

TRANSFORMATION NOW.



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OVERVIEW

SIMPLIFYING IT TRANSFORMATION AND NEW CLOUD SERVICES

CloudFX launched onto the Asia Pacific market in 2009 with a very clear vision: to set the global standard of excellence for delivering on the promise of technology. Since inception, we have established a world-class reputation in the art of simplifying the process of technology and business transformation. Through our unrivalled advisory and execution services – and now our multi-vendor cloud platforms and services – we help our customers transform their businesses.

WE BELIEVE TECHNOLOGY TRANSFORMATION IS A JOURNEY AND WE ARE THE GATEWAY TO ITS PROMISE

When building enterprises of the future, we start with future goals in mind. CloudFX works with its customers to define primary business goals as the starting point of determining the core technology pillars that will support and achieve these goals. We develop a strategic implementation plan with key milestones, and then our team of experts work collaboratively with your team to the successful completion of projects and beyond. CloudFX takes a pragmatic yet sophisticated approach to transforming IT infrastructures and businesses, never wavering from a focus on setting you up for long-term success. We take the fear out of embracing new technology, as we work with you every step of the way toward a clear end goal.

WE'VE DEVELOPED A STELLAR PORTFOLIO OF CLOUD-ENABLEMENT PRODUCTS AND SERVICES

We've come to realize that no single vendor is in a position to deliver the level of change that enterprises require for all that IT transformation and cloud enablement entails. So we worked hard and assembled the strongest cloud partner ecosystem in the industry, and then we built multi-vendor cloud platforms – including our Cloud Consult, Cloud Select Cloud Service Brokerage (CSB) and Cloud DMS platforms – which feature dedicated client portals, single billing and Tier-0 and Tier-1 multi-vendor support.

WE TRANSFORM BUSINESSES INTO INDUSTRY-LEADING ORGANIZATIONS

We help our clients leverage new technology for new competitive advantage. We also promise a revolutionary vendor-client experience.

We have no hesitation in promising our customers and partners a 100% world-class outcome when they choose CloudFX, because we have the best international talent in the industry.

We have no hesitation in promising our customers and partners a 100 percent world-class outcome when they choose CloudFX, because we have the best international talent in the industry. We don't just talk the talk, we walk the walk.

We have more than 900 projects under our belt in Asia – in the past three years alone – with a treasure trove of IP captured, stored, analysed, refined and now incorporated into every CloudFX product, service and engagement. Recent multi-million dollar investments from global technology powerhouses Intel Capital and Cisco Systems are fueling our growth and assure our clients that we're here to stay.

A MEASURABLE, PHASED AND PRAGMATIC APPROACH TO IT TRANSFORMATION

At CloudFX we follow a model with three stages of IT transformation. Following this model provides us with a measurable, phased and pragmatic approach to the delivery of positive and sustainable IT transformation for our clients. We help clients evolve away from expensive and underutilized IT to an elastic and scalable "IT as a service" model.

Transition - Consolidate for greater control
Transform - Converge for true business agility
Innovate - Extend resources focused on value creation

WE ARE PASSIONATE FOR OUR WORK AS WE ARE PASSIONATE FOR OUR WORLD

We are a catalyst of transformational change for our customers. We are extremely motivated by the exciting new world we're creating together with our clients, helping build technology-powered businesses unlike any seen before. We are on the threshold of a revolutionary merging of business and technology, finally delivering upon the promise of technology to transform business – and the world.

WE ARE NOT INTERESTED IN FOLLOWING THE PACK – WE'RE LEADING IT

At CloudFX, we are ahead of the game and plan to stay out front, helping our customers make sense of and harness the new technology revolution taking place – and ensuring they reap significant benefits for the effort.

OUR WORK

We help companies harness the promise of technology

CLOUDFX IS A DYNAMIC AND PROGRESSIVE IT TRANSFORMATION AND CLOUD SERVICES ENABLEMENT FIRM – A CLOUD TECHNOLOGY BUSINESS ENABLER.

We offer advisory services, cloud platforms and a partner ecosystem that together deliver on the promise of cloud computing technologies. Our multi-vendor cloud platforms and strategic services help transform businesses into high-performance, industry-leading organizations with cloud technology as the core driver of innovation and competitive advantage. We unwaveringly focus on delivering 100 percent customer satisfaction with every CloudFX product, service and engagement.

PLATFORMS AND AN ECOSYSTEM THAT DELIVER THE PROMISE OF CLOUD

We've come to realize that no single vendor is in a position to deliver the level of change that enterprises anticipate – not because of the technology, but because of the deep level of knowledge and skills required in numerous complex domains. We know the next technology revolution can only succeed with a world-class ecosystem of IT vendors. Our team has brought together the richest cloud ecosystem in the IT industry today, with all of the Tier One technology vendors our valued partners.

Our commitment to partnerships is unmatched, and we continue to build and invest in partnerships as a driving force for our business.

A COMPREHENSIVE END-TO-END SERVICE AND SOLUTIONS PORTFOLIO

We have built a comprehensive end-to-end IT transformation service and solutions portfolio – from strategic advisory to architecture and integration to service management, operational transformation and Cloud Service Brokerage (CSB). Featuring dedicated client portals, single billing and Tier-0 and Tier-1 multi-vendor support, our cloud-enablement platform services include:

Cloud Consult – our software as a service that automates the analysis and consult phase of IT transformation and cloud services enablement, delivering deep insights into cloud and IT usage and opportunities.

Cloud Select – our Cloud Service Broker that eliminates the complexity associated with choosing and managing multiple cloud services, physical and virtual service asset management, and service orchestration.

DMS (Data Management and Analytics) – storage offered as a service with standard interfaces.

Our focused, passionate technologists have specialist expertise and a deep understanding of cloud technologies.

SERVICES AND EXPERTISE FOR BUSINESS-DRIVEN IT TRANSFORMATION

We have a demonstrable track record of executing flawless IT transformation via our professional services for major Asian enterprises. Using virtualisation, world-class tools, and our own IP, we automate service delivery and accelerate benefits realization. We have virtualised over 218,000 servers, 5,000 TB of storage and more than 250,000 client devices in the past few years alone.

Our experience and expertise in infrastructure consolidation and optimization is unrivalled, along with:

- 1) Industry - leading specialist capabilities across all virtualization and cloud domains
- 2) Purpose - built intellectual property crafted through 900 recent engagements
- 3) Our ability to help clients separate industry and vendor rhetoric from fact

STAFF THAT ARE THE BEST OF THE BEST

Our focused, passionate technologists have specialist expertise and a deep understanding of cloud technologies. We continue to work hard every day on building even deeper and broader expertise in all aspects of this highly specialized and fast-evolving technology domain. We keep an unwavering focus on delivering value to our customers by working with them to enable transformation, build capability, unlock business value and deliver improved business results and competitive advantage.

OUR STORY

CLOUDFX IT TRANSFORMATION AND CLOUD SERVICES ENABLEMENT

SIMPLIFYING THE PROCESS OF IT TRANSFORMATION

CloudFX was founded in Singapore in 2009 by Damian Crotty, a seasoned veteran executive of the IT industry, with a clear understanding that cloud computing is disrupting business as usual and a clear vision: to set the global standard of excellence for delivering upon the promise of technology by simplifying the process of IT transformation.

RECOGNIZING THAT THE PRESSURE IS ON FOR IT TRANSFORMATION

During Damian's 15 years managing enterprise technology business units for leading global technology vendors, he concluded that the conventional industry model – where vendors transact products and enterprises attempt to strategically integrate solutions – is deeply flawed. This dichotomy has led to systemic under-delivery by IT, exacerbating the perception of IT's inability to deliver upon strategic business goals and leaving IT organizations under extraordinary pressure to transform.

