

vCloud Powered Solutions

US Signal Cloud Services Provide Infrastructure as a Service (IaaS) Built and Delivered Over a Powerful Cisco Platform

Summary

US Signal's vCloud Powered Resource Pool solutions dramatically reduce the operating expense (OpEx) required for maintenance, monitoring, and upgrading "home-grown" solutions; US Signal manages the hardware lifecycle for you so your virtual environment is always up to date and operating at peak efficiency.

Business Challenges

- Reduce Capital and Operating Expense
- Multiple IT budgets
- Risk of network failure
- Time-To-Market for new applications and systems

US Signal IaaS Offering

- Highly secure
- Reliable and redundant
- Virtually limitless scalability
- Pay only for what you need
- Easy self provisioning

Business Benefits

- Conserve Capital Expense
- Dramatically reduce Operating Expense
- Respond much faster to changing market needs
- Control your IT budget
- Reduce network failure risk

"Home Grown" solutions a weak response to today's tough IT challenges

Managing a successful business has never been an exercise for the faint of heart, and succeeding in today's complex enterprise environment is no exception. And nowhere has the challenge been greater than in network and IT infrastructure operations. Information technology and network architecture is the heart of your business – using systems and applications that empower staff, supporting mobility and online services unimaginable even a decade ago. In addition, you need to maintain an always-on network and that is oftentimes complex and demanding on your staff. As a result, a common solution is to build and manage a "home grown" network and IT infrastructure solution, often causing more harm than good to a growing enterprise, creating:

HUGE CAPITAL REQUIREMENTS for buying and maintaining hardware, as well as managing the entire network lifecycle - maintenance agreements, new mission-critical applications, spare parts, upgrades and replacements, etc.

MASSIVE OPERATING EXPENSE for leasing or purchasing facilities, providing security, paying for cooling and other power needs

BALLOONING IT BUDGETS to pay for a professional in-house IT staff; moreover, most IT initiatives generate more expense than revenue

RISK OF CATASTROPHIC FAILURE, which can be as minor as a few minutes of downtime. Besides the obvious disruption to employees and customers and the interruption to revenue, the risk of violating industry and government compliance standards presents a serious liability

SLOW RESPONSE to customers who demand immediate access to enhanced application deployment in days - not weeks or months

For these reasons, and many others, serious and successful businesses like yours are taking a closer look at US Signal's Cloud Services, including a VMware vCloud Powered Infrastructure as a Service (IaaS) solution. US Signal Resource Pools create virtual data center environments that meet compute, memory, and storage needs while relieving your organization of the cost and complexity of owning and maintaining a physical site of your own. Additionally, US Signal Resource Pools are allocated through the use of VMware's vCloud Director, which puts virtual data center management at your fingertips.

About the US Signal vCloud Powered Infrastructure as a Service (IaaS) Offering

HIGHLY SECURE for your most valuable and critical data, applications and business processes

RELIABLE AND REDUNDANT geographically distributed Data Centers and a rock-solid high speed fiber optic network

VIRTUALLY LIMITLESS ABILITY TO SCALE from small businesses to the largest enterprise with several options that allow customers to control the deployment of compute resources as needed using VMware vCloud Director

PAY ONLY FOR WHAT YOU NEED US Signal Resource Pools, based on a VMware vCloud platform, allow you to order resources in blocks of Flexible or Dedicated Pools.

CHOOSE BASED ON BUDGET AND PERFORMANCE REQUIREMENTS Dedicated Resource Pools (DRP) allow customers to purchase a resource “pool” with a 100 percent commit on hardware resources (compute, memory) and 24x7 performance; with Flexible Resource Pools (FRP), customers purchase a resource pool as well, but performance is dynamic depending on available resources – a great lower-cost option for developing new applications or services

EASY SELF PROVISIONING via secure, self-service web-based VMware vCloud Director portal, manage and create virtual machines and networks, establish rules for users, email notifications and console access

“By virtualizing my server environment in US Signal’s data center, my focus can now be on client services and application management versus having to focus on constant hardware needs and expansion.”

Mark Cass - CIT Solutions

More Detail on Components of the US Signal Cloud Services and Managed Security Offering

COMPONENT	DETAILS
Network options	MPLS, Internet, Ethernet (Layer 2 and Layer 3), dedicated circuit, and Fiber
Compute and Memory	<ul style="list-style-type: none"> vCloud Powered Flexible and Dedicated Resource Pools Block resources (VMware vCloud) <ul style="list-style-type: none"> CPU in 2GHz increments RAM in 2GB increments Storage options ranging from 100GB to 10TB “Bare Metal” server available 100 percent hardware availability SLA
Security	<ul style="list-style-type: none"> Managed Firewall: NAT, IPSec VPN, Application Level Gateway Advanced Security: Virtual Firewall, SSL-VPN, Content Filtering, Anti-Spyware, Anti-Spam, Anti-Virus, and Anti-Malware Unified Threat Management: Intrusion Prevention and Detection, Activity Logging, Event Management
Certifications	<ul style="list-style-type: none"> VMware vCloud Powered Infrastructure as a Service (IaaS) Cisco Managed Services Channel Program (MSCP) SAS70 Type 1 and Type 2 Certified

Advantages of the US Signal IaaS Cloud Services Offering

There's little doubt that for most businesses, turning to a reliable partner like US Signal for a variety of Cloud solutions is the smartest, fastest, and most cost-effective way to manage the virtual resources required to meet the evolving needs of your business.

