



EST Group Mission Statement

“...the best experience you will ever have with an IT Consulting Company!”



Data Infrastructure Services

Data Storage

- SAN and NAS
- Switches (Fibre and iSCSI)
- Disaster Recovery
- Data Protection
- Archiving
- Business Continuity

Servers

- Rack Mount & Blade Servers
- Hyper Converged

Data Center Services

- Microsoft Active Directory
- Microsoft Infrastructure Services
- Microsoft Exchange/O365
- Directory Migrations
- Data Migrations

Virtualization Services

- VMware vSphere/Horizon
- Microsoft Hyper-V
- VMware VSAN & Rail Devices
- VMware Operations MGMT

Resource Management

- Systems Management
- Configuration Management Tools
- File Management Tools
- Unified Cloud Computing

Networking

- Wireless Surveys
- Wireless Network Services
- Wired Network Services
- Next – Gen Firewalls
- SecureWorks

Privilege Management

- Account Lifecycle Automation
- Privilege User Management
- Password Management
- Enterprise Single Sign-On
- Role Based Access Controls
- Process Automation
- Workflow Solutions
- Identity as a Service (IDaaS)

Identity Governance

- Risk Management
- Access Certification
- Role Correlation
- Event Management
- Audit & Reporting
- Compliance Analysis

Identity Management

- Directory Access Controls
- Web Single Sign-On
- Federation Services
- Permission Modeling

