LightEdge Flex Cloud

WHAT IS FLEX CLOUD?

LightEdge Flex Cloud provides customers more options to cloud migration than any other service provider in the industry. Enterprises are faced with a **complex balance between new equipment purchases and ongoing product** life cycles that typically span several years. In order to make the transition to a cloud-based OpEx model, the choice is between phasing out infrastructure that still holds utility or staying trapped in your ongoing maintenance cycle on components nearing end-of-life.
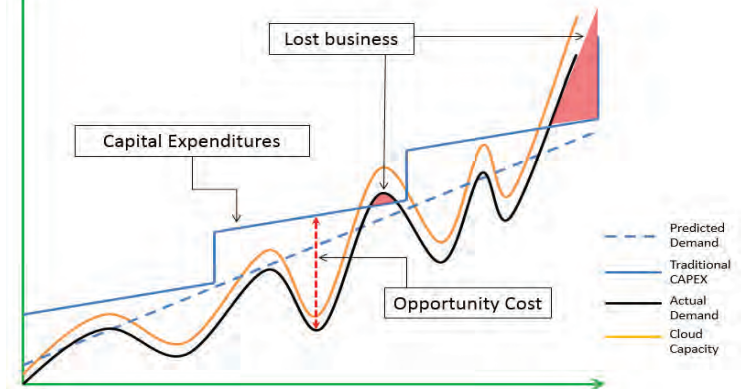
Additionally, many customers are faced with technical and operational difficulties when making a complete transition to cloud services. **Regulatory pressures** and **unique technical guidelines** make it difficult to migrate complex, mission critical applications to the cloud.

We have created a **flexible path to data center migration** by combining **LightEdge's leading compute & storage solutions** with your current equipment to ensure a smooth transition. This enables you to **continue utilizing your own equipment that still has service life and function**, while bypassing the next cycle of CapEx spending on some of the infrastructure you no longer wish to maintain. Further, our unique solution **offers a flexibility previously unseen in cloud solutions** to meet complex technical & regulatory requirements you can't avoid.
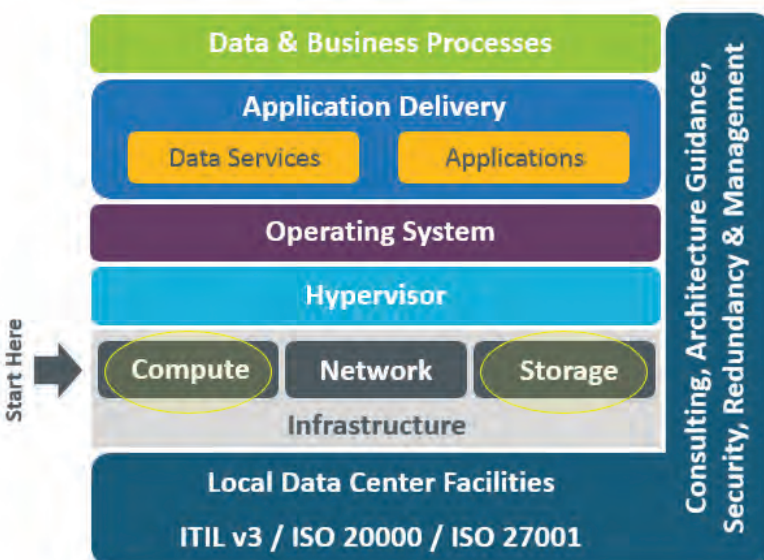
WHAT DOES FLEX CLOUD SOLVE?

1. **CapEx buying & refreshing cycles**

2. Operational constraints driven by **control concerns** around security, performance and management

3. **Burst processing** of peak workloads

Forecasting IT processing workloads 3–5 years is extremely challenging. The opportunity cost of under-investment can be so harmful that the default action is a significant over-commitment of CapEx dollars.

Bring the best of what you own. Flex Cloud provides the rest.

HOW CAN FLEX CLOUD BENEFIT YOUR COMPANY?

Flex Cloud allows businesses to **leverage existing technology assets** and processes, while moving to LightEdge hosted Cloud Services. This customized offering creates a one-of-a-kind solution for each customer's unique journey to the cloud.

In addition to **locating your IT infrastructure in a locally established ITIL v3, ISO 20000/27001 data center**, clients will connect to **premium brand components** and receive **reference architecture & deployment guidance**. The safety, security and reliability of LightEdge Tier III data centers help clients achieve compliance requirements while elevating IT delivery performance.

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WHAT ARE THE KEY BUSINESS OUTCOMES YOU CAN EXPECT FROM FLEX CLOUD?

1. Financial & planning obstacles removed
- Leverage existing, non-depreciated assets
- Effective transition from CapEx spending to OpEx model
- Allow for proactive IT responses to business needs vs. planning years in advance
- More predictable IT cost management

2. Risk minimized in cloud transition
- Maintain data ownership, control and governance
- Leverage Reference Architecture from industry-leading vendors
- Gain access to upgraded architectures with improved performance
- Limit potential business impact associated with full transition
- Amortization schedules unaffected

3. Time to market improved
- New initiative acceleration through needs-driven budgeting
- Minimize constraints of legacy IT infrastructure on business growth
- Solve capacity concerns for customers experiencing significant growth

4. Uptime & efficiency increased
- Leverage LightEdge's data center built to Tier III standards
- Leading ISO 20000/27001 managed framework implemented
- Augment your IT team with the deep technical skill sets of a local partner

5. Complex IT environments resolved
- Solutions that support unique technical requirements that other cloud offerings are unable to service
- Customized management solutions developed in conjunction with local expertise when you need it

WHAT SETS LIGHTEDGE APART?

LightEdge is known for its 20 years of **expertise in network design and implementation**. We are known for our **consultative approach** to designing processes that enable our customers to expand into cloud services and improve IT efficiency. Adopting LightEdge Flex Cloud will not only provide you with a **premise-to-cloud** road map, but also give you access to our **industry-leading data centers** that set the bar in security, reliability, interoperability and performance. We have the strongest, most proactive security model in the market via the **LightEdge vSOC** and our **rigorous methodologies in ISO, SSAE, PCI and HIPAA**.

FLEX CLOUD ASSESSMENT & IMPLEMENTATION PROCESS

- Customer colocates any infrastructure they are providing to a LightEdge data center rack

- LightEdge engages its Professional Services team to perform a customized integration assessment at no charge to the customer

- Installation services driven by integration assessment results

- Provisioning led by LightEdge's Professional Services team

Initial Interest & Qualification → Assessment & Initial Quoting → SOW & Final Quoting → Procurement → Provisioning → Flex Cloud

For more information on Flex Cloud, contact us at 877-771-3343 or email info@lightedge.com.

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