EMBRACING DIGITAL TRANSFORMATION
Welcome to Entisys360

Entisys360 is built on the philosophy that the employee experience is just as important as the customer experience. Driving our success—in what has become a very crowded marketplace—is our unique approach to leadership and management that ensures our employees, partners and clients all receive the value they look for in their workplace and business relationships.

We invite you to take a look inside Entisys360 today, where you’ll find some of the best hearts and minds in the business, who come to work each and every day to do what they love in the service of people who love what they do.

Sincerely,
Michael Strohl
Chief Executive Officer
Entisys360
WHO WE ARE
Entisys360 is an award-winning IT consultancy specializing in the deployment and delivery of advanced IT infrastructure, virtualization and cloud solutions for business, government, education and healthcare.

WHAT WE DO
At Entisys360, we provide our clients with a complete portfolio of enterprise infrastructure, end-user computing, digital workspace and digital transformation solutions—supported by today’s best of breed services. Our professional services teams have a limitless depth of knowledge encompassing traditional professional services, as well as consultative enterprise managed support services, with complementary vendor contract management.

WHY WE DO IT
Our clients face many challenges today, not the least of which is coping with a rapidly evolving IT landscape. On the one hand, the consumerization of IT is driving end users to demand higher performance, improved productivity and greater flexibility from their digital workspaces and the networks they are connected to. At the same time, IT organizations face constant scrutiny over security best practices, revenue and cash flow.

Entisys360 is a partner you can trust to guide you through the process of selecting and implementing the right mix of advanced data center infrastructure, virtualization and enterprise computing technologies that are optimized to meet your unique business requirements.

Simply put, we care about you and the great work you aspire to do. As new technology gives way to newer technology, we will remain with you every step of the way, helping you leverage best-of-breed technology solutions and services to successfully navigate through the most complex technical challenges you’ll ever face.

HOW WE DO IT
Entisys360 leverages our vast experience in technology, vendor relationships, system integration and solving IT challenges to help you realize the productivity gains and achieve the ROI that you have been expecting from your solutions all along, with the Entisys360 five star customer experience.

We are committed to keeping your IT infrastructure operational, available and secure, so that you can focus on the everyday demands of growing your business, managing costs and increasing revenues.
In today’s dynamic business world, many organizations struggle to survive the complexities of the IT landscape. Entisys360 works with our clients to bring order to what can seem at times like endless chaos. Through our process driven approach, we empower enterprises to achieve their full potential and greatest efficiencies.

We begin by identifying and eliminating idle tech capacity, assessing hard-cost indicators and soft-cost processes that can be replaced or enhanced. Next, we architect solutions that leverage best-of-breed advanced infrastructure, virtualization and cloud-based end-user computing solutions to provide optimum performance, security, flexibility, availability, supportability and ROI, always serving as an extension of our clients’ business and teams.

We then enable our clients to maintain the maximum value of their IT investments through our services offering that includes reactive end user and IT infrastructure support, proactive infrastructure maintenance and optimization, and technology life-cycle management. Last, but not least, we help our clients stay on top of their vendor maintenance and warranty contracts through our Contract Management Services.

For nearly three decades, countless numbers of enterprise organizations have achieved their business goals and objectives leveraging the Entisys360 approach.
At Entisys360, our core expertise and offerings are focused around traditional End-User Computing, Enterprise Infrastructure, Digital Workspace and Digital Transformation.

As enterprises grow, IT organizations must rapidly add computing, networking and storage capacity—which often results in a server and storage sprawl that is costly to operate, manage and upgrade. Furthermore, sustained exponential growth in key business applications and data assets has created a critical need for improved system utilization and scalability, as unanticipated spikes in user demand often put unnecessary loads on a network. We invite you to learn about our solutions to help solve your day to day and future needs.

END-USER COMPUTING
Regardless of what business you’re in, your workforce relies on applications to get their work done, and different job roles call for different resources. Productivity is entirely dependent upon access to the right applications at the right time, but security is a critical and permanent requirement.

We know the pros and cons of every application, desktop and data delivery method, and can help you find the perfect marriage between the two in order to more effectively manage security proactively, while enhancing your ability to deliver the right resources—to the right people—at the right time.