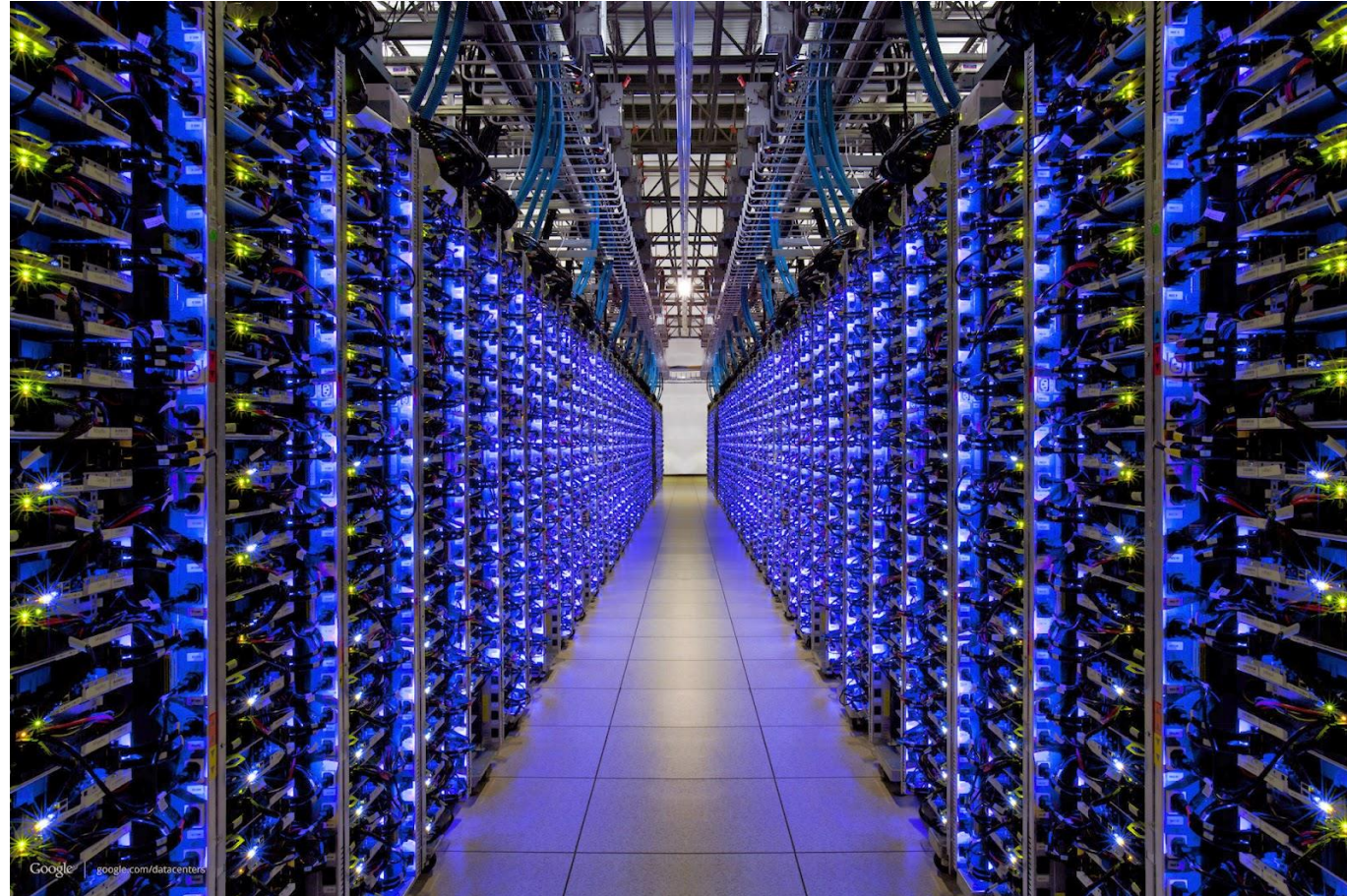
Network Security

- Analytics Management
- Next-Gen Firewalls
- Unified Threat Management

Data Security

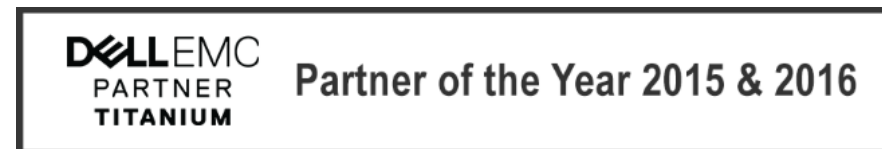
- Data Governance
- Data Discovery
- Classification & Analysis