HELPING COMPANIES NAVIGATE THE SEA CHANGE OF CLOUD

The result of the silo'ed approach to IT service delivery is that a majority of IT customers today are dissatisfied with their virtualization deployments, which stalls progress around critical business transformation initiatives that extend into the cloud. Because today's cloud technologies require an unprecedented level of planning, design and implementation skills across multiple complex technology domains, we believe IT customers require a new narrative for change and new partners to support them.



We believe technology transformation is a journey. And we are the gateway to its promise.

DELIVERING A STELLAR PORTFOLIO OF CLOUD-ENABLEMENT PRODUCTS AND SERVICES

We've come to realize that no single vendor is in a position to deliver the level of change that enterprises anticipate, so we've built cloud platforms – including our Cloud Consult, Cloud Select managed Cloud Service Brokerage (CSB) and Cloud DMS platforms – with dedicated client portals, single billing and Tier-0 and Tier-1 multi-vendor support. We've worked hard to build the strongest cloud partner ecosystem in the industry.

LEADING THE TRANSFORMATION TO A FUNCTIONAL IT VENDOR-CLIENT MODEL

CloudFX is leading the transformation to a more functional IT vendor-client model with a focus on long-term strategic client success in the new world of cloud. With technology innovation continuing to move at an alarming rate, CloudFX is committed to helping clients rationalize and quantify IT decision pathways, independent of vendor-driven scenarios. We believe technology transformation is a journey – and we are the gateway to its promise.

DELIVERING 100% CLIENT SATISFACTION

Today CloudFX is an IT Transformation and Cloud Services Enablement firm with a rich ecosystem of industry-leading partners. Recent multi-million dollar investments from global technology powerhouses Intel Capital and Cisco Systems are fueling our growth and assure our clients that we're here to stay. We unwaveringly focus on delivering 100 percent customer satisfaction with every product and service we offer – as we are deeply committed to long-term relationships with our clients, underpinned by unlocking measurable business value and delivering new business capabilities.

LEADING THE WAY – CLOUDFX IS, QUITE SIMPLY, AHEAD OF THE GAME

Our purpose has never been clearer; our commitment to positive change never greater; our value proposition never stronger. Our clients are on a journey and so are we. We believe that together we can bring about change in your business, the industry and the world.

OUR BELIEFS

We always make recommendations that are only in our clients' best interests.

1

Virtualization and cloud are the most transformative technologies in 20 years.

They offer a new opportunity to drive unprecedented IT transformation, reducing expenses and complexity while increasing business agility and innovation.

2

IT transformation and cloud IT enablement is disrupting business as usual.

Some enterprises are feeling the pressure to evolve to cloud. Other enterprises have begun doing things never done before, while also reducing carbon footprints dramatically.

3

IT transformation and cloud demand a change in IT vendor-client relations.

With a new model of long-term strategic alignment, we are driven to deliver 100 percent customer delight.

4

IT transformation and cloud require demanding skills across complex domains.

We've come to realize that no single vendor is in a position to deliver the level of change that enterprises anticipate, so we've built multi-vendor platforms and the strongest cloud partner ecosystem in the industry.

5

A focus on hiring the best of the best international talent pays off.

Hiring only the very best talent fuels CloudFX growth while ensuring our clients always get the most excellent products, services and results, every time.

6

A focus on customers over commerce, and experience over expense, wins.

This is part of what sets us apart. We ensure that the right people with the right skills and the right experience manage all projects, products and services.

7

Objectivity and integrity are achieved by operating independently.

We always make recommendations that are only in our clients' best interests.

8

By operating globally and executing locally, we deliver unparalleled value.

9

Technology transformation is a journey, and we are the gateway to its promise.

OUR METHODOLOGY

Our expertise and methodology remove the fear from new technology.

WE START WITH YOUR VISION

We always start with your vision – where do you want to go? We then develop a technology strategy and plan aligned to your business goals, with an unwavering focus on working hand-in-hand with you to build sustainable technology-driven competitive advantage and long-term successful growth.

AND, SURPRISE – WITH CLOUDFX – NO HIDDEN SURPRISES.

CloudFX takes a pragmatic yet sophisticated approach to transforming your IT. Our expertise and methodology remove the fear from new technology. The CloudFX Project Management Office (PMO) utilizes a methodology that blends PMBOK (Project Management Book of Knowledge) and Prince2 (PRojects IN Controlled Environments) within an ITIL (Information Technology Infrastructure Library) v.4 framework to ensure solution implementation expectations are always met or exceeded.



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OVERVIEW



CURRENT STATE OF IT

**Disparate
(multiple SLAs and vendors)**

- Fragmented
- Sub-optimal
- High costs
- High complexity

1

TRANSITION

**Consolidate for
greater control**

- Simplify complexity
- Reduce costs and risk

2

TRANSFORM

**Convergence for true
business agility**

- Improve productivity
- React to change faster
- Improve flexibility
- Accelerate time to market
- Reduce additional costs

3

INNOVATION

**Extend resources focused on
value creation**

- Increase competitive differentiation
- Improve customer experiences

4

The IT world is changing. With new products, an increasing reliance on mobile devices, big data and – perhaps most significantly – cloud computing, CIOs are being forced to adapt to the changing times and shift from a reactive, order-taking culture to driving business growth and organizational improvement.

CLOUD IS DISRUPTING BUSINESS AS USUAL

The evolution of cloud computing as an alternative model of IT services has disrupted “business as usual.” The effects span across strategic planning, IT financial modeling, technology validation, organizational readiness, operational management and IT service delivery.

IT TRANSFORMATION IS CHALLENGING

Transitioning to the cloud has made the process of IT Transformation both multi-dimensional and an inherently complex process for enterprises to manage. Organizations that believe this process is analogous with a typical IT planning and delivery methodology are at significant risk. These risks are amplified when poor strategic planning, unsophisticated governance models, inexperienced execution teams, insufficient resourcing and inadequate risk management are present.

EXACTLY WHAT IS “IT TRANSFORMATION”?

IT (Business) Transformation has been described as “a comprehensive change to an IT organization – spanning its processes, technologies, culture,

sourcing and delivery models – that enables continuous step-change improvements in business capabilities supported by significantly stronger IT capabilities at lower costs.”

OUR PHASED, PRAGMATIC APPROACH TO IT TRANSFORMATION

At CloudFX we follow a model with three stages of IT transformation, which provides us with a measurable, phased and pragmatic approach to the delivery of positive and sustainable IT transformation for our clients. We help clients evolve away from expensive and underutilized IT to an elastic and scalable “IT as a service” model.

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What is the new role of IT in the world that is emerging, and what is the path to success? We believe that to succeed today requires an innovative IT strategy that reflects a rethinking of market fundamentals with new models to better serve customers.

TRANSITION

Many organizations today have evolved to what we call “The Accidental Architecture” – this is what happens when disparate point solutions have been cobbled together over the years. In the end, most applications and services are under-utilized, provide disparate service levels, are inherently complex and extremely expensive; in summary, they under-deliver on business expectations and along with that, so has IT.

