

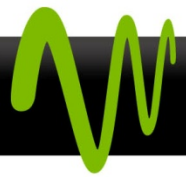
Cloud & Cloud Migration Service

Bob Buchanan: VP of Cloud Channel
Duane Barnes: Director - Solutions Engineering

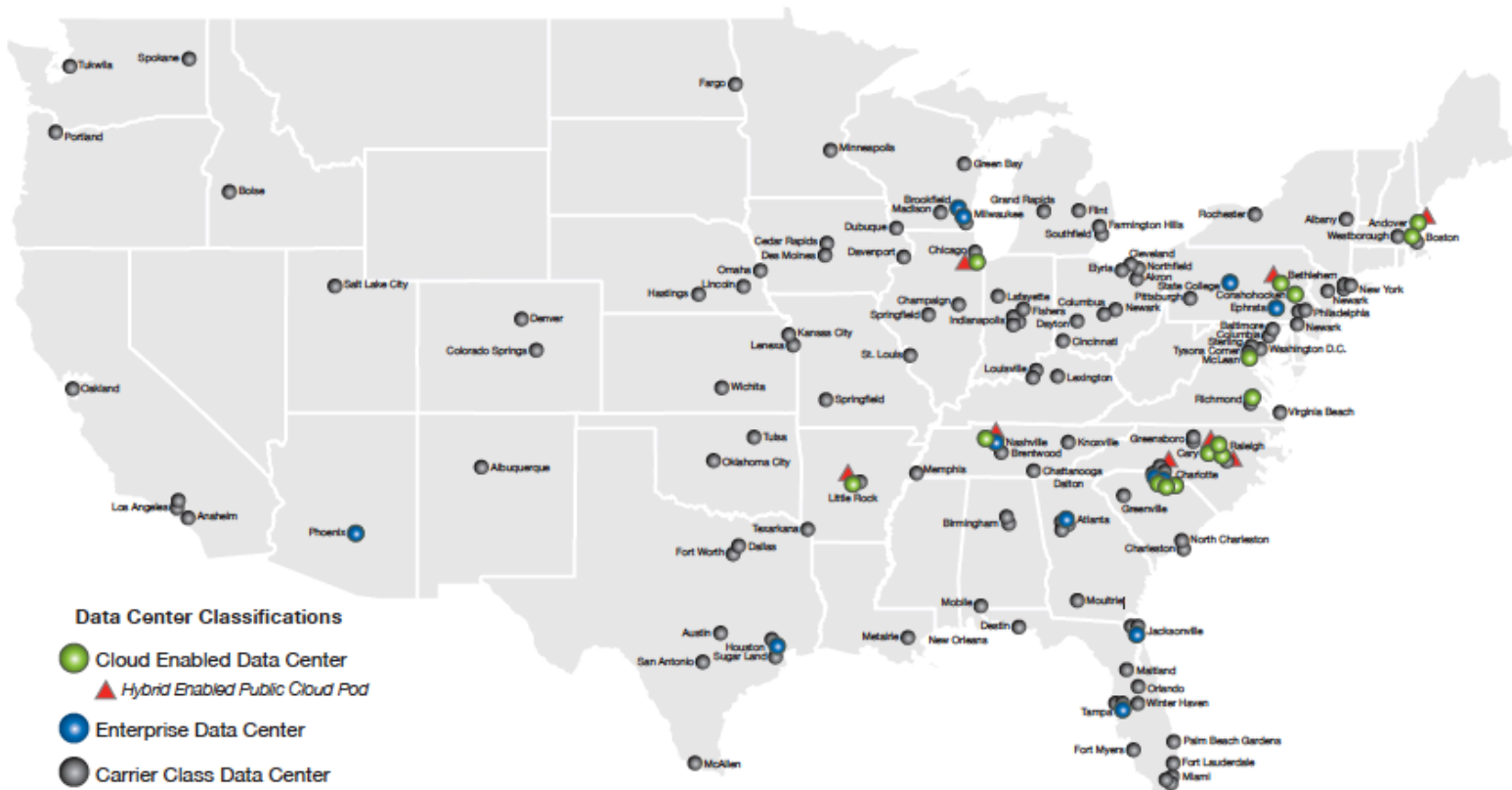


EMC²
BUSINESS
PARTNER

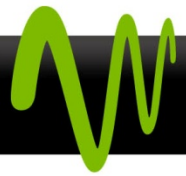
Windstream Overview



- Fortune 500 Company
- \$6 Billion in Annual Revenue
- More than 450,000 Business Customers
- Over 150 Offices Nationwide
- Over 115,000 Miles of Fiber
- Six Network Operations Centers
- Enterprise-class Data Centers and Managed Services



Windstream Hosted Solutions Overview



Synopsis

