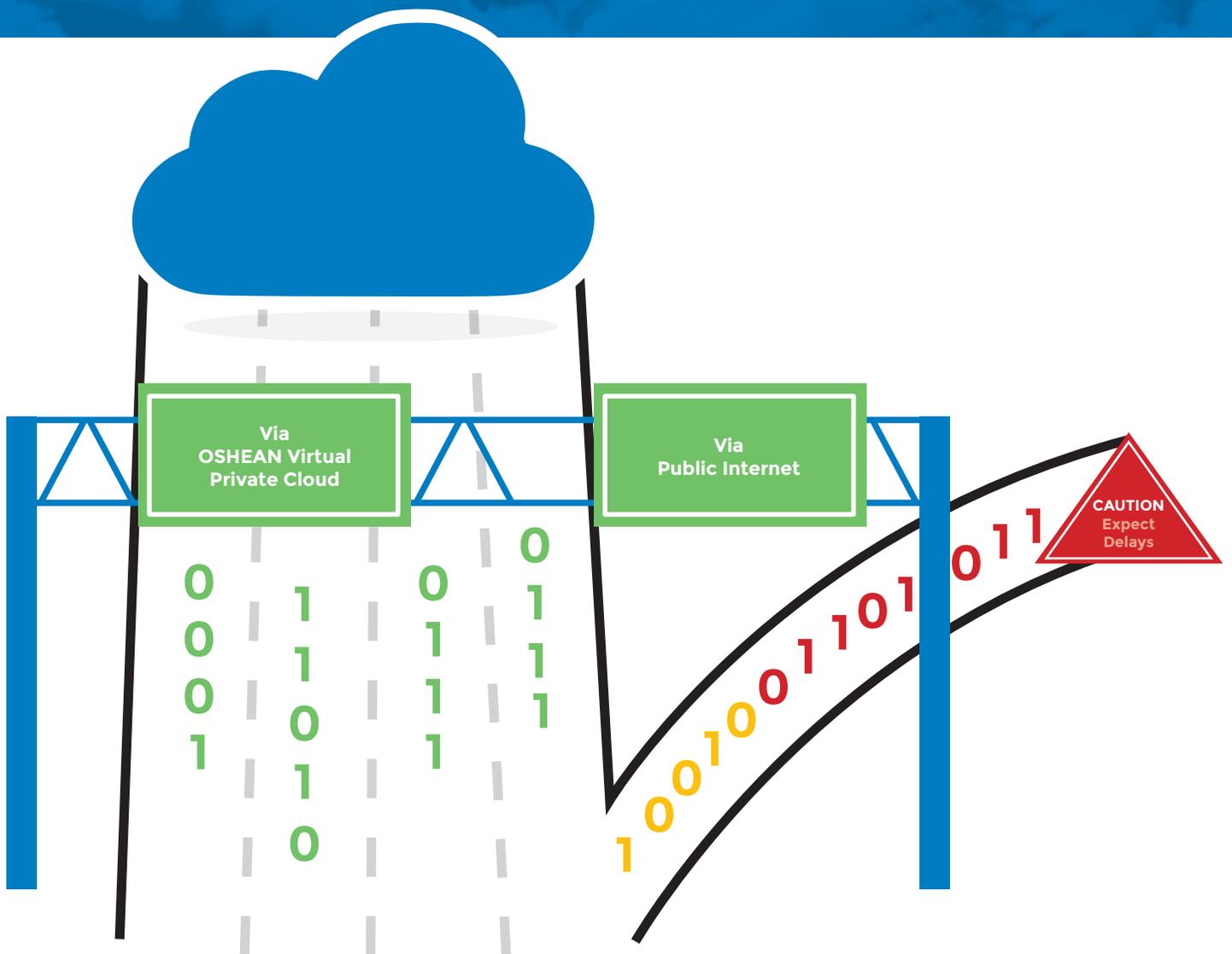


All Roads To The Cloud Are Not Created Equal

The public internet is often referred to as the information super highway. All too often, this public “highway” becomes congested - resulting in unwanted download and upload delays. OSHEAN recognizes a complete cloud solution greatly depends on the wide area network path your cloud-bound data travels. To that end, OSHEAN built a private, high-speed road to a world-class cloud infrastructure supported by NaviSite. This dedicated and trusted route offers OSHEAN Members unprecedented performance and predictability that cannot be achieved by public cloud service providers...



What's All The Buzz About The Cloud?

Cloud Services are transforming the way IT departments traditionally deploy and manage applications and services. The need to purchase and maintain application specific servers, dedicated desktop computers and onsite file storage systems can now be phased out by pay as you go services.

Cloud based Infrastructure as a Service (IaaS) is an enabler to the creation of cost effective and easily scalable IT solutions; whereas, the complexities and expenses of purchasing and managing the underlying hardware are outsourced to the Cloud provider.

DID YOU KNOW?

- ▶ **70%** of businesses already use the cloud
- ▶ **32%** say agility is what drove them to use the cloud
- ▶ **14%** cite reduced cost
- ▶ **14%** cite innovation
- ▶ **1/3** perceive that moving to the cloud simplifies internal operations

Harvard Business Review Analytic Services, "Business Agility in the Cloud" 2014

Why organizations leverage the Cloud

IT Agility: Rapid deployment of new services and adapting quickly to market conditions are the goals. By unshackling IT from the worries of procuring new hardware, maintaining uptime, power provisioning, bandwidth, cooling, etc. enables organizations to focus on implementing the applications that provide direct business results.

