



Virtual Servers

Virtual Server Plus Data Storage - Customized to Your Needs and Requirements.

BIG Virtual Servers give you power on demand.

We show the customer how virtual servers enable us to better support the customer's current business needs as well as future growth.

Our Virtual Server and Hosting Services are designed to all but eliminate the **“high costs”** of maintaining your internal IT Infrastructure! If you are a small to upper medium-sized business, you could be spending valuable resources attempting to maintain IT services that, in essence, remove you from managing your **“core business”** duties. The costs of employing qualified IT personnel and maintaining computer equipment is **“expensive”** and often absorbs valuable working capital that could be used to grow your business. Just managing security appliances and updates (if you can afford them), coupled with the operating system patches and updates, is similar to hitting a moving target! You can now re-deploy these resources and concentrate on managing your business-with an automatic improvement to the bottom line.

Security.

- **Firewall.** Fully managed and patched according to criteria dictated by CISCO©.
- **Security Updates.** Deployed immediately upon notification.
- **Software Updates.** Installed without delay as per instructions.
- **Patches.** Installed upon receipt.
- **Intrusion Detection Services (IDS).** Always in ProActive Mode to prevent unauthorized outside access; plus, preemptive logging.
- **Barracuda Spam Filtering.** Hardware Appliance that is updated in “real time” by the vendor.
- **Barracuda Spyware Filtering.** Hardware Appliance that is updated in “real time” by the vendor.
- **Vulnerability Assessment Management (VAM).** Always in ProActive Mode to prevent internal attacks and/or unauthorized access.
- **Off-Site Backups.** Daily, with offsite storage provided by a professional firm.

[\[Click here for a FREE Security Report \]](#)

Hosting Infrastructure.

- **Metro-E Fiber Connection.** Internet service provided by BellSouth with 20GB on demand increasing to 100GB. Routers managed by BellSouth.
- **T1 Line Auto Failover.** Should the Metro-E fail, BellSouth manages auto failover to T1 lines.
- **Redundant Cooling.** Auto failover with Generator Power should public utility services fail.
- **Redundant Battery Backups.** Continuous load balancing, line filtering and 24/7 monitoring and service dispatch notifications.
- **Auto FailOver to Generator.** Power resources automatically failover to battery backups until line filtering is complete, with automatic switching to generator. The engineering and security staff is immediately notified of such events. The data facility and all essential office space are powered, including heat and air, to ensure that support services continue.

A summary of benefits are discussed below:

Intangible.

- **Convenience.** You and your staff need a reliable/dependable internet connection (DSL speed or higher) and a computer with an internet browser.
- **Stability.** Your IT Infrastructure is *managed by professionals* with up-to-date knowledge, skill sets, and appliances to ensure that you are always connected to your business.
- **Reliability.** Redundant systems for communication, power, cooling, and the managed environment ensure that you have access when you need it.
- **Security.** Multi-layered tiers to ensure that your data is protected from outside threats.

- **Management.** All security upgrades/patches and software upgrades are performed in a timely manner at a central location without interruption to your business operations.
- **24/7 Technical Support.**

Tangible.

- **Costs.** Affordable, low initial investment without the need for upgrading hardware and maintaining an expensive IT Support Staff.
- **Less Manpower.** Internal IT Staff can be reduced or all but eliminated, as all IT Services are centrally managed. Use these savings to fund other critical elements of your business.
- **Hardware.** Upgrade less often or not at all! Our *Managed Server Environment* requires very little resources, and you can actually connect and perform most functions *without* a hard drive installed on your computer!

Just how much does it cost to maintain your IT Infrastructure? Take a look:

- **Hardware-Initial Investment.** Small Business Class Server with entry level software (usually a 5-user license package) and a properly configured operating system with RAID Storage Management will cost a minimum of **\$25,000.00**. You must also have all the peripheral accessories, such as data switches, firewall, server Anti-Virus, routers, and workstations. If you were to upgrade these, you would spend another **\$15,000**. You now have approximately **\$40,000.00** invested, and it will be obsolete within months, and you must incur the costs of installation and maintenance! Remember, you are limited to just 5 users, additional growth will require you to purchase additional licenses, and the saga continues each time you add personnel and/or hardware.
- **IT Staff.** If you think the costs of hardware and peripherals are expensive, add the cost of personnel and you are in another category altogether! If you are maintaining a server environment and are connected to the internet, you should have a *Certified Professional* with hands-on experience. The ideal candidate should have at least three (3) years of post-certification experience in a networking environment that operates on a current operating system platform. In the local market you spend about **\$50,000.00 +** per year, including benefits. Also, you will incur the cost of continuing education that includes the current operating platform as well as preparing for new releases. And do not forget the migrating tasks and *COSTS* of installing a new operating system that may be mandated by the software provider(s). Can one person handle all these tasks effectively and efficiently? Probably not, as sick time, vacation time, and the constant task of maintaining updates can be overwhelming! Now add a junior professional, with perhaps a lower certification and only 1-2 post certification experience and you will spend, in the local market, approximately **\$35,000.00-\$40,000.00** per year, including benefits. Of course, you must insist that this person maintains the same up to date training and experience, so add some additional cost for courses, etc. **Total annual costs \$85,000.00-\$90,000.00 per year +.** Has it contributed to the bottom line?
- **Total Costs for Three Years are: \$310,000.00.**

Our Virtual Server Plus Data Storage Services ensures that your costs of IT Services are reasonable, dependable, and never obsolete. Let's review the costs:

- A Virtual Server with the same features* that are discussed above costs approximately **\$600.00** per month based on a three-year contract.
- Your total cost of ownership for a three year period is approximately **\$21,600.00**.
- ***You are NEVER behind in security, software, and operating system patches, and you do not need an IT STAFF!***
- You will save approximately **\$288,400.00** over the same three year period.

Virtual Servers give our customers instant power on demand backed by 24/7 monitoring.

For more information or for a consultation, please contact us as follows:

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* Based on Client owning the current licenses. Call for more information.

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