

# Who Can You Trust in the Cloud?

## PSI Network/Matrix Partnership Overview





# Company Snapshot

**LONGEVITY**



Founded in 1998 in Columbia, South Carolina

**DIVERSITY**



Data Centers in Columbia, Phoenix, Milwaukee, DC, Sacramento

**DEPTH**



Member of Climatic Group - >\$170 million, 58 year-old  
Collection of Service Organizations

**EXPERIENCE**



Cloud Computing Solutions for the Distribution, Financial  
Services and Healthcare industries

**QUALITY**



Use of Enterprise Grade Tools from Microsoft, Citrix, Cisco  
and others

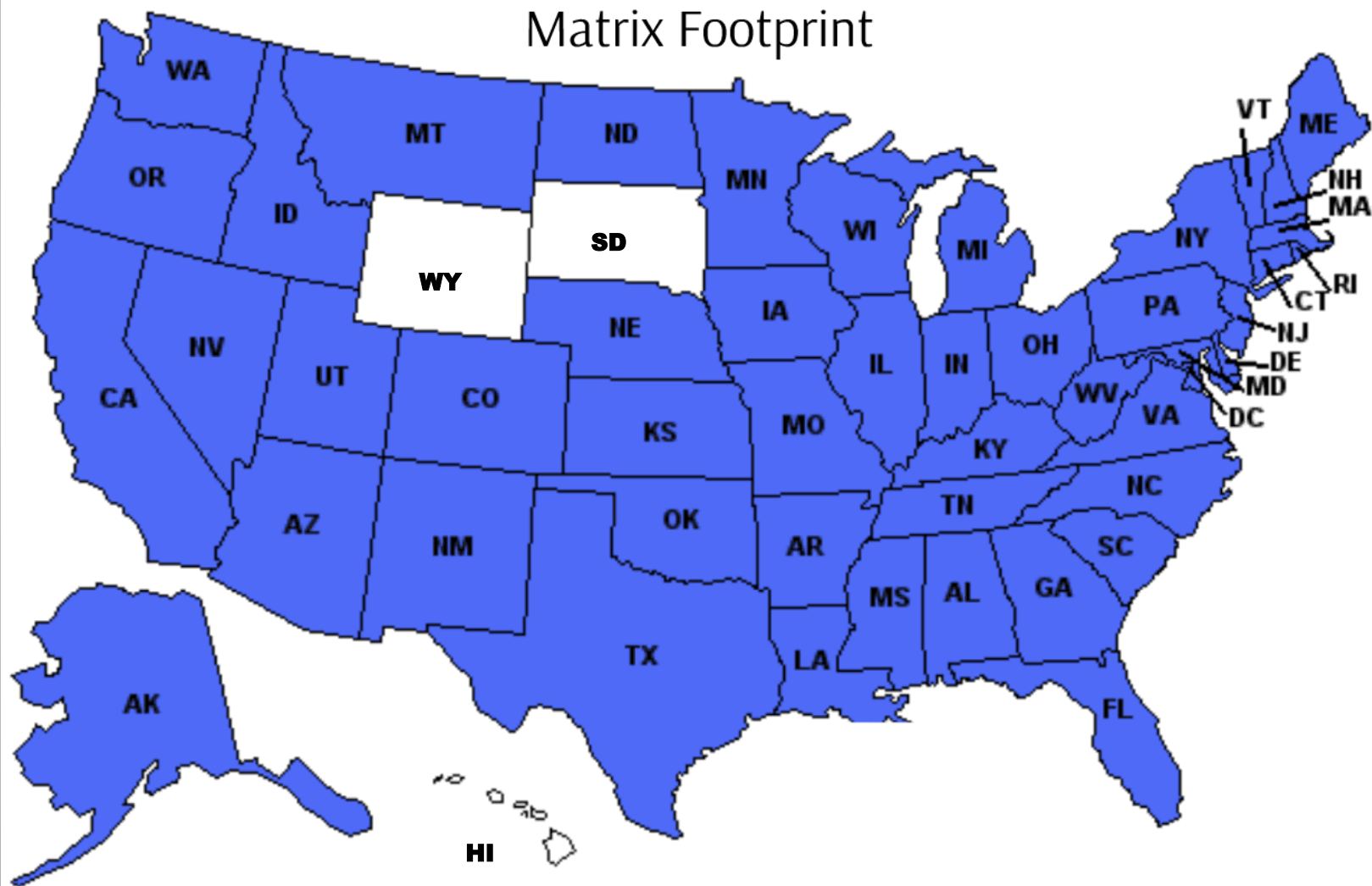
**PROVEN**



Long Term Customers & Staff, 16 years of operational  
processes

(100% Channel since 2002)