DEALING WITH “THE ACCIDENTAL ARCHITECTURE”

The transition phase of our IT transformation model is about the amalgamation of legacy and physical infrastructure into highly consolidated pools of virtual resources. The keys to an effective transition phase execution include:

- 1) Detailed analysis of the current IT environment
- 2) A deep understanding of dependencies across data center(s)
- 3) Thorough application profiling exercises and analysis
- 4) Architecting a consolidated and optimized future environment

MOVING BEYOND SERVER VIRTUALIZATION INTO THE CLOUD

Virtualization of infrastructure allows organizations to gain greater control of their environments and higher utilization yields from IT assets, significantly reducing both capital and operating expense – with up to 40% savings in annual expenditure common for many enterprises. Interestingly, most organizations have only pursued server consolidation to date. However, the same or greater benefits can be realized through the focused pursuit of storage, network, application and client virtualization projects, all of which are a focus during the transition stage.

THE BEST ONE-OFF OPPORTUNITY FOR IT COST SAVINGS

We believe that the transition phase represents the single greatest one-off opportunity for asset utilization improvements and cost savings available to most IT organizations today. The transition stage involves simplifying complexity and reducing costs and risk, ultimately consolidating systems for greater control. At the successful conclusion of the transition phase, CloudFX clients are “cloud aware and cloud ready.”

We believe that the transition phase represents the single greatest one-off opportunity for asset utilization improvements and cost savings available to most IT organizations today.

TRANSFORM

Our experts' ability to abstract from the technology layer and truly understand the business drivers and requirements of our clients has enabled CloudFX to become a leading authority on IT business transformation. We remain steadfast in our commitment to bring positive, meaningful change to our customers who are looking for a trusted, experienced, outcome-focused IT partner for meaningful IT transformation.

CloudFX transforms businesses into high-performance, industry-leading organizations with technology driving innovation and competitive advantage.

WHAT IT TRANSFORMATION LOOKS LIKE

The transformation phase is best described as the evolution from a virtualized IT environment to a cloud-enabled environment. The IT organization becomes increasingly responsive to business needs by delivering superior service-level performance and enhanced time to market on new customer-facing IT services. The transformation phase is about convergence of systems for true business agility that:

- 1) Improves productivity
- 2) Reacts to change faster
- 3) Improves flexibility
- 4) Accelerates time to market
- 5) Further reduces costs

AUTOMATED AND SELF-PROVISIONED IT FOR INCREASED BUSINESS AGILITY

Increased business agility is achieved through the creation of an automated and self-provisioned IT service catalog. This catalog publishes the services type, level and costs associated with business-aligned, business-enabling services. The success of this transition from physical to virtual also requires the evolution of operational management practices specific to people and process – specifically around infrastructure service provisioning and capacity management.

NEW AND ENRICHED IT SERVICES UNLOCK COMPELLING VALUE

The introduction of automated service provisioning through published service catalogs impacts the way organizations source, plan, manage and consume IT services. It also opens up a set of possibilities which IT has historically not had available – like leveraging third-party cloud services at much lower costs with greater choice and functionality, as opposed to delivering all IT services internally and, generally, reactively.

The transformation phase has significant impact on IT's ability to create meaningful business alignment and service agility. When done correctly, it unlocks unprecedented value to an organization.

FACE THE CHALLENGE WITH CLOUDFX AS YOUR PARTNER

In our experience, the transformation phase is the most challenging and complex of the steps to full IT transformation. Clients should partner with organizations that have demonstrable capabilities in both service automation and organizational transformation. CloudFX has specialist divisions dedicated to the creation, refinement and implementation of world-class IP that accelerates the realization of cloud benefits and drives end-to-end business-enabled IT operations.

A woman with long, wavy blonde hair, wearing a grey blazer, is smiling and looking at a tablet computer. She is sitting at a table with a white coffee cup. In the background, a man is blurred, looking at a laptop. The setting appears to be a modern office or cafe.

It portrays a model of elastic, seamlessly automated, business-enabling value-rich services that radically transform the relationships between IT and business.

INNOVATE

The innovate phase describes the ultimate role of IT in the cloud era, with the IT organization becoming a "Cloud Service Broker." The enterprise IT service broker intermediates between cloud service providers and internal business units, orchestrating IT services around the strategic needs of business units and people to:

- 1) Increase competitive differentiation
- 2) Improve customer experiences
- 3) Extend resources focused on value creation

NEW SERVICES DELIVER NEW COMPETITIVE DIFFERENTIATION AND ADVANTAGE

We believe the innovation phase of IT transformation offers the most exciting changes for IT in decades. It portrays a model of elastic, seamlessly automated, business-enabling value-rich services that radically transform the relationships between IT and business. By utilizing a new and enriched set of IT services, organizations can develop new business capabilities that are underpinned by service product innovation and the creation of differentiated customer experiences.

INNOVATE WITH CLOUDFX CLOUD SELECT CLOUD SERVICES BROKERAGE

We believe that the selection, integration, orchestration and management of cloud services is inherently complex, and many organizations will fail; however, the Cloud Select platform from CloudFX represents a highly optimized starting point for enterprises that want to fast-track their IT innovation and realize the unprecedented benefits which cloud offers the enterprise today.



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OVERVIEW

A BROAD PORTFOLIO OF PROFESSIONAL AND MULTI-VENDOR CLOUD PLATFORM SERVICES

CloudFX Operations span seven specialist divisions, each with its own solutions portfolio. Each portfolio has been developed and designed to bring about meaningful change in the way cloud IT services are implemented, managed and delivered for our clients. These multifaceted and interrelated portfolios reflect – and are aligned with – our three-stage model of IT Transformation:

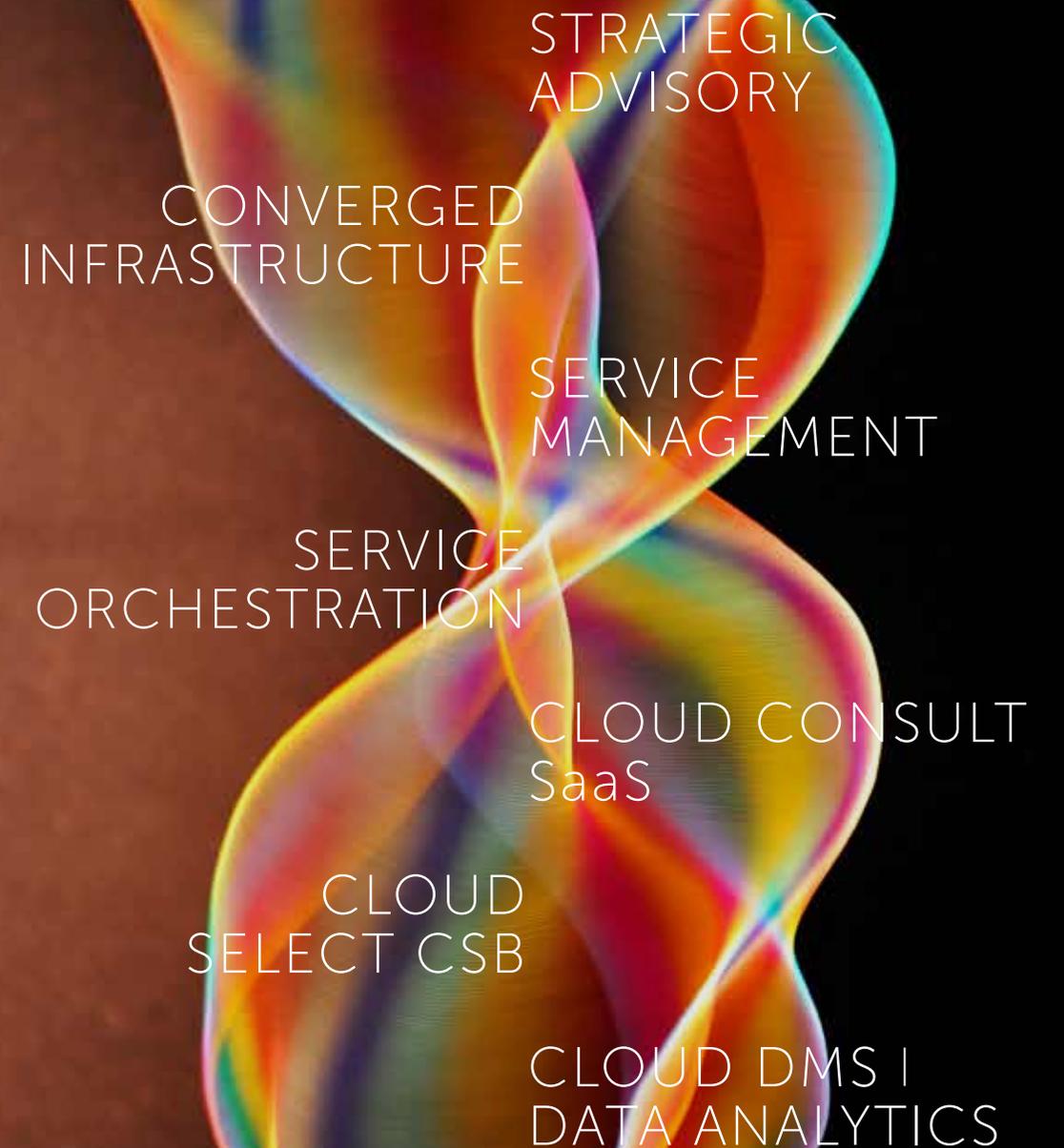
- Transition - Consolidate for greater control
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The Cloud FX solution portfolios provide an end-to-end value chain, which – when fully leveraged – has the power to unleash significant value and positive change for your business.