- User Authentication
- Data Reporting

Largest Regional Dell EMC Data Center Partner in Texas



Awards

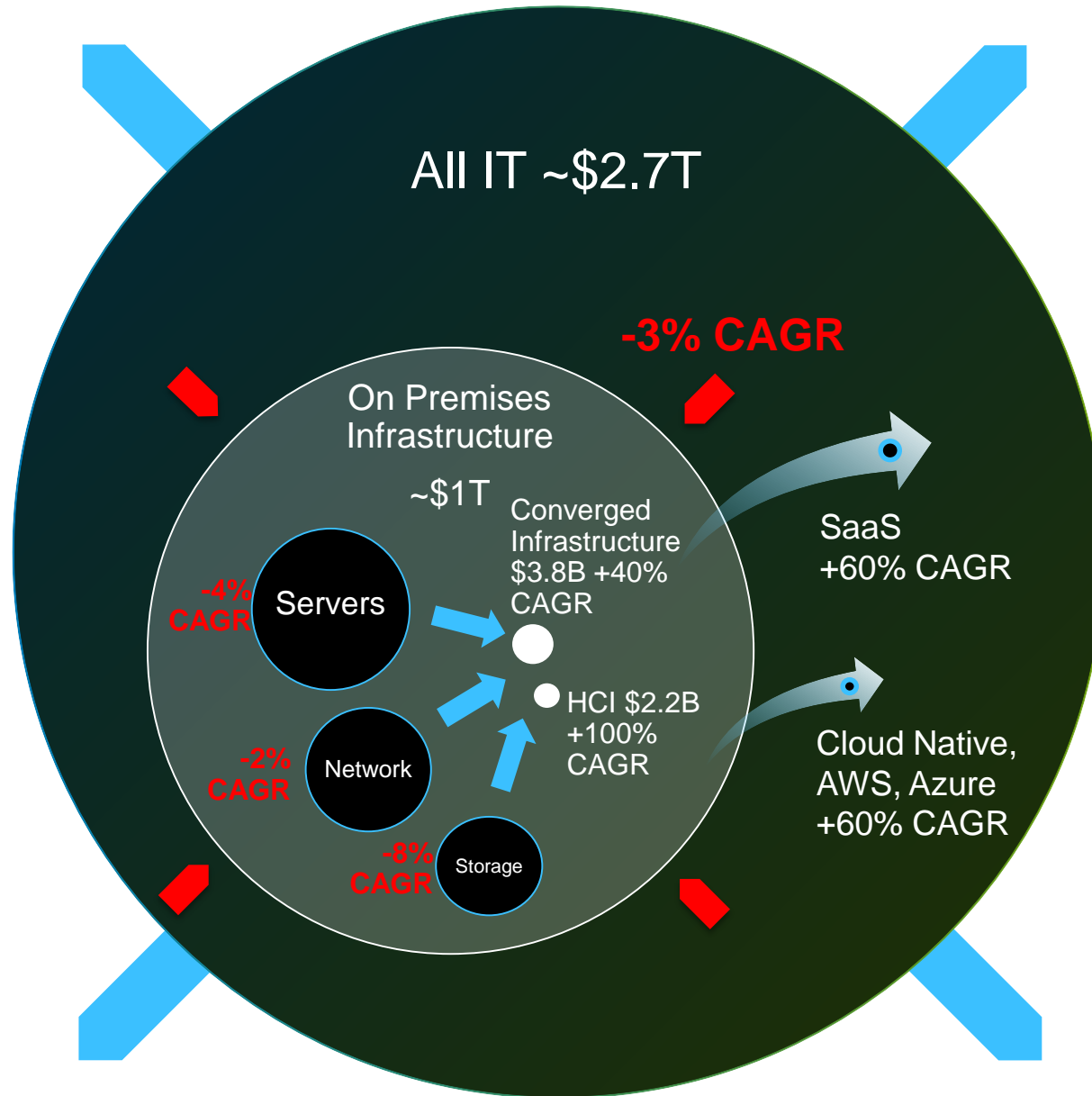
- Inc 5000 Fastest Growing Companies
- Dell Partner of the Year 2015 & 2016
- SMU Dallas 100 Fastest Growing Companies



