



Superior TurnKey Solutions Group
Complexity → Simplicity

QUARTERLY PUBLICATION

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 Austin
Convention Center
March 28, 2017

Hyper Converged Noon
Seminars announced:
- Ft Worth March 21
- OK City March 22
- North Dallas March 23
- Austin May 10
- Arlington June 8

The KEY Newsletter

Making Hyper Converged Virtualization better for you.

March 2016

Volume 2017 Edition I

How to further your Dell Hyper Converged VMware Strategy

VMware Range of Products

Now that you have realized the value of adding virtualization to your IT production plans, you should consider further solutions to improve on your success today. With **VMware** you now can build a cost-effective Virtualized farm to support your IT operations. With Hyper-Converged you can integrate the server, storage, network, back-up and Operations Management in the seamless solution at a fraction of the cost of individual parts of your IT operations. The result is easy deployment of VDI, Client/Server Applications, traditional Microsoft or Linux services in one pane of glass..

Simplify IT: VMware vSphere

VMware products and solutions help you transform your company's IT organizations by virtualizing computing, from the data center to the cloud to mobile devices. Our solutions help you operate more efficiently and reliably deliver applications and services on-demand to any device, anytime, anywhere. VMware delivers maximum uptime while optimizing your IT resources with High Availability lowering cost in the most demanding enterprise environments.

Dell Active Infrastructure

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 delivery of applications and IT services.. Key benefits include the ability to:

- Rapidly respond to dynamic business demands with template-based infrastructure & provisioning.
- Maximize data center efficiency with automated management of prevalidated platforms supported by a single vendor.
- Single Support Desk 7 by 24

Veeam Availability Suite

combines the industry-leading backup of virtualization infrastructure, restoration and replication capabilities of Veeam Backup and Replication with the advanced monitoring, reporting and capacity planning functionality of Veem ONE for VMware vSphere and Microsoft Hyper-V. The software is optimized with Hyper Converged to support and enhance a number of features that will integrate with Veeam and Dell EMC. Tape back-up is fully supported in Veeam. Coming support for physical servers running Windows and Lunix is available in the next version with custom APIs In 9.X. Veeam provides advance WAN acceleration along with support of Microsoft Active Directory, Exchange, SQL, SharePoint, Oracle and Instant file-level recovery for Microsoft Azure. **Veeam Cloud Connect** in 9.5 supports direct back-ups to the cloud with services from **Global Data Vault** with optional recovery services. Improvements made to Always-On Enterprise Back-up, Recovery Assurance and Reporting.

STSG Promotional Services for Virtualization for First Half of 2017

Hyper Converged Discounts

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

Training Class Specials:

STSG with VMware is offering a 15% discount on all VMware classes through June 30th. Email Lisa.Lewis@stsginc.com for more vendor details 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 expanding the cost savings and operational benefits of server virtualization to the entire data center, including network, security, storage and 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 April 30 to be used in May or June. This is normally a 3 to 5 day engagement where STSG will assess your application problems and provide a design with recommendations to improve your virtual farm for Maxta storage and user experience.



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



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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.

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

1. Request audit of your current IT Infrastructure using Dell's DPack2 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

For a web demo and free design study of your needs please call STSG or email us: sales@stsginc.com

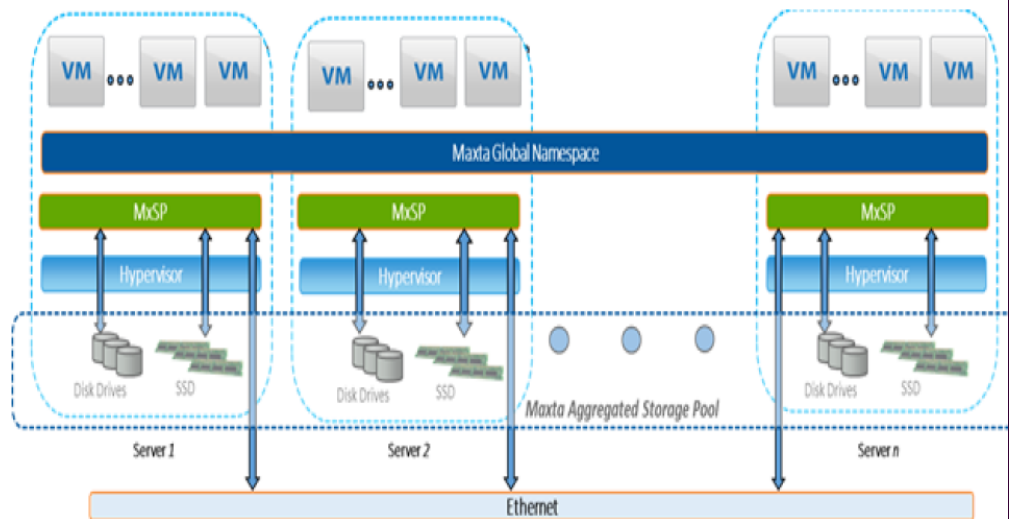
About the Maxta Storage Platform

Maxta® Storage Platform (MxSP™) is a hypervisor-agnostic, software-only enterprise storage solution for virtualized environments providing VM-level storage abstraction and full integration into the server virtualization management scheme and user interface. MxSP is administered using the MxInsight web interface. MxInsight allows you to manage and monitor the performance of your storage resources.

MxSP delivers shared storage by aggregating dispersed storage resources from multiple servers, eliminating the need for storage arrays (either SAN or NAS). It delivers VM-centric enterprise-class data services to support advanced capabilities such as live migration of virtual machines, dynamic load balancing, high availability, data protection, and disaster recovery.

The MxSP architecture provides the ability to scale capacity and performance independently, on demand, without having to over-provision resources.

The following illustrates how the Maxta Storage Platform fits into virtualized environments.



Highly Available Production HyperConverged VMware Budget: 3 Server Farm

Maxta Enterprise SAN/NAS Perpetual License & 7X24 3 year ProSupport:	\$25,000
VMware Essentials Enterprise 6 Sockets Kit & 3 years Std Support:	\$6,975
Veeam Essentials Enterprise 3 Servers & 3 years Basic Support:	\$7,035
3- Dell R530 Servers— 2- E5-2650v4 (12C/24T), 190GB, 1-200GB & 800 SSD, 6- 1TB drive,	
4- 1GB 4- 10GB NICs, DP/DF, R-5 H730P, DVD-RW, iDrac Ent., Dual 16GB SD ESXi,	
1- OEM MS Windows2012R2 STD license & Dell OM, 3 yr NBD ProSupport:	\$33,300
Dell N4024 rack L2/L3 switch with DP/DF, 24- 10GB SFP+ NICs, 3 yr NBD ProSupport:	\$7,850
STSG and Dell Consulting Services for Set-up, Installation, Start-up:	\$10,000
Total HA Production VMware Farm:	\$92,860
2017 Seminar series promotional Discount of \$12,860:	\$80,000
APC 39U Rack, Dual 3000VA UPS & PDUs, 24 SFP+ & 1M cable, 3 yr NBD Support:	\$7,975
(Solution provides Servers w/ ~100GHz, 570GB memory, 11TB usable storage, Teamed 10GB Network)	