Disaster Recover & Business Continuity: In the event of a major disaster, off-site file backup and on-demand compute resources can greatly improve an organization's recovery time objectives (RTO). Backing up to the Cloud offers a feasible and secure solution to archive important files and computer images (ISO, VMDK, etc.) needed to rehydrate or repair corrupt or damaged systems. In addition, the cloud provides options for on-demand compute resources needed when restoration of a production system requires more time than the organization can afford.

Free up CapEX: Building, or expanding a data center requires upfront capital dollars and on-going maintenance fees. The Cloud, offers the same resources, but with a "pay as you go" - utility based billing model.

Virtualizing Legacy x86 Applications: Maintaining legacy x86 applications and dedicated hardware can be time consuming and risky. x86 systems continue to serve an important enterprise role, but when the hardware platform, or operating system (OS), comes to "end of life" the risks of failure increase. The added risk(s) are commonly offset by increased maintenance schedules. Migrating legacy environments to the cloud, provides organizations with a feasible IT-business strategy to extend the use of these important x86 business tools.

OSHEAN SOLUTION BRIEF

OSHEAN and NaviSite partner to provide a Best-in-Class Virtual Private Cloud environment

Unlike other cloud service providers that use the commodity Internet for connection, OSHEAN's Virtual Private Cloud (VPC) directly links a Member's location to NaviSite – our IaaS cloud partner. The powerful combination of OSHEAN's Beacon 2.0 Network and NaviSite's cloud infrastructure is designed to overcome security, variability and latency issues typical with the commodity Internet and commercial Cloud providers. NaviSite, a Time Warner Cable Company and leading cloud service provider, has 12 SSAE-16 global data centers and four IaaS cloud nodes, most notably their Andover, MA flagship data center. This Tier 3 (n+1 fully redundant) facility was built from the ground up to be a world class data center and is "ON-NET" for OSHEAN Members via multiple 10G bps fiber connections. This private and redundant Beacon 2.0 network extension delivers the unprecedented speed, security and network availability needed to make cloud based applications transparent to end-users.

OSHEAN's Suite of Virtual Private Cloud Solutions



VPC-Compute provides a structured bundle of virtual server options and is an ideal alternative to building an on-site virtual server farm. OSHEAN's VPC Compute mixes the scalability and rapid provisioning of pre-determined cloud computing requirements with the unparalleled speed and resiliency of Beacons 2.0 fiber network. Using Enterprise-Class hardware, with fault tolerant power, storage and GigE uplinks the VPC-Compute extends a service level agreement with 99.999% availability. Couple that performance with a user friendly front-end, AppCenter, to "turn up" and manage each virtual machine, makes moving to the cloud easy and affordable.



VPC-Desktop is a Desktop-as-a-service (DaaS) designed to provide IT managers with a more flexible option versus maintaining traditional, dedicated, computers and software operating systems. VPC-Desktop, powered by OSHEAN's Beacon 2.0 network, allows the benefits of a robust

THE NAVISITE OSHEAN VPC EXPERIENCE:

- ▶ Enterprise-class resources used in mission critical IT systems – including Intel, Cisco, IBM and Fujitsu. Virtualization is provided by VMware.
- ▶ Security beholden to a host of regulations such as PCI DSS, HIPAA, and NIST 800-53.
- ▶ Flexible Architectures that provides unlimited host resources and customized network policies
- ▶ Integrity – NaviSite data centers are considered Tier 3 (N+1 fully redundant) and comply with SSAE-16 SOC 1 accounting practices

APPLICATION SOLUTIONS

VPC-COMPUTE

- ▶ Business Continuity – auto fail over for on premise virtual machines
- ▶ Ideal alternative to building virtual server farms that host standard programs and web services

VPC-DESKTOP

- ▶ Accommodate temporary staff and ADHOC desktop computing needs
- ▶ Expand mobile access and BYOD policies
- ▶ Extend life of desktop PC not equipped to support Windows 7

VPC-STORAGE

- ▶ Disaster recovery – offsite file backup

OSHEAN SOLUTION BRIEF

virtual desktop infrastructure (VDI) without substantial startup costs and specialized IT support staff. The advantage of DaaS, for IT managers, is focused control and security while allowing end-users the flexibility to access their personalized desktop from virtually anywhere and from a variety of devices. VPC-Desktop is available in packages that fit a wide range of OSHEAN's member's DaaS requirements as well as customized packages for specialized graphical and persistent data storage needs.



VPC-Storage provides a reliable and secure means for offsite data storage. OSHEAN understands Storage-as-a-Service (STaaS) is not just about storing or copying large amounts of data to a remote data center. It's about the peace of mind knowing your data is there when you need it and protected from cyber and physical security risk. For this reason, VPC-Storage leverages enterprise-class storage technology which includes data replications and encryption systems housed in a Tier 3 data center. In addition, the OSHEAN's "on-NET" VPC-Storage is a flexible STaaS solution offered in two platforms; one for I/O intensive applications and a second for disaster recovery and archival storage applications.



Video Commons is a set of multimedia services and tools that empowers OSHEAN's Members to easily create live or on-demand webcasts. Multi-media content recorded or copied to the Media Management System (MMS) can then be edited for on-demand network playback or long term archiving needs. Ideally suited for educational training and critical communications applications, OSHEAN's Video Commons service offers the solution to facilitate your next webcast or enhance your distance learning curriculums.

OSHEAN Value Statement

OSHEAN is motivated by its commitment to members to deliver premium, affordable, broadband telecommunications, IP networking, and Above the Net services. It is the mission of OSHEAN to seek out innovative technology solutions that best align with its members' objectives. Working collaboratively, OSHEAN continuously drives economic advantage and operational efficiency to improve the agility and responsiveness of member organizations.

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