource and eliminate almost every non-mission critical complexity in an IT infrastructure.



## Reduce CapEx and OpEx

For many companies today, IT has become a must-have across industries. It's necessary not only to grow your revenue but also to maintain profitability as well as attract new customers, and enable innovation and agility. Moving to the cloud can help you reduce costs through:

- A shared server infrastructure as well as the ability to optimize data centers' hardware needs
- Being charged only for the energy you consume and not for idle servers
- Reducing the need for high-cost data center expertise personnel
- Avoiding up-front capital and redundancy expenses

Our cloud-ready solutions are adaptable, offering you a 100% customized engagement with all of our offerings. We help you budget for growth, taking into account, for instance, your current number of users, servers, data, and mission-critical applications.



## The best of both worlds with a hybrid cloud

Nearly all computing environments today are hybrid. Most likely there will always be something that you'll need to manage in-house. Our hybrid cloud addresses this—offering you the best of both worlds, and giving you the flexibility to tailor the services you consume to meet your requirements. Hybrid Contour Cloud is a cloud computing solution that blends and maximizes the best features of a multi-tenant public cloud and a dedicated or colocation private cloud environment.

It's ideal for businesses with mission-critical applications that must meet regulatory compliance and security demands yet don't want to run their whole application environment in the cloud—but want to leverage the scalability, flexibility, and cost savings of public cloud solutions for non-mission critical applications.

## Benefit from a virtual private cloud

The virtual private cloud model provides capacity with option such as a pay-as-you-go basis, offering a way to free previously isolated computing capacity and make system resources more accessible.

Our fully dedicated private cloud solution is ideal if you're a business with heavy regulatory compliance requirements. As hosted solution, private cloud eliminates the infrastructure, servers, network equipment, and dedicated IT staffing and management costs associated with operating your own data center—delivering significant savings on CapEx and OpEx. Let us manage your dedicated infrastructure with Managed Services if you prefer, or manage your own servers and leave the infrastructure monitoring to us.

**IT will always be IT**

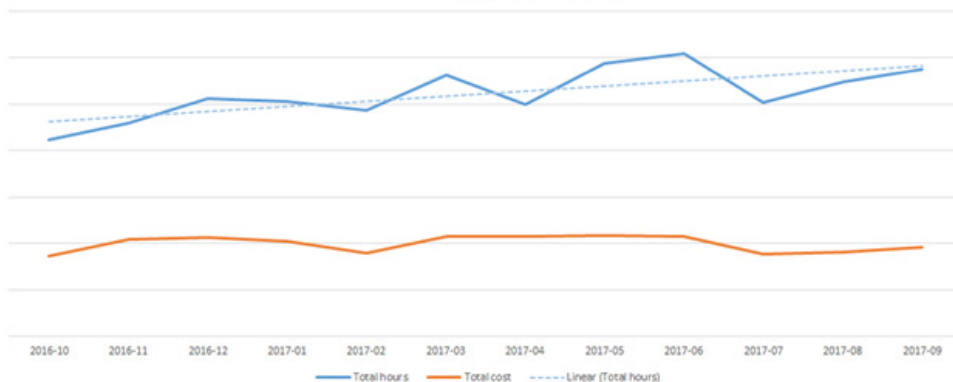
Just because large providers of public cloud computing built large cloud platforms doesn't mean they're solving your problems. IT is still IT. Business need and want a good platform, and intelligent and competent people who care. The surrounding people, process, and technology are what make the difference in your success.

## Enhance efficiencies by moving

Many companies are looking for greater IT and operational efficiencies. They must meet customers' diverse needs while improving time-to-market and reducing costs—all while managing existing complex infrastructures and legacy systems. Moving to the cloud eliminates the need to refresh technology every three years with infrastructure purchases.

With Contour cloud-ready solutions, you can gain all of the benefits of technology upgrades without actually needing to implement them. Concentrate your time and resources on business innovation instead of IT infrastructure maintenance, increasing efficiencies substantially, reducing costs, and boosting growth. Focus on your business—get out of the business of IT.

Usage & Amortized Cost



This graph shows the measurement of the total hours of AWS EC2 usage compared to the overall Contour Cloud costs of those resources. We can see clearly that while the overall EC2 usage is growing (Blue line), Contour Cloud optimization best practices keep the overall costs steady (Orange line). This is a great example of how Contour Cloud can maximize the value of your cloud instance.

**Cloud solutions: Increase efficiencies significantly**

## About us

A U.S.-based company, headquartered in Philadelphia, Contour Data Solutions, LLC is a leading Managed Services company that owns and operates our own Cloud Platforms in multi data centers in the United States. Contour's cloud-ready solutions for companies across industries regardless of size has allowed Contour to become a leader in Managed Cloud Solutions. We set out more than 12 years ago to help our customers bridge the gap between their business and technology objectives—and avoid costly technology project delays and misaligned expectations.

Our mission is to provide you with a valuable, reliable service so that you can focus on your business. We use a proven service engagement methodology and consultative approach to address your organizational goals, budget constraints, and technology integration challenges.

At the heart of our success is a core philosophy than blends insight, innovation, and practical thinking. We bring our passion for right-fitting technology to everything we do.

## Find out more

To learn more about how our cloud-ready solutions can help you solve your business and IT challenges, contact [sales@contourds.com](mailto:sales@contourds.com) or visit us at [www.contourds.com](http://www.contourds.com). We look forward to hearing from you.



4259 W Swamp Road Doylestown, PA 18902