LEADING THE CLOUD TRANSFORMATION IN ASIA PACIFIC AND JAPAN

CloudFX has become the partner of choice for leading global technology organizations – including Cisco, VMWARE, EMC, NetApp, Intel, CSC and VCE – for large, complex, scaled-out virtualization and cloud projects all across Asia Pacific and Japan. We always give our clients 110%. Our track record for “going the extra mile” for partners and customers is renowned industry-wide.

We deliver thoughtful strategy development, effective design and efficient delivery of world-class cloud computing solutions tailored for our clients’ businesses.



STRATEGIC ADVISORY

CLOUDFX STRATEGIC ADVISORY SERVICES INCLUDE:

- 1 Strategic Business Advisory & Financial Planning Services
- 2 IT-Led Business Model & IT Operating Model Deployment Services
- 3 Cloud Product Portfolio – Analysis | Creation | Definition Services
- 4 Customer Analytics & Strategy Services (Internal / External)
- 5 Cloud Market & Competitive Analytics Services (Service Providers)

The IT world is changing. Accelerating trends – including mobile, big data and, most importantly, cloud computing – are forcing today's technology leaders to shift their reactive, order-taking cultures into renewed organizations that drive business growth and competitive advantage. The multi-layered transformation this entails carries with it critical questions for forward-thinking IT leaders: what is the role of IT in this new order that is emerging, and what is the path to success for enterprises and service providers?

We believe IT requires an innovative strategy that reflects a rethinking of market fundamentals while envisioning new models that better serve customers.

CAPTURE THE PROMISE OF VIRTUALIZATION AND CLOUD

Cloud computing and virtualization provide a tightly integrated computing framework that simplifies and transforms IT. Cloud computing enables businesses to eliminate costly and inefficient silos of IT infrastructure and architect new IT environments that can intelligently and dynamically respond to business needs. Cloud delivers a scalable, secure and manageable infrastructure. This means you can reduce complexity and costs, while empowering the organization with more agility, flexibility and reach.

Our expert consulting services can provide a comprehensive blueprint for your seamless transition into a fully cloud-enabled business.

WORLD-CLASS, IMPARTIAL EXPERTISE

As the promise of virtualization and cloud computing becomes clearer, our clients are expressing the need for world-class, impartial expertise to help them understand the impact that these technologies will have on their businesses. These technologies have the potential to spur innovation and enable competitive differentiation. They are the driving force behind businesses of all types becoming increasingly reliant on technology to drive financial growth, streamline operations, gain market reach and deliver improved customer intimacy.

A POWERFUL FRAMEWORK FOR CRITICAL TECHNOLOGY-RELATED DECISIONS

Our Strategic Advisory work serves as a powerful framework for your critical technology-related decisions, while providing a foundation for detailed planning to ensure all work is focused on common goals and objectives. Our advisory services enable you to explain your IT strategy to others – from partners and employees to customers and analysts – in order to inform, motivate and involve them throughout your transition into a cloud-enabled business.

STRATEGIC PLANNING AND EXPERIENCED IMPLEMENTATION

CloudFX works with clients to implement strategic planning that encompasses company and IT vision, mission, objectives, values, strategies, goals and programs. This is complemented by the development of a financial plan, with supporting business cases, that quantifies the investment and financial return on the technology that can transform your IT environment.

A THOROUGH, DATA-DRIVEN, ANALYTICAL APPROACH

We take an analytical approach to understanding which service products, billing, metering, consumption models and operational strategies are required to implement world-class IT service management and delivery for your company. We provide recommendations on the operational management and support frameworks you may require to align products, people, process, planning and operational protocols with back-office support functions – spanning service creation, management, delivery, reporting, administration, architecture and support.

Our Strategic Advisory services provide a blueprint for your team to follow in order to streamline your operations and build a world-class brand built upon the highest quality customer experience and IT service delivery.

CONVERGED INFRASTRUCTURE

The proliferation of IT sprawl has caused operating costs to increase and productivity to decline, stifling agility and flexibility. These costs now consume two-thirds of the average organization’s technology budget. The solution is Converged Infrastructure, which centralizes technology resources and consolidates systems to increase resource utilization rates and reduce costs. This is achieved by the creation of pools of computers, storage and networking resources that can be shared by multiple applications and managed in a collective manner using policy-driven processes.

UNLEASH NEW INNOVATIONS AND OPPORTUNITIES

Such a converged infrastructure enables rapid delivery of IT services, which increases business efficiency and agility. The process of ordering, configuring and deploying new servers and other IT services – which previously has taken weeks and involved multiple departments – is reduced to a few minutes and a few mouse clicks. This increased IT agility has the potential to unleash new innovations and opportunities for every enterprise willing to embrace them.

FACE THE CHALLENGE WITH CLOUDFX AS YOUR PARTNER

However, converging infrastructure isn’t generally simple or easy, because the complexity and sprawl to clean up can be so extensive. Today, industry-

wide, many cloud projects are failing – or at least fail to deliver on their promise. We believe the problem is often poor-quality project strategy and design, frequently driven by traditional IT organizations that have evolved to a place where they now lack structure, clear vision, defined roles and effective governance policies.

START WITH A SOLID STRATEGY AND DESIGN FOUNDATION

Converged Infrastructure work is part of the “Transition” stage of our IT Transformation Model. We understand that success starts with a solid strategy and design foundation. With so many specialized components, concepts and technologies involved with converging infrastructure, it is crucial your design team is equipped to make design decisions that ensure maximum value realization with minimal risk.

BUILD SOLUTIONS FOR YOUR UNIQUE ENVIRONMENT

We start with strategy, lead with design and succeed through execution. We use proven design principles and migration strategies to ensure our Converged Infrastructure projects deliver outcomes that are tightly aligned with your business goals and IT strategy. Solutions are designed for your unique environment and delivered to clear specifications.