CONSERVES CAPITAL EXPENSE by eliminating the need for expensive equipment purchases. It's all the flexibility of your own data center without the headache of managing gear and facilities

REDUCES OPERATING EXPENSE by a "pay as you go" model for the resources and services your organization needs. Flat rate pricing includes month-to-month and term options, which adds predictability to your budget

BOOSTS RESPONSIVENESS by allowing you to "spin up" servers in minutes, not weeks or months. Faster turn up of services means faster revenue generation and increased customer satisfaction

CONTROLS YOUR IT BUDGET by allowing your in-house staff to concentrate on business critical and revenue-generating tasks such as new products, services, new features and applications

REDUCES RISK OF NETWORK FAILURE by offloading all your critical applications and servers onto the powerful and robust US Signal network. Seven Data Centers, connected by 14,000 miles of US Signal owned and operated optic fiber, means industry-leading performance, efficiency, and business continuity

ENABLES HIGH SPEED ACCESS to your head end, an important capability for partners, developers, and others

US Signal Cloud Services: Performance, Redundancy, Availability, and Security

BENEFIT	SPECIFICATIONS
High Performance	<ul style="list-style-type: none"> • 40GB upstream from the Virtual Data Center • 10GB Metro Ring • Up to 40GB Internet Access
Highly Redundant	<ul style="list-style-type: none"> • Power supplies and sources • Switching fabrics • Server blades and chassis • Storage configuration • Northbound connectivity
High Availability	<ul style="list-style-type: none"> • Stateful VM migration • Stateless Server Hardware • Carrier Class equipment and facilities • Switched Multi-Pathing • RAID 5 Storage
Data Security	<ul style="list-style-type: none"> • Private customer networks • Managed Router, Managed Firewalls • SAS70 Type 1 and Type 2 Certified • Dedicated Network Security Contexts • Dedicated physical or logical storage pools • Encryption and Network Security products available • Geographically-distributed storage • 24/7/365 video and security monitoring

Turn to US Signal, Your Premier Provider for Cloud Services

Perhaps the most powerful reason for choosing US Signal Cloud Services is that every service is delivered with the strength and confidence of the industry's premier network and infrastructure service provider. US Signal is a top 10 optical equipment carrier with over 14,000 fiber optic route miles throughout the Midwest. The company is proud to be highly valued by its customers for outstanding service, flexibility, and responsiveness – and boasts a remarkable 98 percent customer retention rate. Every US Signal customer is given a dedicated Project Manager to manage the service delivery process from order submission through order completion. Additionally, their business partners could not be happier - according to Channel Partners™ magazine, in 2011 US Signal ranked among the top 50 Channel Programs for ease of doing business, quick quoting, responsiveness, extra support, and more.

“My US Signal virtual environment gives me the ability to expand hardware and software needs without having to focus on capital and utility expenses that were going to be required to move the company into new business structures.”

Mark Cass - CIT Solutions

US Signal is one of an exclusive group of Cisco Partners in North America to be certified as a Managed Services Advanced Channel Partner. As a trusted Cisco partner, US Signal participates with Cisco in testing beta solutions, which offers our customers access to some of the most exciting and full-featured leading edge technologies available anywhere. Moreover, the Cisco relationship gives US Signal customers the option to take advantage of the most current Cisco bare metal servers as an operational expense, utilizing the most current technologies and deploy state of the art IT solutions.

About US Signal: The US Signal fiber optic network is one of the largest, fully deployed networks in the Midwest, covering Illinois, Indiana, Iowa, Michigan, Ohio, Wisconsin and Missouri. With over 14,000 miles of lit fiber and metro rings in 23 strategic tier-one, tier-two and tier-three markets, the US Signal optical backbone features Cisco Systems Dense Wave Division Multiplexing (DWDM) technology and is designed with a SONET, redundant architecture. US Signal also operates seven data centers in the Midwest, and provides a full suite of colocation, security and computing services to complement its network offerings. All of US Signal's services are delivered over this protected network to ensure resiliency, flexibility and scalability. Our around-the-clock surveillance also provides additional security and confidence. US Signal's performance guarantee ensures quality service and dependable issue resolution to protect your profitability and vital customer relationships. Follow us on Twitter @ussignalcom

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