



The KEY Newsletter

QUARTERLY PUBLICATION
IT PROFESSIONALS

Building a Future Proof Virtualized IT Infrastructure.

August 2017

Volume 2017 Edition 3

STSG's Practices

- Dell Infrastructure Upgrades
- Application Virtualization
- VDI Thin Client
- Data & Network Security
- Data Protection/ Recovery
- Hybrid Cloud
- Managed Services

For More Information:

WWW.STSGInc.com

Or Call 972-491-1294

STSG Events

VMUG in Dallas
Gaylord Convention Center
October 10, 2017

Hyper Converged Noon Seminars announced:
- San Antonio, Sept 28th
- Austin, Oct 19th
- Arlington, Oct 26th

Building a Highly Available Infrastructure for SMB Customers

Dell EMC and AT&T Active Infrastructure both physical and cloud based services

Today, many IT organizations are looking for modular and automated converged infrastructure solutions combining servers, storage, networking and infrastructure management into an integrated and optimized system that provides general-purpose virtualized resource pools. Many IT organizations are missing deadlines or cannot respond fast enough to customer demands, having insufficient IT budgets to deliver the most critical business initiatives, or to manage tradeoffs when it comes to driving efficiency, performance or resiliency. In response, convergence in the data center is an emerging trend in IT to address the growing needs for agility, efficiency and quality to support and deliver applications and IT services. Key benefits include the ability to:

- Rapidly respond to dynamic business demands with template-based infrastructure & provisioning.
- Maximize TurnKey data center efficiency to increase the ROI with your company's installation with automated management of pre-validated platforms supported by a single vendor.
- Single Support Desk 7 by 24 for all products installed.

CONSULTING PRACTICE APPROACH

Health Check / Issues
And
Business Justification

Engagements Split
into Phased Projects

Managed Services
Phone Support

Documentation
IT Knowledge Transfer



Project Assessment
Solution Design

Pilot/POC
Implementation

Production
Implementation

STSG Promotional Services for Virtualization for Second Half of 2017

Hyper Converged Discounts

STSG is offering an additional 5% discount on proposals that include two or more vendor Solutions in your customer's next project. Other technologies can be added later in new Phases.

Training Class Specials:

STSG & VMware are offering a 10% discount on VMware classes through December. Email Lisa.Lewis@stsginc.com for more details, cost and schedules.

Software-Defined Data Center

STSG has implemented hundreds of Virtualized farms over the last 10 years with Dell, VMware, Veeam and now Maxta HCI expanding the cost savings and operational benefits of server virtualization to the entire data center, including network, security, storage, data protection and operation management along with integrating third party applications into vCenter. We've added comprehensive and advanced management and other tools for your business.

15% HealthCheck Discounts

STSG is offering an additional 15% discount on projects committed to by November 15th to be used by the end of 2017. This is normally a 3 to 5 day engagement where STSG will assess your IT application problems and provide a design with recommendations to improve your virtual farm for Maxta storage, network, and Data Protection for a better user experience.



STSG, INC.
 IN BUSINESS SINCE 2007 IN
 DALLAS TEXAS AS A "C"
 CORPORATION FOCUSED
 ON MICROSOFT AND
 VIRTUALIZATION PROJECTS

Five Step process to understand and acquire Maxta/APC/Veeam/Dell and VMware with STSG consulting services.

1. Request audit of your current IT Infrastructure using Dell's DPack3 assessment tool
2. Review your 3+ year needs
3. Review report and budgetary proposal to meet those needs
4. Finalize SOW, timing plans
5. Finalize migration plans

End-User Computing

At STSG, we believe VMware users should have one place to securely access all their applications, both 32/64 bit and web accessible, including files and online services they need, from any device they choose, everywhere. Only VMware extends the power of virtualization—from data centers to devices—so IT can deliver and protect all the Windows resources users need, at the speed they expect, with the efficiency your business demands. See diagram at right for technology components. **Customer Flexibility** to scale up and scale out with Maxta on different configurations along with owning the licenses for the entire solution should be your right as future upgrades are needed as new technology advances.



Mailing Business
 Address
 P.O. Box 262145

For a web demo, POC and free design study of your needs please call STSG at 972-491-1294 or email: sales@stsginc.com

Network Based Firewall & NetBond **Co-lo Rack** **Hosted Voice at Co-lo**

MPLS and Internet Cloud Services (Private – Hybrid - Public) **ANIRA Backup In cloud using VRRP**

AT&T VPN Gateway **Flexware** **Cradle Point Cell Backup Service**

Monitoring Support Desk	Capacity Planning Systems Management	CRM Customer Touch	Big Data Market Feedback
Office 365/Azure SQL-SharePoint	Browsers IE-Chrome-FireFox	Adobe/Flash/Drivers Support Services	Applications Acct-MRP-Web-TC
Computer/Servers Physical & Virtualized	Storage- NAS & SAN HCI Application Storage	Network IP & iSCSI Data & User	Data Protection Application Provisioning
Room/Conditioning Environment	Condition/UPS/PDU Power	Rack/Physical Security Locked Cabinet	Network Wiring Core & Edge Users
AT&T IP Phone Services	AT&T Internet Services	AT&T Security Services	AT&T Cellular Services
AT&T APIs Services			

High Available Maxta HyperConverged VMware Veeam Budget: 3 Servers

Typical support for 200 users: 10Gb Core Network and 10TB of data

Maxta Enterprise SAN/NAS Perpetual License & 7X24 3 year ProSupport:	\$19,500
VMware Essentials Enterprise vCenter 6 Sockets Kit & 3 years Std Support:	\$7,375
Veeam Essentials Backup Enterprise 3 Servers & 3 years Standard Support:	\$7,035
3- Dell EMC R530 Servers- 2- E5-2650v4 (12C/24T), 128GB, 1-200GB & 960 SSD,	
6- 2TB drives, 4- 1GB 4- 10GB NICs, DP/DF, H730 Controller, DVD, iDrac8 Ent	
1- OEM MS Windows2012R2 STD license & Dell OM, 3 yr NBD ProSupport:	\$36,325
Ubiquiti 24 ports 10Gb SFP+ with 12 dual transceivers & 1M optical, exchange:	\$2,250
APC 42U Rack, Dual 2200VA UPS & 2-PDUs, KVM, 3 yr NBD Support:	\$9,255
STSG and Dell EMC Consulting Services for Set-up, Installation, Start-up:	\$10,000
Total HA HCI Production Maxta/VMware Farm with shipping:	\$91,740
2017 Seminar series promotional Discount of \$6,740:	\$85,000
Three year FMV approximate monthly rate before taxes & shipping:	\$2,465/mo
(HA Refresh provides: 158GHz CPU, 384GB memory, 12TB usable storage, 10GB Network)	

STSG services is sold via AT&T financing - leased on a monthly basis.