CLOUD FX CONVERGED INFRASTRUCTURE SERVICES

CloudFX provides end-to-end Converged Infrastructure services with extensive experience in the following areas:

- 1 Software & Hardware Cloud Adoption and Vendor Planning
- 2 Virtual and Cloud Architecture
- 3 Virtual and Cloud Design
- 4 Virtualization and Hardware Build
- 5 E2E Integration Services
- 6 Security & Compliance
- 7 Data Centre Efficiency Analysis
- 8 Management Optimization
- 9 Migration Services

SERVICE MANAGEMENT

From strategy to implementation – spanning integration services to business process improvement to system optimization – CloudFX offers a full spectrum of BSM consulting services, including:

- 1** Business Transformation Design & Delivery
- 2** Cloud-aligned Business Service Management
- 3** Cloud-aligned IT Governance, Risk Management & Compliance
- 4** IT Project & Program Management
- 5** Business Continuity & Business Service Impact Management
- 6** Multi-Supplier Integrations / Managed Service Provider Data Transaction Service

The knowledge, tools and services to improve IT performance, optimize process results and lower overall risk.

Virtualization and cloud technologies are widely accepted as big opportunities today. The substantial cost savings, accelerated ROI, greater resilience and improved flexibility offered by virtualization make this transition a highly attractive proposition. Organizations are coming to realize that they need to transition their corporate data centers to virtualized infrastructures in order to reduce IT costs and enable new services. However, typical challenges with business transformation can hamper success.

ALIGN IT PROCESSES WITH BUSINESS OBJECTIVES

Investment in – and full adoption of – delivering IT as a performance-driven service aligned with business objectives is growing, yet remains low. Most IT departments are still spending the lion’s share of their IT budget on basic maintenance to keep core operations running. Yet, the organizations that will survive and thrive into the future are planning for the long-term cloud landscape and aligning their IT processes with their business objectives by utilizing Business Service Management.

LEVERAGE BUSINESS SERVICE MANAGEMENT

Business Service Management (BSM) is an approach used to manage business-aligned IT services. BSM promotes a customer-centric

and business-focused approach to Service Management – aligning business objectives and priorities with IT – from strategy through to operations, including a focus on processes for continual improvements.

CREATE CLOUD-ALIGNED IT INFRASTRUCTURES

CloudFX believes CIOs are currently faced with three critical challenges that Business Service Management (BSM) can help address:

- 1) Reduce cost of operations
- 2) Drive operational efficiencies
- 3) Deliver consistent and stable IT performance

Creating cloud-aligned IT infrastructures is the key to succeeding with these challenges. Improving governance with respect to people, process and technology is also a critical part of this process.

CLOUDFX BSM EXPERTISE AND EXPERIENCE YOU CAN COUNT ON

CloudFX’s Business Service Management team has been involved in many large and sophisticated IT and Business Transformation projects around the globe, gaining extensive experience working with eTOM, ITIL, ITSM and BSM. We provide the knowledge, tools and services that organizations need to improve their performance, optimize process results and lower overall risk.

SERVICE ORCHESTRATION

A key enabler of IT transformation, Service Orchestration automates the delivery of IT services. Service Orchestration involves connecting and automating workflows, stitching software and hardware components together, as well as designing and implementing the architecture, tools and processes to automatically and efficiently deliver and scale defined services. Done well, processes become transparent, configurable and connected.

ALIGNMENT OF SERVICES TO THE BUSINESS

The orchestration of IT services is about aligning the appropriate applications, data and infrastructure to clearly defined business needs and goals. Orchestration is the main engine of an efficient service management and provisioning system, which becomes a provider's online interface with users and consumers. To realise the benefits of cloud, you need to leverage a fully virtualised platform that can dynamically provision IT resources and utilise Service Orchestration for flexibility and responsiveness.

SERVICE ORCHESTRATION IS ABOUT PROCESS AUTOMATION

Service Orchestration is first and foremost a process automation system, pulling work items through a process in an efficient, logical and intelligent manner. Orchestration defines and enables policies and service levels through automated workflows, provisioning and change management – creating an application-aligned infrastructure that can be scaled up or down based on the needs of each application. Orchestration also provides for centralized management of resource pools, including billing, metering and show back/charge back for consumption.

PRIME BENEFITS OF CLOUD SERVICE ORCHESTRATION

Orchestration automates the configuration of physical and virtual entities and controls the allocation of resources shared among a number of virtual services. It also provides the ability to measure, scale and reclaim resources, enabling IT organizations to substantially reduce costs and improve infrastructure efficiencies by maximizing usage of a shared pool of resources. Service Orchestration accelerates infrastructure delivery and:

- 1) Increases business agility by enabling faster time-to-market strategies
- 2) Allows you to move away from activity-based and ad-hoc approaches
- 3) Eliminates manual touch points and disconnected systems
- 4) Minimizes "the usual" delays and improves enterprise collaboration
- 5) Provides integrated workflows with system-spanning approval chains
- 6) Improves cycle time, compliance, adaptability, traceability and accountability

Automate the configuration of physical and virtual entities, and control the allocation of resources shared among virtual services.

CLOUDFX ORCHESTRATION, MANAGEMENT AND AUTOMATION (OMA) PLATFORM

To support intelligent and efficient cloud orchestration, CloudFX has developed a robust Orchestration, Management and Automation (OMA) platform with the following features:

- 1) Self-Service Cloud Portal
- 2) Product and Service Catalogue
- 3) Workflow Engine for Task Automation
- 4) Reporting and Billing

When working with clients on the journey to cloud, we start with a questionnaire and a scorecard to discover and clarify the maturity levels for components required to successfully introduce new services. We look at individual components in detail and provide options and recommendations on how you can develop a more robust orchestration platform from a people, process and technology perspective.

SERVICE ON-BOARDING

A new service requires adequate infrastructure capacity that is able to scale up or down on demand. It requires infrastructure automation and monitoring in place in order to quickly build up the required compute, network and storage resources. Our OMA platform helps you define these processes, including tools for designing, building and deploying new services. This, along with having the right people and partners in place, empowers fast time to market for your services.

END-USER ON-BOARDING AND SERVICE ORDERING

A self-service portal is vital to the success of any platform, allowing consumers and users to register, order and manage services quickly and effortlessly. Our self-service cloud portal enables the rapid deployment of new catalogue items, is highly secure and allows consumers to track their service requests.

SERVICE LIFECYCLE MANAGEMENT

Service lifecycle management refers to the management of an operational service throughout its lifetime, from when a customer starts using a service until they choose to decommission, cancel and/or delete the service. Our OMA offers users the ability to fulfill their operational responsibility for a service, while also giving service providers the ability to track a service throughout its lifecycle.

REPORTING AND BILLING

The on-demand, agile and instantly scalable nature of the cloud demands a responsive billing engine. Our OMA provides visibility into services and pricing so customers have a clear understanding of what they are paying for. This helps them monitor and track service levels (and SLAs), develop accurate budgets, and effectively plan resources for busy periods.

