

and storage servers in a dedicated and secure data center have finally come down enough to allow us to show the client a more secure and scalable environment at a price point that is actually less than procuring, installing, licensing and maintaining its own network infrastructure. This solution also allows clients to initiate a bring-your-own-device (BYOD) policy. This gives users flexibility in the devices they use for work, but maintains the company data and intellectual property security.

■ **Hybrid Cloud** — Similar to vDESK, but aimed at larger organizations that still need some on-premise server/storage/network equipment to maintain operations (manufacturers or companies that deal with large data, such as marketing or A/V companies). In this scenario, we can still offer cloud services for end-user file storage and directory services, all while maintaining the IT gear that must remain on premise.

■ **Office365** — Small businesses are migrating from on-premise email (Exchange) servers to hosted Exchange. The

"Companies that can't find the right solutions for their environments will constantly be reacting to security issues instead of properly preparing for ... them."

client retains all of the benefits of enterprise email systems (like Exchange), but no longer has to license, manage or maintain an on-premise server.

Security: Protecting client data and network resources is forefront in all things IT related. The ongoing outbreaks of ransomware and successful hacks of cloud services means that IT must now think security first before providing end-user services. The consumerization

of IT has also meant that IT departments are no longer just fighting against outside attacks, but are also having to find strategic ways to allow the use of consumer/employee-owned devices while still maintaining company security initiatives. Our programs help clients find the right security solutions based on their needs. Our ability to create custom programs based on individual client needs allows us to be successful in many verticals. The "one-size-fits-all" approach to security no longer works. Companies that can't find the right solutions for their environments will constantly be reacting to security

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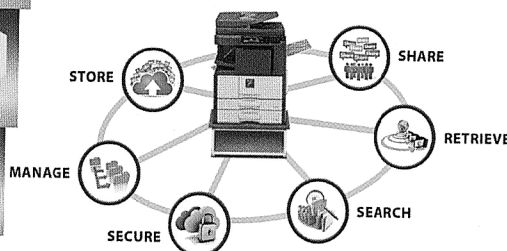


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