Leading Provider of Infrastructure as a Service (IaaS)

Delivery



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Experience

- 12+ years
- 1500+ customers
- Fortune 500 Parent

■ Customers in:

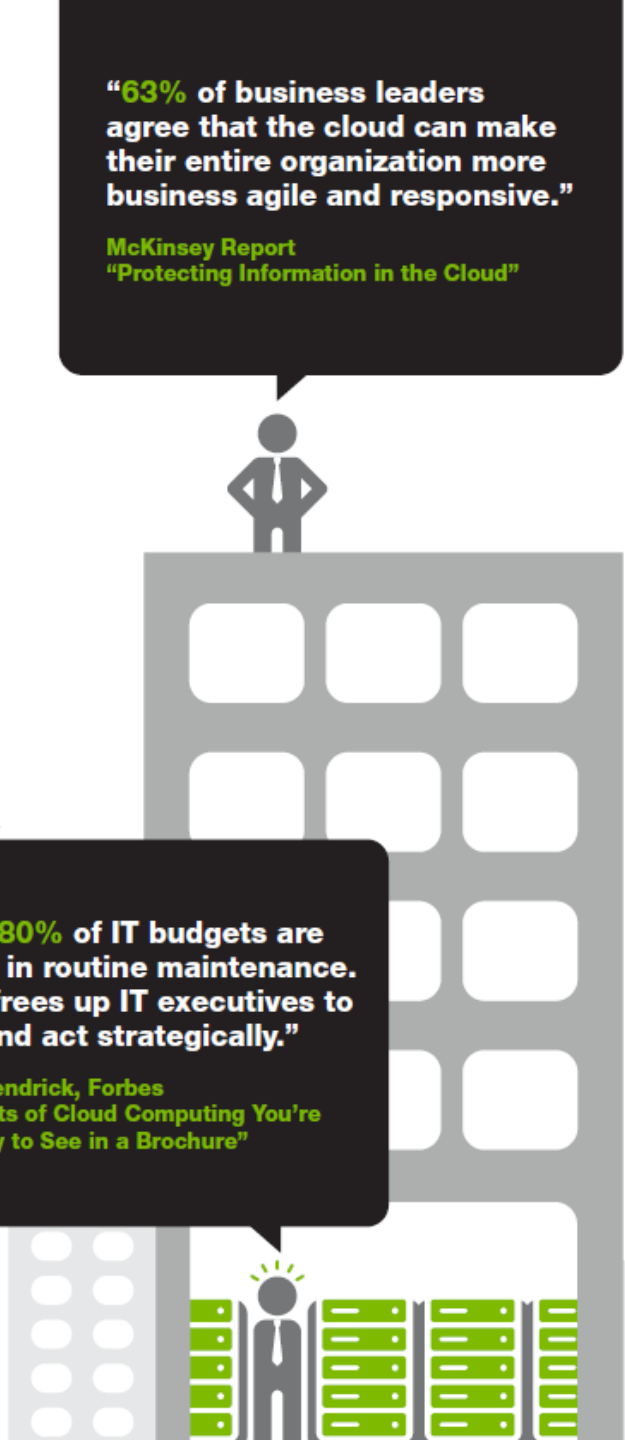
- Finance
- Healthcare
- Retail

Facilities

- Nationwide Colocation Facilities and Enterprise-Class Data Centers

■ Our Data Centers are:

- SSAE16 SOCII Certified
- 2N Power Infrastructure
- 100% Uptime SLA



"63% of business leaders agree that the cloud can make their entire organization more business agile and responsive."