CLOUD CONSULT

MAKING THE RIGHT IT DECISIONS JUST GOT A LOT EASIER

Successfully used in some of the largest corporations in the world – and refined in over 900 projects over the past few years – Cloud Consult’s business analytics and planning toolsets have been designed with our clients’ needs in mind. Cloud Consult includes the following services:

- 1 IT Transformation Business Case Development and ROIC Modeling
- 2 Cloud Operational Maturity Assessment
- 3 Service Orchestration Maturity Assessment

- 4 Private Cloud Costs & Benefits Analysis
- 5 Datacenter Consolidation and Audit Framework
- 6 Desktop Virtualization TCO Modeling
- 7 Cloud Workload Migration TCO Modeling and Risk Management
- 8 Storage Virtualization TCO Analysis and Planning
- 9 Virtualization Operational Assessment and Recommendation

Over the past five years, CloudFX has developed a comprehensive portfolio of automated decision support frameworks for IT Transformation that brings insight to critical decision-making processes for IT and business leaders. Our objective is to improve the way IT decision making is formulated – and to ensure that the decision making process is increasingly data driven. Ultimately, we want to support and empower clients in their ability to:

- 1) Rationalize, quantify and make clear determinations on best technology choices
- 2) Accurately forecast how such decisions will impact their businesses in the future
- 3) Implement new strategies that use cloud to innovate and differentiate services

THE STATE OF IT IN THE ENTERPRISE TODAY

Utilization of expensive and depreciating assets is hopelessly low. IT service levels are disparate and underperforming. Operational complexity is high and continues to increase, as user satisfaction sputters. This environment we’re stuck in points to a lack of quality in traditional IT decision-making processes. In many cases, IT organizations have not taken the time to complete focused strategic IT planning or deep analysis – either because of the implicit trust placed in IT vendors, poor planning discipline, or a lack of available tools to facilitate the process.

HOW DO WE AVOID THE IT PLANNING MISTAKES OF THE PAST?

The emergence of an alternative source of quality, low-cost IT services via cloud providers has exposed the financial and operational inefficiencies

around traditional IT service delivery. Across the world, IT is being pressured to “transform.” As part of this, technology leaders need to start making decisions driven by a strategy for their business to become enabled, innovative and differentiated through its use of cloud-based IT.

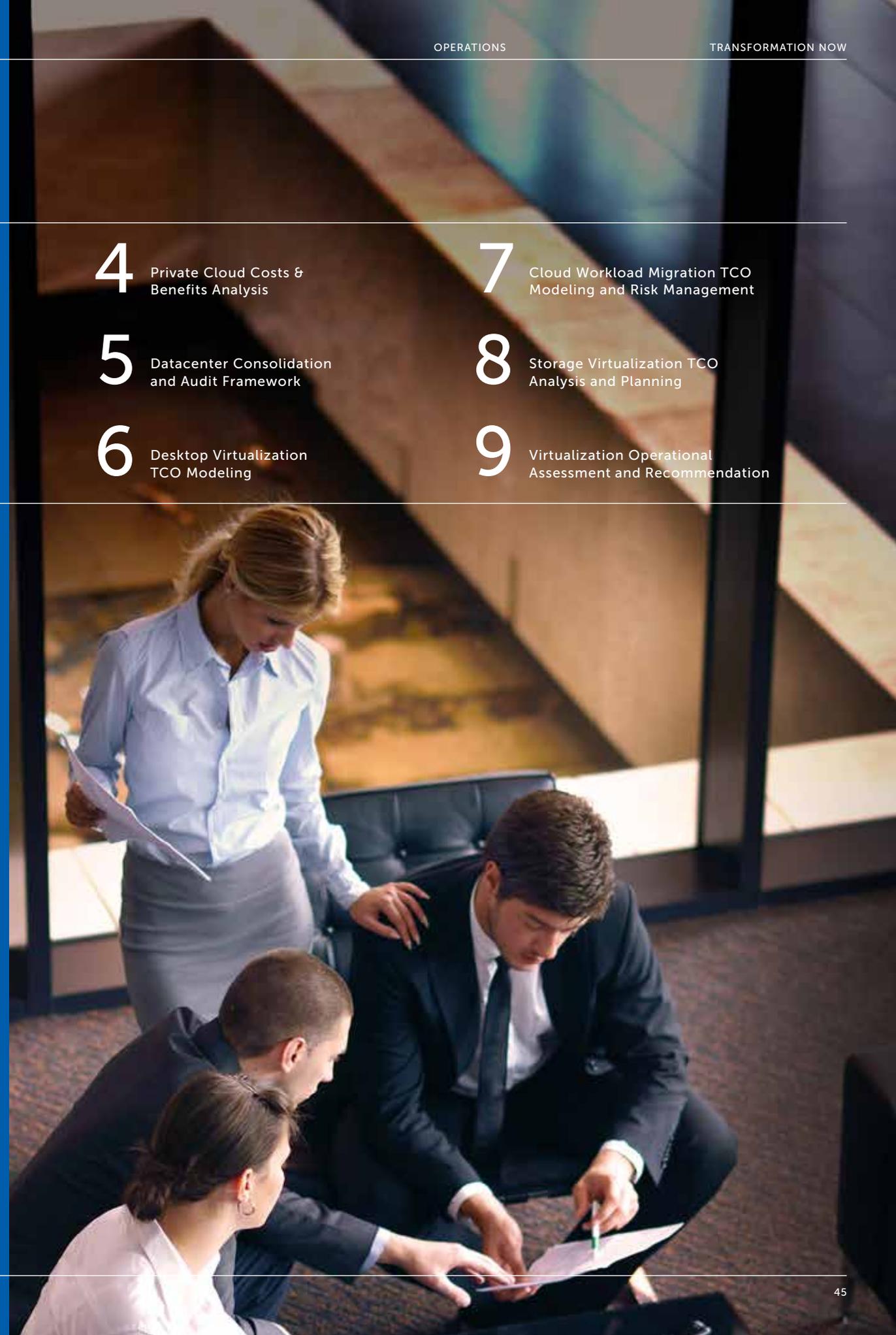
The question is: how do we avoid the IT planning and execution mistakes of the past?

INTRODUCING CLOUD CONSULT FROM CLOUDFX

Cloud Consult is a comprehensive SaaS-based IT Transformation Planning Toolkit designed to support enterprises, vendors and service providers in making IT decisions that lead to positive changes and measurable financial outcomes. These SaaS-based cloud-consulting services are easy to use, self-paced and intuitive. With a full range of cloud assessment, modeling and financial analysis tools, Cloud Consult quickly provides clear business cases for your IT projects, products and services.

DRASTICALLY SIMPLIFYING IT PLANNING AND ANALYSIS INITIATIVES

Cloud Consult leverages advanced data logic to merge client-specific information with advanced data algorithms, drastically simplifying the formulation of highly complex and time-consuming IT planning and analysis initiatives. Cloud Consult simplifies IT planning, budgeting, modeling, risk analysis and decision-making – saving you time, money and the need for expensive third-party consultants.



CLOUD SELECT CSB

Cloud Select is the most advanced and innovative open standards-based Cloud Service Brokerage (CSB) platform available to enterprises and service providers today. Our Cloud Service Brokerage serves as an aggregation, integration and customization point for services from a broad ecosystem of cloud service providers.

VALUE-ADDED SERVICES MAKE THE DIFFERENCE

To deliver a trusted cloud and meet the stringent performance requirements that are increasingly required today (including multi-variable SLAs), service providers need to consider the following value-added services:

- 1** Policy-driven placement according to security, service levels and compliance
- 2** Deployment of security firewalls, VLANs and load balancers during provisioning
- 3** Secure multi-tenancy with deep network integrations
- 4** Proactive performance monitoring and automated remediation
- 5** Ongoing capacity management to ensure SLAs are met
- 6** Automated configuration management and patching
- 7** Usage-based metering to provide insight into cloud economics

All of these value-added features help to establish trust in the relationship between the service provider and the customer, a factor that will be increasingly important for success as basic cloud services become a commodity.