EST Group Customers



IDC Statistics:





Embrace the Market Shift

- Many customers will have a mix of on-premise / off-premise.
- Customers need to respond – compete with “disrupters”.
- Converged Infrastructure – still growing at 20%.
 - *built on 20 years of code development, extensive data services, robust infrastructure and is well understood.*
- Hyper-Converged Infrastructure – growing at 140% +

Transformational Challenges

Traditional infrastructure, people and processes are unsustainable



Expensive tech refreshes and risky data migrations



Expensive & Proprietary HW & Networking



Large upfront investment to account for future usage



Operational Inefficiencies of Multiple Storage & Application Silos



Long Install/Implementation /Deployment timelines



Bottlenecks, Hot Spots, Lack of Scalability, etc.



Hyperconverged Infrastructure – Goals and Benefits

... makes datacenter **infrastructure invisible** by delivering an Enterprise Cloud that enables IT to focus on the applications and services that power their business.

... bridges the efficiency and performance **gaps** between enterprise datacenters and public clouds.

... provides native hybrid cloud capabilities so businesses can leverage on-premises infrastructure for predictable, mission-critical applications and use public clouds for more elastic and unpredictable workloads.

... with a single click, IT managers can migrate workloads and business data seamlessly across different cloud environments.



Last 15 years

IT-centric

Systems of record

Traditional applications

Transactional data and reporting

Internet

Next 15 years

Business-centric

Systems of engagement and insight

Cloud-native apps

Streams of data and analytics

Internet of Everything

In This Digital World, Businesses & Industries Are Being Disrupted Everywhere

45%

believe there is a possibility their business will become obsolete within the next 3 – 5 years

48%

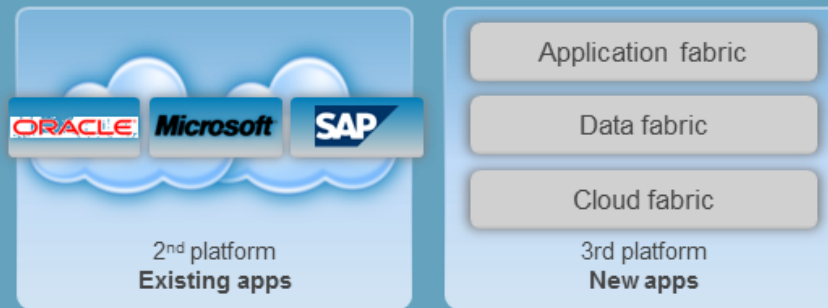
do not know what their industry will look like in 3 years

52%

have experienced significant disruption to their industries over the last 3 years