McKinsey Report
"Protecting Information in the Cloud"

"Up to 80% of IT budgets are tied up in routine maintenance. Cloud frees up IT executives to think and act strategically."

Joe McKendrick, Forbes
"5 Benefits of Cloud Computing You're Not Likely to See in a Brochure"

WHY BUSINESS IS MOVING TO THE CLOUD

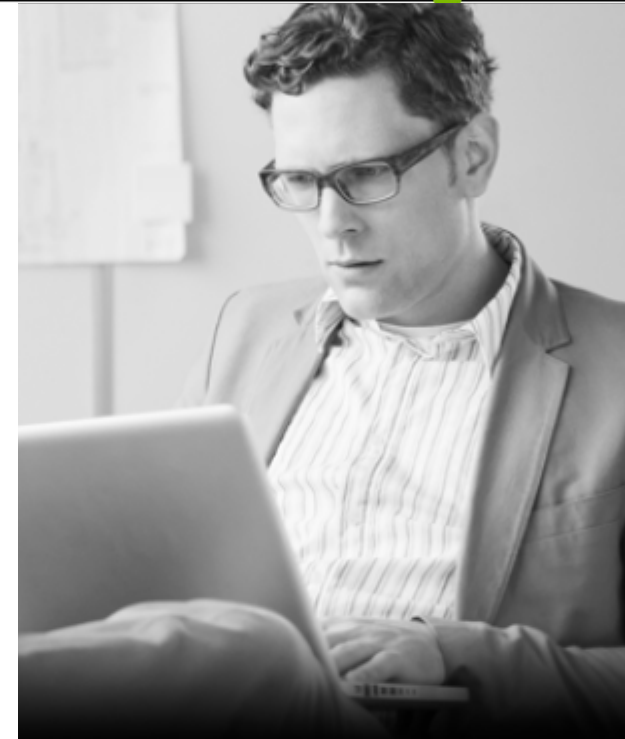
AGILITY, SCALABILITY & COMPETITIVE EDGE

- Avoid a number of costs such as space, power, cooling, monitoring, management, maintenance and more.
- Eliminate the need for specific hardware and individual servers for every application.
- Seamlessly integrate legacy applications with leading-edge technology – regardless of where it is located.

Cloud Services



- ✓ Executives predict that by 2015, 70% to 75% of their applications will be hosted in cloud environments that will enable savings of 30% to 40% compared with current platforms.
- ✓ 63% of business leaders believe that cloud will make their organizations more agile and responsive.
- ✓ Nearly 60% of enterprises believe their cloud providers' security capabilities are better than their own.



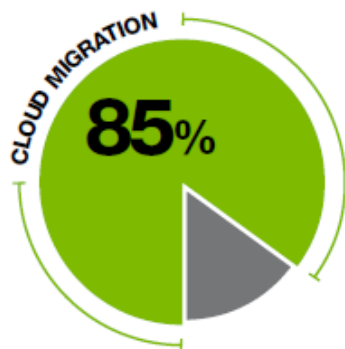
"Cloud computing is set to become mainstream computing, period. ...the biggest news for cloud computing is that it will not be news. It's the way we do computing today."

Joe McKendrick, Forbes

WHAT MAKES A GREAT MIGRATION?

MOVE THE RIGHT STUFF

Most organizations sort their applications into buckets based on security, availability and SLA considerations. Here's what most businesses are moving.



"85% of enterprises plan to host internal back-office applications (accounting, ERP, supply chain management, etc.) on cloud platforms."

—Forrester, "Private Clouds Will Use Hybrid Infrastructure"

59%

"59% of applications will be upgraded or replaced. More than half of those will move to the public cloud."