Entisys360’s End-User Computing Solutions include:
- Desktop Virtualization
- Application Virtualization
- Enterprise Mobility Management
- Enterprise File Sync and Sharing

ENTERPRISE INFRASTRUCTURE
At Entisys360, we focus on keeping your IT infrastructure operational, available and secure, so you can focus on the everyday demands of growing your business, managing costs and increasing revenues. Our Enterprise Infrastructure solutions include:
- Servers
- Storage
- Networking & Security
- Data Center Virtualization
- Systems Management

DIGITAL WORKSPACE
At Entisys360, we understand the significant benefit of a virtualized environment and its ability to provide a framework for digital workspaces, while addressing many of the challenges faced by today’s IT organizations. Through Entisys360 Workspace Cloud, we enable our clients to drive workforce productivity by providing their users with always-on, anytime access to applications, desktops, and mobility via any device, from anywhere in the world. At the same time, this offering shifts responsibility for routine and mundane IT tasks away from the IT organization so that it can focus on higher-value IT initiatives.

Available as a private or public cloud subscription-based service model, Entisys360 Workspace Cloud leverages core Citrix technologies hosted entirely by Entisys360. As a result, there is no need to invest in new on-premises infrastructure to support this model, which effectively shifts the burden from CAPEX costs to the more predictable OPEX costs.
DIGITAL TRANSFORMATION

The disruptive nature of digital transformation is reshaping industries all around us. Think about the way Airbnb has changed the way we book hotel rooms, how Uber has altered the way that we hail a taxi service, or how Netflix is transforming the way we consume television. All of these disruptive market entrants revolutionized their industries and ultimately provided better products and services for the customer.

At Entisys360, we define Digital Transformation as the integration of digital technologies and processes into all areas of an organization with the primary goals being to drive fundamental changes in the way the business operates, and to increase the organization’s value to customers so that they accelerate business agility and innovation in order to better compete within their respective markets. We also believe that end users should be able to access their digital workspaces from any device, run any application and connect to any cloud.

To help our clients achieve these objectives, Entisys360’s Digital Transformation Practice encompasses three areas – DevOps, ITaaS and Big Data/Analytics.
At Entisys360’s core, you’ll find a savvy professional services organization committed to excellence. Our team includes principal architects (pre-sales support); solution architects (design); and, senior consultants (implementation); along with practice managers and senior support engineers. Leveraging their vast experience in technology, vendor relationships, system integration and solving IT challenges, our team strives toward putting solutions in place that align with your business goals and maximize your financial investment.

Experience Entisys360 professional services team provide you stress-free implementation by drawing on the expertise, knowledge, and abilities of Entisys360 Professional Services to maximize the potential of your investment. We provide various levels of support based on your need from diverse services from our Professional Services portfolio, Enterprise Managed Services, as well as, Contract Management Services to provide you 360 degrees of coverage. These services are complemented by our experienced project management team which helps you keep your priorities and projects on track.

PROFESSIONAL SERVICES

Entisys360’s seasoned team of experts offer a wide range of services designed to help you maximize your investment in Data Center Infrastructure, Data Center Management, End User Computing, Network Services, Security, Disaster Recovery and Business Continuity, and Cloud technologies and solutions. These services include:

• **Design and Evaluation.** We'll evaluate, design and deliver the project to meet your exact specifications for a stress-free deployment.

• **Health Checks and Upgrades.** We follow industry best practices to review and ensure your existing systems are performing optimally and to your specifications and standards.

• **OS Migrations.** We can help you permanently improve your Windows management and simplify upgrades.

• **Proof-of-Concept (PoC) and Pilot Programs.** We will engineer the solution and then evaluate its performance using test cases defined by success criteria.

• **Solution Deployment.** Our professional services and trusted advisor status enable us to provide support throughout implementation.

ENTERPRISE MANAGED SERVICES

Today’s IT organizations often struggle when it comes to maintaining the maximum value of their IT investments, including those they have made in cloud and virtualization technologies, while at the same time allowing their team member to focus on initiatives that add strategic value to the business. Enterprise Managed Services from Entisys360 alleviates this pain point by providing organizations with 24x7x365 support and maintenance services for any virtualization or cloud-based infrastructure environment.

Through Enterprise Managed Services, Entisys360 is also able to help clients align business initiatives with evolving industry trends and obtain a clear understanding of the impact that future technologies will have on recognizing IT business value.

Enterprise Managed Services from Entisys360 include three areas:

• **Reactive End User and IT Infrastructure Support.** Available on a 24x7x365 basis, this includes monitoring and alerting; Tier 2 and Tier 3 incident management; root cause analysis; knowledge base content creation; Tier 1 team enablement; defined reporting; service quality validation; and continuous improvement.

• **Proactive Infrastructure Maintenance and Optimization.** Features of this service include infrastructure software
capacity planning; health checks; minor software version upgrades; defined reporting; and, continuous improvement.

