



ARROW ENTERPRISE COMPUTING SOLUTIONS

YOUR ONE-TOUCH CLOUD SERVICES PARTNER

Arrow FusionSM Professional Services

Infrastructure as a Service

Are your customers unwilling or unable to approve a large capital expenditure for their ongoing IT demands? Would they like to realize the economic benefits and advantages of Cloud Computing—today? Do your customers require additional levels of security, availability, customization and compliance for their applications?

Arrow Fusion Cloud Services Infrastructure as a Service (IaaS) can deliver on the promise of cloud computing and hosted infrastructure- today. By partnering with Arrow Fusion, you can offer your customers an attractive option for provisioning and consuming their IT in a pay-per-use model.

Enterprise Cloud Services

Provide your customers precise, dynamic allocation of computing resources with the scale, performance and security to handle enterprise-wide applications. Enterprise Cloud Services are delivered via Tier IV datacenters and top-tier network providers. These facilities provide the right physical security for sensitive business-critical applications and n+2 redundant power and cooling backed by 100 percent SLAs. Monitoring and on-site technical support 24 hours a day, 7 days a week, 365 days a year are included in the Enterprise Cloud services.

Compute Resource Pools	Network Resources	Backup Options
<ul style="list-style-type: none"> • 5GHz, 10GB Processor/Memory Pool • 10GHz, 20GB Processor/Memory Pool • 25GHz, 50GB Processor/Memory Pool • 50GHz, 100GB Processor/Memory Pool • Incremental Upgrade: 1GHz, 2GB Processor/Memory • Add Storage in 100GB, 250GB, 1TB increments 	Default <ul style="list-style-type: none"> • Active/Passive Virtual Firewall • Active/Passive Utility Load Balancer • 5 Public IP Addresses • 2 Private Subnets • 1 SSL VPN Account 	<ul style="list-style-type: none"> • Self-Service Disk-to-Disk in 100GB Increments • Tape Backup and Restoration based on 100GB and 250GB Increments

Managed Hosting Solutions

Focused on the small to medium sized business, allowing your customers to host their web sites and other applications in a secure, robust environment without the need to purchase additional hardware, software or maintenance.

Virtual Private Servers	Managed Private Servers	Management and Support
<ul style="list-style-type: none"> • Virtual Private Servers (VPS) deliver reliability and predictable performance with private resources dedicated to your customer's partition of the server. • Each VPS hosting plan includes its own file system, processes, users, applications and resource allocations, plus root access. 	<ul style="list-style-type: none"> • Dedicated Servers are completely private servers allocated 100 percent exclusively to an individual customer. • Customer resources are not shared with other users, giving them the flexibility to choose the perfect blend of administrative control and sophisticated technology needed to host their applications. • Customers control their applications. We handle the monitoring, hardware and server administration. 	<ul style="list-style-type: none"> • 24x7x365 consultative technical support • Proactive server and security monitoring • Three levels of system management- O/S, core services and triple backup (third level off-site backup requires additional fee)

ARROW FUSIONSM — Professional Services that help you grow YOUR ONE-TOUCH CLOUD SERVICES PARTNER



Cloud Computing Addresses These Critical Customer Challenges

Budget - Availability - Utilization - Staff-Space - Environmental Issues - Compliance and Security

VALUE TO ARROW VAR	VALUE TO END CUSTOMER
<ul style="list-style-type: none"> In addition to on-premise, offer your customers off-premise solutions via the cloud model Avoid losing business due to cuts in capital expenditures by taking advantage of the monthly recurring revenue model Develop deeper, more strategic relationships with customers Stay competitive by offering your customers cloud-based alternatives 	<ul style="list-style-type: none"> Take advantage of cost savings that cloud computing offers Allow IT staff to focus on high-value business services instead of maintaining infrastructure and systems Benefit from the latest cloud technologies Move your organization to heightened levels of security and compliance

Qualifying Questions For End Customers

- Are you having difficulty getting capital budgets approved to update/maintain IT systems?
- Is your IT staff over-taxed maintaining existing systems?
- Are you tired of constantly paying to refresh your server/software/ maintenance technologies?
- Would you like to always have access to best-in-class IT systems?
- Are you interested in becoming more "green"?
- Have you recently undergone a merger or added locations?
- Do you need to enhance your security or compliance capabilities?

Which Arrow FUSION IAAS Service Do I Recommend?

"I want to outsource hosting/management of my SAP ERP system."

Choose Arrow Fusion's Enterprise Cloud for high availability, security, redundancy

"I am a 200 person mid-size business that needs to outsource my ecommerce, web and intranet sites."

Choose Arrow Fusion's virtual or private managed hosting solutions for immediate provisioning, scalability and guaranteed reliability and performance

"I believe I can save money by deploying a small persistent footprint in the cloud and scaling to meet spikes in demand."

Choose Arrow Fusion's Enterprise Cloud with bursting capabilities

Why Arrow?

Arrow ECS is your single-source for cloud services and best-in-class service providers. We are solely focused on our VARs success, and provide a seamless entry into the cloud services market. Arrow selects only market-leading service providers based on financial, technical and channel strength and offers unique solutions to make you successful!

**For more information, contact Arrow FusionSM professional services at 877.558.6677 or
visit http://ecs.arrow.com/services/professional_services.html**