—Gartner, "User Survey Analysis: Using Cloud Services for Mission-Critical Applications"

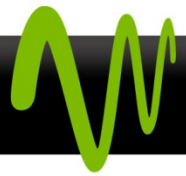


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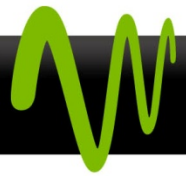
Key Concepts to Migration



- ✓ Business Executives are overwhelmingly targeting their applications to take advantage of the cloud.
- ✓ Cloud computing is already viewed as mainstream and makes business more agile and responsive.
- ✓ **Windstream Cloud Migrations Service offers a simple, automated, non-disruptive way to migrate your applications into the cloud.**



What is it?



Windstream's Cloud Migration Service is:

- ✓ Software as a Service (SaaS) solution
- ✓ Converts customer Servers...
 - Physical Machines
 - Cloud and Virtual Machines (future release)... to Windstream Virtual Machines
- ✓ Transfers images into the WHS Public Cloud
- ✓ Starts as a VM in their WHS Virtual Data Center



Customer's Private Data Center



Windstream Public Cloud

How does it work?



Customer Physical, Virtual, or
Cloud Source Server

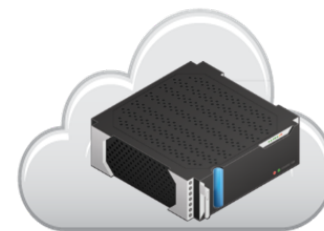


Image

Image
Library



Cloud
Infrastructure



Step 1: Spin Up New
Cloud Instance



Step 2: Auto-Install The
Racemi Agent

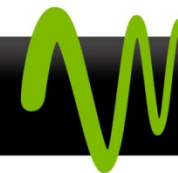


Step 3: Configure Image
Payload For Target Cloud



Step 4: Deploy Image

Bandwidth Consideration

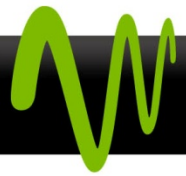


Network Bandwidth Consideration:

When transferring large or numerous machine images, bandwidth impacts to the transfer rate should be verified to ensure a timely and successful migration.

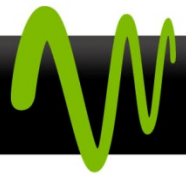
Network Bandwidth	Expected Throughput MB/s	10 GB	50 GB	100 GB	500 GB	1 TB
Ethernet 10 Mbps	1.3	4 hr	18 hr	1 day, 11 hr	7 days, 7 hr	14 days, 14 hr
T3 45 Mbps	6	1 hr	4 hr	8 hr	1 days, 15 hr	3 days, 7 hr
Ethernet 100 Mbps	13	30 min	2 hr	4 hr	18 hr	1 days, 11 hr
OC-3 155 Mbps	20	15 min	1 hr	3 hr	12 hr	23 hr
OC-12 622 Mbps	80	5 min	30 min	1 hr	3 hr	6 hr
Ethernet 1 Gbps	130	2 min	15 min	30 min	2 hr	4 hr

Features/Advantages/Benefits



Feature	Advantage	Benefit
Automated	Does not tie up your IT resources	Reduces IT Costs and Load
Web Portal Based	Easy to use	No training or special skills required
Background Agent	Runs without interfering with your application	No interruption to your business
Encrypted Transfers	Data can not be intercepted	Protects your business and your data
Customer Support via Racemi	Direct access to Solution Experts	Peace of mind

Common Concerns

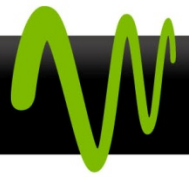


Concern:	Is my data safe during the transfer?
Response:	The Windstream Migration Service uses encryption in flight for all transfers of data. Your data is safe.

Concern:	Public Cloud sounds less secure
Response:	IDC's report "2013 U.S. Cloud Security Survey" stated: "Nearly 60% of enterprises believe their cloud providers' security capabilities are better than their own."

Concern:	What about the rest of my security concerns?
Response:	We offer a complete set of Managed Security Services for your business including Professional Services to help you plan major data center moves, migrations, Disaster Recovery and others.

Questions





smart solutions. personalized service.