- **Technology Life-cycle Management.** As part of this service, clients benefit from strategic IT business alignment; short- and long-term architecture collaboration; major software version upgrades; defined reporting; continuous improvement; and, project-based changes.

**CONTRACT MANAGEMENT**

At Entisys360, we understand the challenges IT enterprises face when it comes to keeping track of maintenance and warranty contracts, managing coverage levels, and ensuring that payments are up to date and accurate. Fact is, many organizations don't have the systems and resources in place to effectively manage their maintenance and warranty contracts. Yet, having the right contracts for hardware and software solutions, regardless of manufacturer, is critical to keeping operational expenses in check, resolving problems more quickly, improving risk mitigation, gaining improved visibility into the state of your IT infrastructure.

With Contract Management from Entisys360, you'll never miss another maintenance or warranty contract renewal date, or pay for maintenance contracts or warranties on hardware or software you no longer use. As an unbiased partner, we help you manage all of your contracts, while at the same time looking out for your best interests when evaluating a hardware/software refresh versus service renewals. We also help your organization make more informed decisions about your maintenance contracts that can lead to better business outcomes.
With Entisys360, you will find that regardless of whether we are assisting you with a traditional data center, desktop or application virtualization deployment; a desktop transformation or cloud implementation; or in the delivery of managed services, our team is ready and waiting to leverage our experience in technology, vendor relationships, system integration and solving IT challenges, to help you achieve your business goals and maximize your financial investment.

Our solutions, professional services and nationally-recognized expertise align perfectly with the trends and challenges facing a variety of industries including:

- Education
- Entertainment
- Financial Services
- Healthcare
- Law
- Public Sector
- Technology
- Transportation

We don't sell pre-packaged, one-size-fits-all solutions—whether the right solution comes from Citrix, Microsoft, HPE, VMware, NetApp, Cisco—or is a combined solution leveraging a whole host of offerings from our ecosystem partners. Our vendor-agnostic approach means meeting your business requirements in the most effective way possible is our top priority.

HEALTHCARE

When it comes to IT, the primary objectives for healthcare organizations include enhancing quality of care—compliance with security and HIPAA regulations—a personalized and high-definition experience for clinicians and physicians no matter where they work—and reducing costs and streamlining operations.

Because improving quality of patient care is any healthcare organization's first priority, clinicians and physicians typically drive the technology decision-making and purchasing process, which can lead to many headaches for healthcare IT departments.

At Entisys360, we recognize the unique challenges that healthcare IT organizations face, and offer the understanding, capability and trusted relationship you need to address your most important IT initiatives.

PUBLIC SECTOR

Whether you're in government or education, your organization has the same underlying IT needs as a majority of private sector organizations. Your driving goals: to contain costs, simplify management and maintain high availability while finding new ways to increase security, compliance, scalability and recovery from service interruptions.

Yet despite the broad similarities, government and education organizations have totally unique missions, environments and IT programs, as well as complex policies and procurement processes.

At Entisys360, we recognize these unique differences and offer the understanding, capability and trusted relationship you need to address your most important IT initiatives.
OUR ACCOLADES & PARTNERS

OUR ACCOLADES

We’re proud to be recognized for our innovation and industry leadership. Some of our notable accolades include:

- HP – Storage Growth and Top Sales Growth from Arrow ECS – 2013
- Microsoft – Outstanding Front-line Partner – 2013 and 2014; Virtualization Partner of the Year – 2011 (with M7 Global Partners); and, U.S. Western Region Winning on Value award – 2010
- NetApp Arrow ECS – “Highest Year-over-Year Growth – West” – 2009
- NVIDIA – “Most Valuable Player” – 2013
- RES – “Partner of the Year” – 2015 and 2016
- Veeam Software – “Growth ProPartner of the Year” for the Western U.S. – 2011
- Inc. 500|5000 List of America’s Fastest Growing Companies” – 2010 to 2016

Visit entsys360.com for a complete list of our awards and accolades.

OUR PARTNERS

Entisys360 forms strategic partnerships with a host of vendors in order to provide you with the best-of-breed solutions and services. We are also able to offer elevated vendor support resources due to the following distinctions we hold—Citrix Platinum Partner; Cisco Premier Partner; VMware Premier Partner; NetApp Platinum Partner; Microsoft Gold Partner; and, HPE Elite Partner.

To learn more about our ecosystem partners please contact your sales account executive or call (877) ENTISYS.
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