Cloud Select eliminates the complexity of portfolio choice by doing this work for you, and our experts are also available to give you impartial help whenever you need it.

A ONE-STOP SHOP FOR PROCUREMENT AND MANAGEMENT OF CLOUD

Cloud Select allows enterprises to pick and choose from over 100 different cloud service products from global, regional and local providers. All of the services included in Cloud Select have been thoroughly validated and tested by CloudFX and present the best products in the industry today. Cloud Select eliminates the complexity of portfolio choice by doing this work for you, and our experts are also available to give you impartial help whenever you need it.

THE RIGHT CLOUD OFFERINGS TO MEET BUSINESS REQUIREMENTS

Enterprises use Cloud Select to choose cloud service offerings that best meet their business requirements. They then manage this multi-vendor portfolio of cloud services with Cloud Select's secure and personalized client portal and a single aggregated monthly bill. Services span:

- 1) IaaS infrastructure, compute and storage services
- 2) Office productivity applications, and collaboration
- 3) Database, CRM and business analytics platforms

CONNECT. CLICK. CONSUME.

Operating behind each client's portal is a world-class operational support backend that powers multi-lingual clients, multi-currency models, integrated billing, a single help desk with live chat, and level 0 / level 1 support capabilities. We've used only global best-of-breed industry-standard technologies – unlike competitors with proprietary, expensive and inflexible CSB offerings. Our Cloud Select CSB delivers an outstanding user experience that makes cloud choice, consumption and management as simple as connect, click and consume.

DIFFERENTIATE AND OFFER VALUE-ADDED SERVICES

We built the CloudFX Cloud Select CSB from the ground up to meet the needs of cloud customers and cloud service providers to differentiate and offer value added services. Cloud Select CSB cloud management solutions are already helping cloud service providers around the globe achieve success with their cloud offerings. Recognizing that each provider has its own unique customer base, portfolio of cloud service offerings, operational best practices, cultural context and financial pressures, CloudFX Cloud Select CSB solutions provide the flexibility to adapt to evolving organizational requirements while delivering value quickly.

Cloud Select dramatically increases the utilization and benefits of cloud by making it easy to intelligently leverage an array of industry-leading cloud services.

“ANYTHING-AS-A-SERVICE” DELIVERS VIRTUAL/HOSTED PRIVATE CLOUD

The Cloud Select CSB platform enables service providers to offer “Anything as a Service” – underlying infrastructure, development platforms and fully configured applications. Service providers can differentiate by offering additional value-added services based on compliance, configuration, performance monitoring, capacity management, security and availability, full stack provisioning and change management. These are the management capabilities that enable virtual and hosted private cloud services.

TIGHT ALIGNMENT WITH BUSINESS NEEDS AND IT REQUIREMENTS

Cloud Select’s service-centric, full-lifecycle approach delivers support for configurable

multi-tier cloud services, as well as intelligent policy-based management for operational efficiency and control. The flexibility built into the solution – from open, heterogeneous platform support to secure multi-tenancy to integration with IT operations – supports tight alignment with business needs and IT requirements, all while controlling costs.

CHOICE. CONTROL. SAVINGS.

Cloud Select is one of the first open cloud service marketplaces of its kind, maximizing choice, control and savings by providing an easy-to-use focus point for all your cloud services. Cloud Select dramatically increases the utilization and benefits of cloud by making it easy to intelligently leverage an array of industry-leading cloud services.

THE IMPORTANCE OF CLOUD SERVICE BROKERAGE

Cloud computing is creating disruption across all segments of the IT industry. Organizations are responding by developing plans on how to best navigate the challenges and opportunities ahead. As part of this transition from legacy IT to cloud, we are experiencing a shift in the IT industry. New players are emerging as some traditional participants are declining – while all parties are being forced to redefine their value propositions.

THE TRANSITION FROM LEGACY TO CLOUD

In fact, most enterprises will soon be forced to rethink their entire IT operating framework – and then undertake the transition from legacy to cloud IT. The core role of enterprise IT in this new era will be that of the service broker, intermediating between cloud service providers and internal business units, and orchestrating IT services around the strategic needs and requirements of each business unit and its people. This represents the single most exciting development for IT in decades. It portrays a model of elastic, seamlessly automated, business-enabling, value-rich services that immeasurably transforms the relationship between IT and business.

CSBS WILL ELIMINATE COMPLEXITY AND MAXIMIZE BENEFITS

Advanced multi-source Cloud Service Brokerages (CSBs) will be essential to this transformation. Gartner estimates that approx. \$100 billion will

be spent annually on combined CSB products and services by year-end 2014. Gartner also projects that, by 2015, the average enterprise will use services from up to 15 different cloud service providers. Without an intermediary, cloud service consumers must manage all transaction details (payments, governance, data movement, customization and enrichment) with a large group of disparate providers – and many providers are struggling to consistently deliver responsive service and positive customer experiences.

“A viable CSB (Cloud Service Brokerage) provider can make it less expensive, easier, safer and more productive for companies to navigate, integrate, consume and extend cloud services, particularly when they span multiple, diverse cloud services providers.”

Daryl Plummer, managing vice president and Gartner Fellow, chief of research for cloud computing, Forbes (March, 2012)

FAST TRACK YOUR JOURNEY OF IT TRANSFORMATION

CloudFX has leveraged comprehensive experience in the domain of helping businesses fast track their evolution to a service broker model in developing our own managed CSB platform, Cloud Select. The Cloud Select platform is a highly optimized starting point for enterprises that are ready to fast track their journey of IT Transformation and realize the unprecedented benefits that cloud offers.

CLOUD DMS

STORAGE INDUSTRY TRENDS

Anyone who has suffered data loss – whether a crashed hard drive, a failed network array or an external cloud service outage – knows the importance of reliable access to critical data and the value of a suitable backup and recovery plan in the event of disaster. As we become increasingly dependent on larger volumes of digital data, its storage, management, transport and governance become more critical as well.

A confluence of factors will influence IT managers' storage strategies for 2014 and beyond, including increases in data migration to third-party cloud services, the efficiencies available for data and storage management, and new technologies (notably flash) appearing in mainstream storage products. As part of this, we see a number of primary trends:

- 1) Consumer cloud storage booms
- 2) Enterprises remain cautious of cloud for critical storage
- 3) On-premise storage is being virtualized and consolidated
- 4) Hybrid clouds continue their evolution to dominance

CONSUMER CLOUD STORAGE BOOMS

Consumers have enthusiastically adopted public cloud storage services such as Dropbox, Box, SkyDrive and Google Drive, drawn by their convenience and low cost (all operate a "freemium" model for consumers).

ENTERPRISES REMAIN CAUTIOUS OF CLOUD FOR CRITICAL STORAGE

Enterprises, although also attracted by potential cost savings, have proven more cautious when it comes to entrusting their data to the cloud, routinely citing security as the main blocker to wider adoption. Other often-cited barriers include the complexity of migrating enterprise data to the cloud, along with worries over vendor lock-in, performance, data governance and a lack of requisite skills in the IT department. As a result, most enterprise cloud storage deployments have targeted secondary backup and archive data rather than front-line workloads.

ON-PREMISE STORAGE IS BEING VIRTUALIZED AND CONSOLIDATED

Although some enterprise data is undoubtedly moving toward the public cloud, the current trend is the transformation from traditional non-virtualized environments to consolidated virtualized environments. This move to consolidate and virtualize on-premise storage is part of the general trend to make more efficient use of data center storage – in order to accommodate increasing volumes of data and reduce costs.