# Current Client Base





# The Cloud Suite

## DaaS

Citrix XenServer  
Citrix XenDesktop  
Citrix XenApp  
SAN Hypervisor  
VM Ware Support

## IaaS

Private/Public  
Hybrid  
SAN Storage  
Remote Backup  
Windows/Linux

## HelpDesk

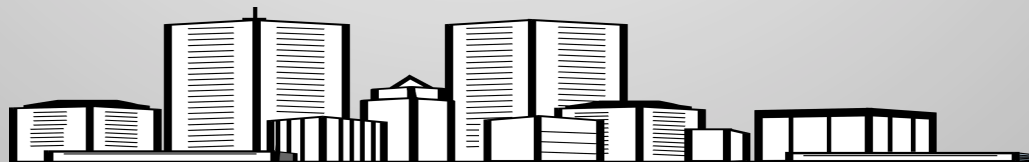
Matrix Staffed  
24/7/365 Phone Support  
Domestic Live Answer  
HDaaS  
HD Software

## ITaaS

Exchange Servers Desktop LAN/WAN	DR Monitoring Legacy Systems Wired Line FireWall
---	--

## Mobility

MDM  
Helpdesk  
Provisioning  
BYoD/Corp Owned





# IaaS Case Study



**METROLINA**  
GREENHOUSES

## Client Profile

**Name:** Metrolina Greenhouses

**HQ:** Huntersville, NC

**Profile:** Wholesale provider of plants/flowers to big box retail (Home Depot, Walmart). Established as the most automated greenhouse in the world

## **Issue:**

- Dynamic business with unprecedented growth
- Overbuilt and inefficient IT
- Aged hardware and poor configuration.
- Expensive infrastructure
- Manpower to manage their distributed technologies grew to an unsustainable level



**= \$70k+/Month**

## Solution Delivered

- Full DaaS solution
- Citrix XenApp environment including Exchange
- Dedicated hosted applications servers and collocated physical servers
- Brought existing Microsoft Lync platform into our Data Centers and integrated our hosted virtual applications
- A Geo-diverse Disaster Recovery plan enabled for replication and dynamic failover
- Fully managed and virtualized, allowed Metrolina to keep their focus on their business
- Leveraging best practices by maintaining the strategic functions of IT in house and outsourcing the tactical to Matrix
- \$468,000 estimated savings in first 3 years





# ITaaS Case Study



## Client Profile

**Name:** ACR Supply Company

**HQ:** Research Triangle Park, NC

**Profile:** Distributor of controls and supplies for the HVAC industry, with a corporate office nine store locations, traveling sales team, warehousing and logistics.

## **Issue:**

- Stack-and-Patch approach was time consuming, wasteful and futile
- Required Microsoft and ERP solutions
- Needed better inventory and forecasting tools
- Staff handicapped with lack of transparency in the business and ability to provide a more ideal customer experience

## Solutions Delivered

- New LAN & WAN
- Integrated Microsoft Exchange with hosted ERP Platform
- Data recovery solutions for users and servers alike
- Mobility Solutions & MDM
- Help Desk services
- Management realized a 50% increase in operational efficiency
- Staff is engaged with customers rather than IT challenges



**= \$18k/Month**



# IaaS Case Study



## Client Profile

**Name:** Physicians Mutual Insurance

**HQ:** Omaha, NE

**Profile:** Offers a wide variety of health and life insurance products, including hospital & medical insurance policies, Medicare supplement, dental insurance, annuities, whole and term life insurance.

### **Issue:**

- Federal Audit Requirements
- Presence in South Florida required DR
- Planned Obsolescence
- No desire to build Geo-Redundant Data Centers; Expense, Knowledge, Management

## Solutions Delivered

- Full IaaS Solution
- Multiple VM's
- Level 2 & 3 Help Desk
- SSAE16 Facility to support Regulatory Compliance
- A Geo-diverse Disaster Recovery plan enabled for replication and dynamic failover
- Leveraging best practices by maintaining the strategic functions of IT in house and outsourcing the tactical to Matrix



**= \$25k/Month**



# Thank You!



[www.Matrix-IBS.com](http://www.Matrix-IBS.com)

**Scott Lee-VP of Sales & Channels**

[Scott.lee@matrix-ibs.com](mailto:Scott.lee@matrix-ibs.com) 913-636-1442

**Tom Colton-VP of Business Development**

[Tom.colton@matrix-ibs.com](mailto:Tom.colton@matrix-ibs.com) 864-848-1527