Three Stages of IT Transformation

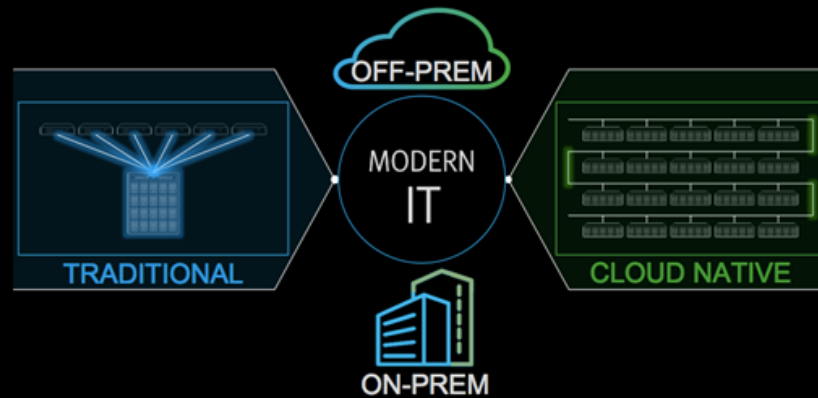
Application transformation



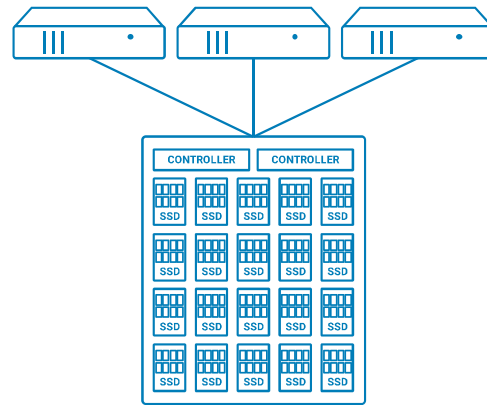
Operating model transformation



Infrastructure transformation



Traditional

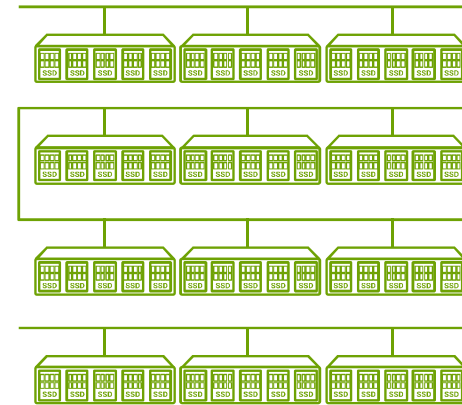


Client-server scale-up apps

Infrastructure resiliency

IT centric

Cloud-native

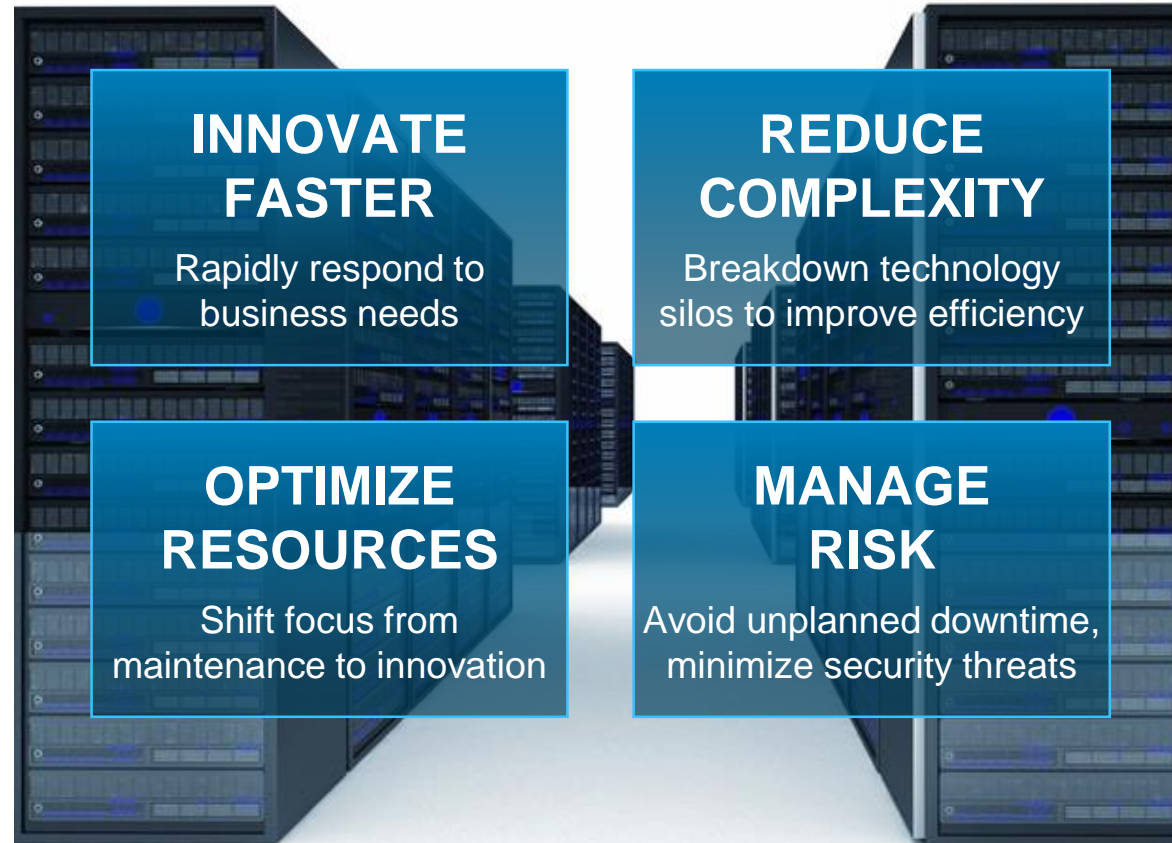


Distributed scale-out apps

Application resiliency

Business centric




Advancing digital transformation



Converged accelerates digital transformation

Protection & trust Flash Cloud enabled Scale out Software defined

Make new technology adoption and IT transformation

-  Faster
-  Simpler
-  More agile
-  More efficient
-  Less risky
-  Less Costly