Techniques including de-duplication, thin provisioning and automatic tiered storage can all make a contribution to optimizing and protecting your storage assets:

- 1) De-duplication – storing only one copy of a file and replacing duplicates with pointers
- 2) Thin provisioning – maximizing utilization by creating logical units from a common pool
- 3) Automatic tiered storage – optimally moving data between different types of storage

HYBRID CLOUDS CONTINUE THEIR EVOLUTION TO DOMINANCE

As hybrid clouds become the dominant vision for Enterprise IT, the tension within IT about moving to the cloud will resolve itself as organizations recognize that a hybrid cloud model is required to serve their application portfolios. IT organizations will sort their portfolios into:

- 1) Applications that require complete IT control – which will use on-premise private clouds
- 2) Applications that can be shared with a third party – which will use public clouds
- 3) Applications with highly variable workloads – which will use hyper-scalar public clouds
- 4) Applications that can be addressed with Software-as-a-Service – which will use SaaS

CloudFX believes that the IT organization will evolve to act as the "broker" across these various hybrid cloud options (see page 49: The Importance of Cloud Service Brokerage), increasing the need for tools to facilitate moving application data – while maintaining consistent storage service levels – across different clouds.

The questions facing most enterprises are: what data to store, and who to trust with their information assets in the cloud?

CLOUDFX STORAGE TRANSFORMATION SERVICES

Just as virtual machines enabled the movement of active applications between physical servers, storage virtual machines will liberate data from specific physical storage locations. CloudFX has extensive experience across all Tier One and Tier Two Storage technologies, and we can help you eliminate fragmented and isolated pools of data, driving much greater consolidation, security, scalability and availability of your information assets.

ENABLE NEW LEVELS OF AGILITY THROUGH STORAGE TRANSFORMATION

We provide consolidation, virtualization, de-duplication and the transition to Private Cloud. What's unique about CloudFX is that we are certified in EMC, NetApp, HDS and deliver services for a wide range of vendors. So whether it's Infrastructure Consolidation, Backup Transformation, Disaster Recovery planning and integration, VDR using SRM – or simply storage efficiency and optimization through thin provisioning and de-dup – we can cover all of it.

ADDRESS DATA SOVEREIGNTY AND INTERNATIONAL COMPLIANCE

The widespread adoption of cloud continues to challenge geopolitical barriers. For large enterprises operating in many countries, this leads to concerns about various data disclosure laws, which vary greatly across regions. Work with CloudFX and we'll use our multi-storage domain and geographical expertise to customize a storage solution that will assure you are compliant with all international regulatory standards.

LEVERAGE NEW DATA STREAMS WITH BIG DATA SOLUTIONS

As enterprises derive value from analytics on existing data, they will continue to increase the collection of data to expand understanding and insight. New devices are emerging that gather even more data, increasing insight and giving rise to new applications. CloudFX offers a broad range of data analytics professional services, SaaS-based applications and Big Data solutions that enable clients to gain new insight, decision-making acumen and business adaptability.

THE EVOLUTION OF CLOUD STORAGE

As cloud storage providers get better at providing secure and highly available solutions – and the gateways that interface with these clouds mature – companies will start putting primary storage into the cloud. The questions facing most enterprises are: what data to store, and who to trust with their information assets in the cloud? Progressive enterprises will soon start storing entire copies of their data center in the cloud, including the memory, storage and compute.

CLOUDEX STORAGE MANAGEMENT SERVICES

CloudFX is an industry authority in helping companies rethink IT strategies and develop new centralized IT architectures that have the potential to turn traditional data security on its head, while providing much greater access, security and protection to information assets.

Today's issues with data security, data encryption and data leakage are due to the fact that data lives everywhere. As new virtual technologies allow organizations to centralize their data, many of the tactics used in the past to protect data will ultimately decline or go away. We believe where data resides is changing, as organizations will soon store all their data inside their own data center and in storage clouds, reducing or even eliminating data that resides on individual machines. With data running in centralized clouds, the concerns over data security will be minimized as IT organizations use their tried-and-true security capabilities and processes.

CloudFX provides end-to-end capacity and information management services in the cloud, including a comprehensive range of world-class cloud storage services via our Cloud Select Managed Service Broker platform. We analyze, architect, migrate and secure data for our clients, transforming CAPEX, OPEX and service level delivery. Our managed services to clients include billing aggregation, Level 1-Level 2 support and ongoing optimization services to ensure costs are reduced as service levels, security and availability increase.

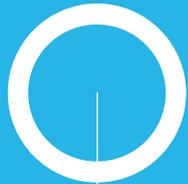
With data running in centralized clouds, the concerns over data security will be minimized as IT organizations use their tried-and-true security capabilities and processes.

CLOUD BUSINESS INTELLIGENCE SERVICES

We provide a range of world-class business intelligence SaaS-based applications through our Cloud Select platform. We complement the application layer with a set of advanced consulting services designed to help our clients maximize the value of their information assets. Our methodology follows a logical approach encompassing:

- 1) Store and Structure – Infrastructure Optimization (existing or new), and the translation of unstructured data into structured data.
- 2) Analyze and Visualize (SaaS-based DB / DW Applications) – We provide industry-leading flexible BI application services, including SAP HANA, Hadoop, Video Analytics and DCR.
- 3) Manage and Act – CloudFX helps clients clarify and determine: What is the business problem to solve; what data sources are needed; what reporting or visualization must be implemented; and, what actions should be taken.

TRACK RECORD



100%

CloudFX have all of the HW, SW, OMA, and Cloud Specialist cert's across relevant global industry IT solutions



98%

Customer experience rating - 900 projects

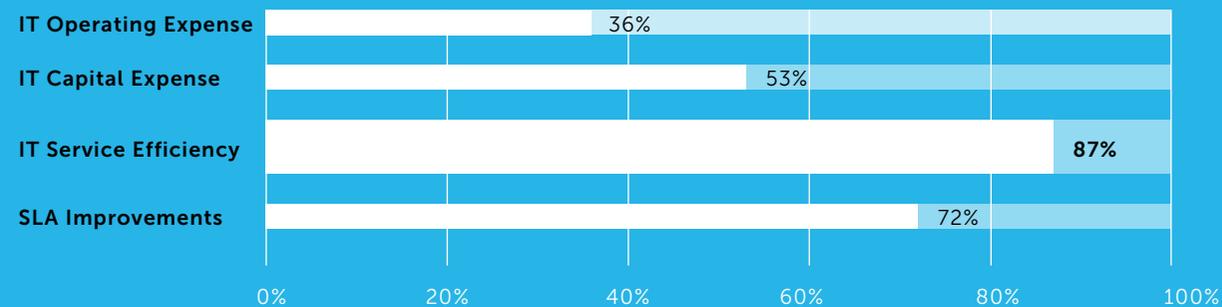
- Virtualization
- Plan and Design
- Infra Engineering
- Cloud Strategy Dev
- ITSM Transformation



34%

Av. annual partner cost savings using CloudFX Services vs. Internal Service delivery

Financial Outcomes Delivered for Clients:



218,000

Servers Virtualized



5,000

TB of data saved in cloud or deduped

The Trusted Choice & Unparalleled Experience

- Unequalled Global Partner Eco-Partner consisting of all Global Leaders
- First Choice for Converged Solutions, driving FlexPOD and VCE Solutions
- Advanced I.P, Methodology & Processes eliminating fast tracking outcomes
- Regionally Distributed, high quality team of experienced technical personnel

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