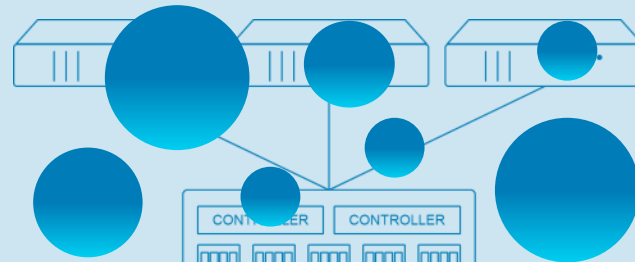
1) Tailored to your workloads

Map to architectural strengths

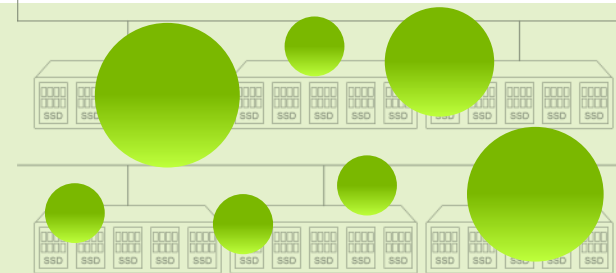
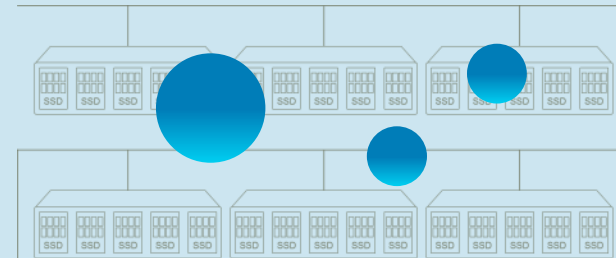
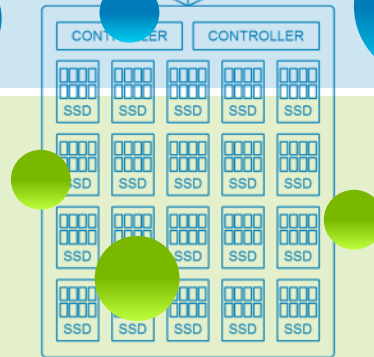
Client-server, Scale Up

Distributed, Scale Out

Traditional Apps







Cloud Native Apps



2) Aligned to your IT environment

Consider both current and future states

	Existing Standards and Technology	<ul style="list-style-type: none">• OS and hypervisor• Data protection• Management frameworks
	Staffing and Expertise	<ul style="list-style-type: none">• Organizational structure• IT skill sets• Risk tolerance
	Processes and Operations	<ul style="list-style-type: none">• Deployment, support model• Location (core, edge, global)• Vendor relationships



3) Delivered for your consumption model

Driven by requirements and desired experience

Build

Simplify procurement, deployment, and lifecycle

Buy

Turnkey, single vendor lifecycle assurance

Reduce Risk, Accelerate Time to Value, Deliver Lifecycle Assurance

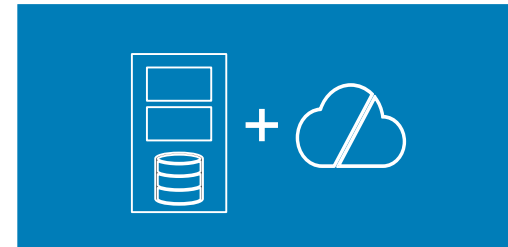
Validated Solutions



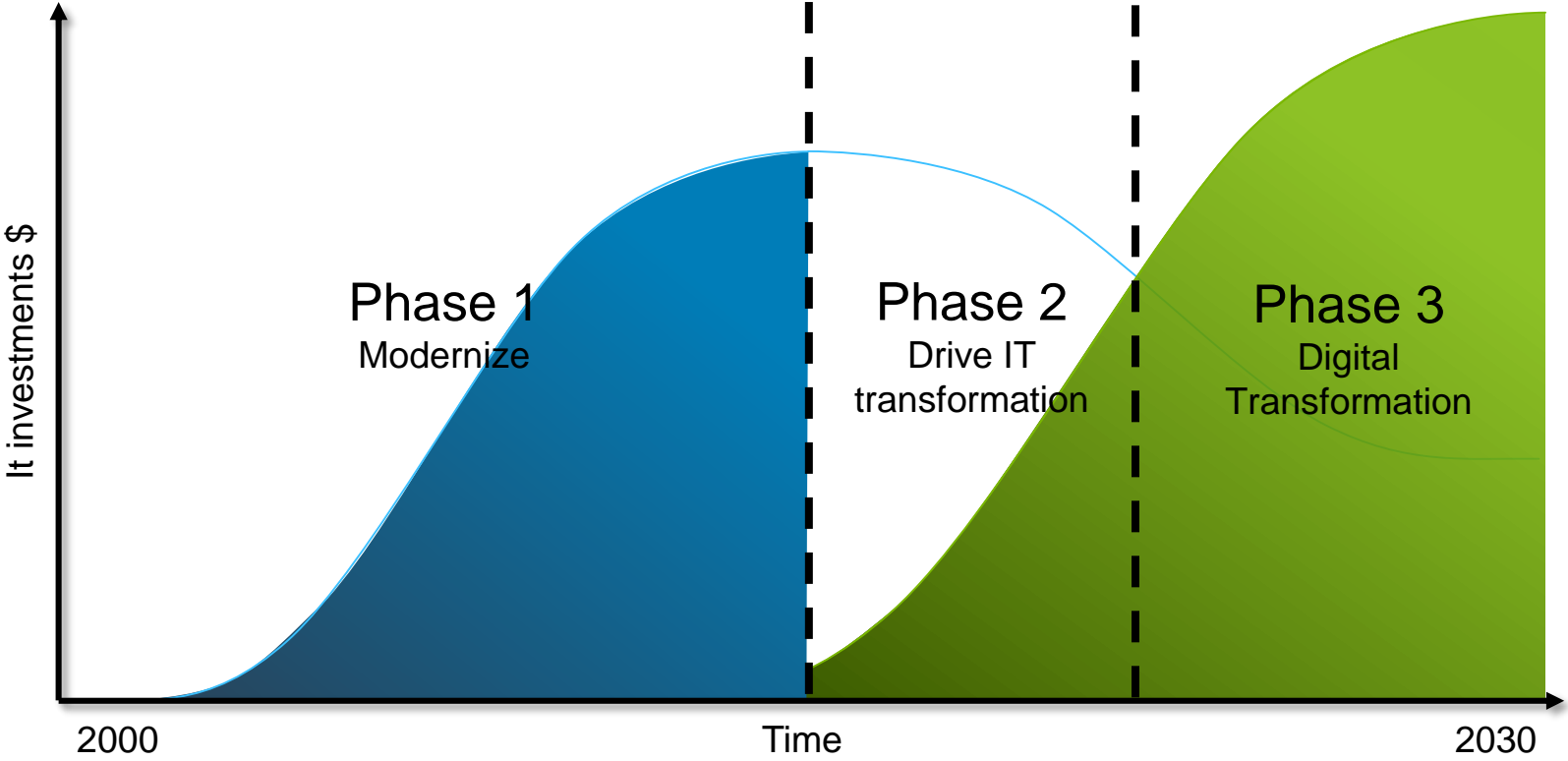
Engineered Systems



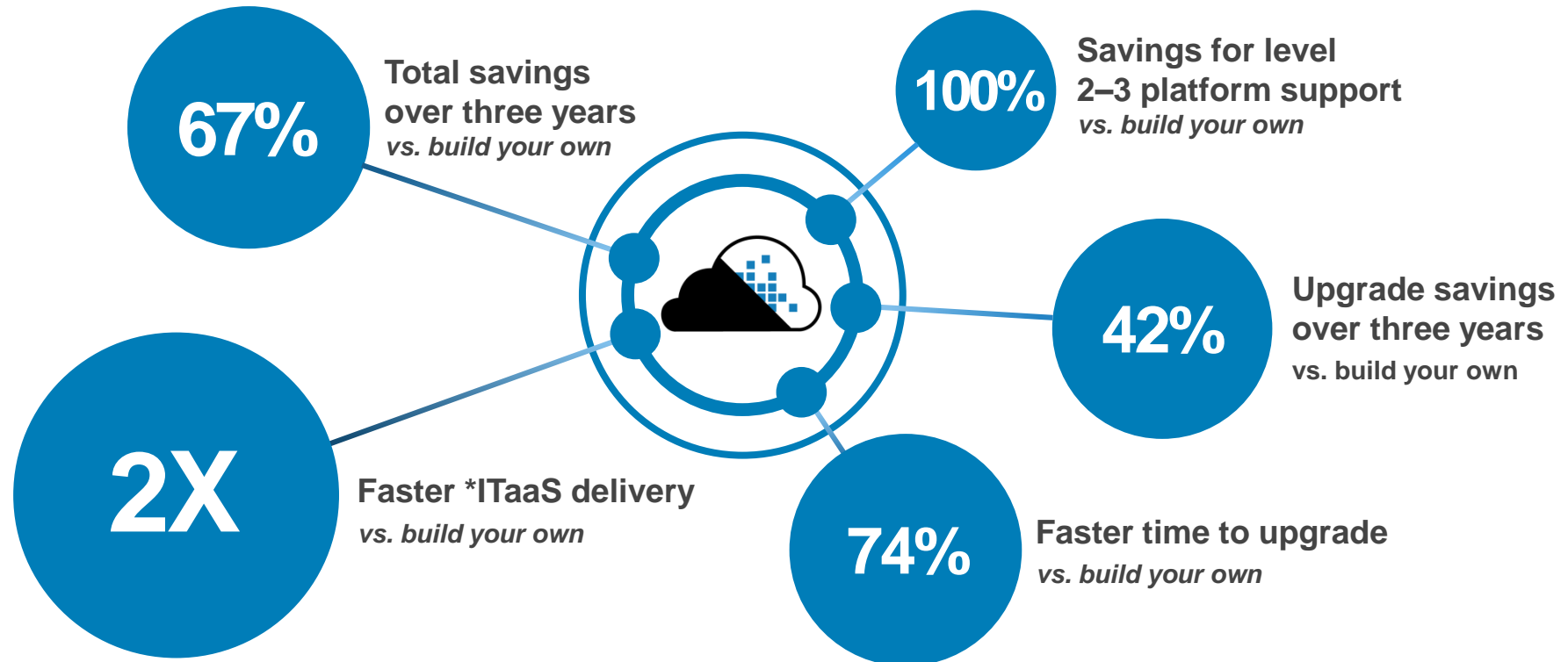
Hybrid Cloud Platforms



Enabling a new investment cycle



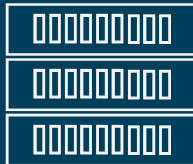
Benefits of Enterprise Hybrid Cloud



Source: *Based on EHC customer deployments
Source: [Principled Technologies Mar 2016 study: IT service transformation with Hybrid Cloud: Buy or Build?](#)

Drivers for adoption

Hyper-converged



- Integrated storage & compute
- Scale out efficiently
- CAPEX and OPEX savings
- Business value via faster innovation



Better business value



Speed and agility



Scale easily



Operational simplicity



Let your transformation begin!