

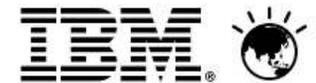
Pulse

IBM SolutionsConnect 2013

Tardis Services Overview

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Consumerisation and Technology





Tardis Services



TardisManage

- Tardis Cloud ((BaaS, SaaS, AaaS, IaaS, IBM Power I (MIT))
- Tardis Support (Silver, Gold, Platinum)
- Tardis Maintenance (Hardware, Software)

Professional Services

- Implementation Services (Design Bespoke Architecture)
- Express Services (Catalogue Services)
- Infrastructure Consulting

Infrastructure/ Products

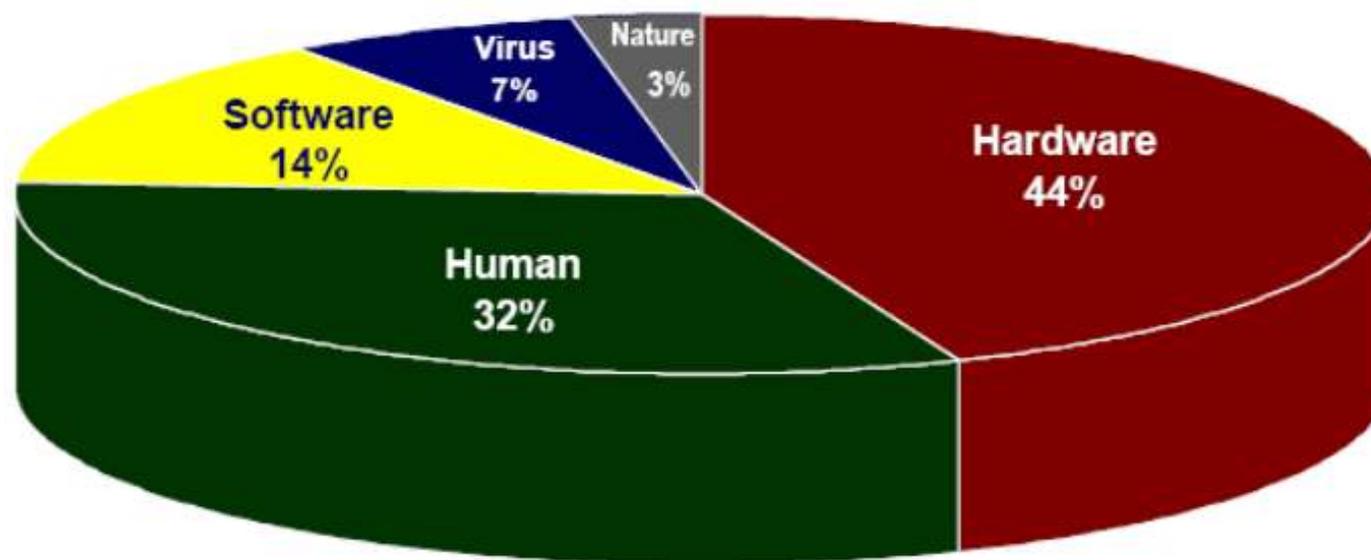
- IBM Portfolio
- Vmware
- Microsoft
- Juniper, Cisco, Xirrus, Apple, Citrix...



Tardis BaaS – Why do you need it?



Backups are boring until you need them



Causes of Data Loss 2010



Customer pain points



Our experience shows:

- Customers previous backup solutions range from 20% to 50% failure rate.
- Inconsistent tape off-siting.
- Many repeat backup failures go undiscovered due to human error and misconfiguration
- Virtual machine backups failing to complete within backup windows due to the use of conventional backup agents
- 7 different backup Administrators in 2 years
- Smaller customers relying on RAID





Tardis BaaS – Service Overview



“Performing a Backup is a lot like walking a dog.
It’s a task you must do daily, but it can be time
consuming and even annoying ”



Tardis BaaS – Service Overview



- Managed backup offering
- Leveraging your current hardware investment or the Tardis cloud
- We provide:
 - On shore Management skills
 - Backup software inc DB/Exchange/VE agents
 - Reporting software
 - First and second line support
 - Monthly or quarterly per TB billing
 - Capacity planning and reporting
 - Regular single file restore batch testing





Tardis BaaS – Service Benefits



Transparent TCO Reduction

- Predictable incremental monthly charges
- 100% reduction in backup administration time
- No need to retain specialist skills, freeing up IT staff to concentrate on project work fueling organic growth
- Backup software licenses supplied by Tardis as part of the service, so no more management and maintenance headaches





Tardis BaaS – Service Benefits



Transparent Service Reliability

- Significantly improved backup service levels
- Agreed service levels for backup and restore tasks
- 24x7 backup monitoring
- Incidents logged for all errors or faults and resolutions managed remotely
- Daily, Weekly and monthly reporting on key service areas
- Service review meetings held quarterly





Tardis BaaS – Other Benefits



DRaaS (Disaster recovery as a service)

- Easy DR invocation
- Short recovery times
- Economies of scale





Tardis BaaS – Built on IBM Technology



Tardis BaaS is made possible by the following TSM features:

- Built in enterprise grade Cognos reporting
- Client and Server side De-duplication
- Active node based replication
- Incremental forever VE backup
- Broad application agent support
- Broad OS support





Tardis StaaS (Storage as a Service)



Tardis StaaS provides you with Enterprise Class Tier 1 storage for your most critical business data



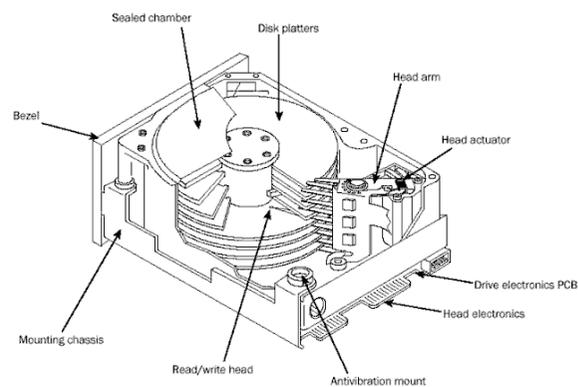


Tardis StaaS (Storage as a Service) - Flavours



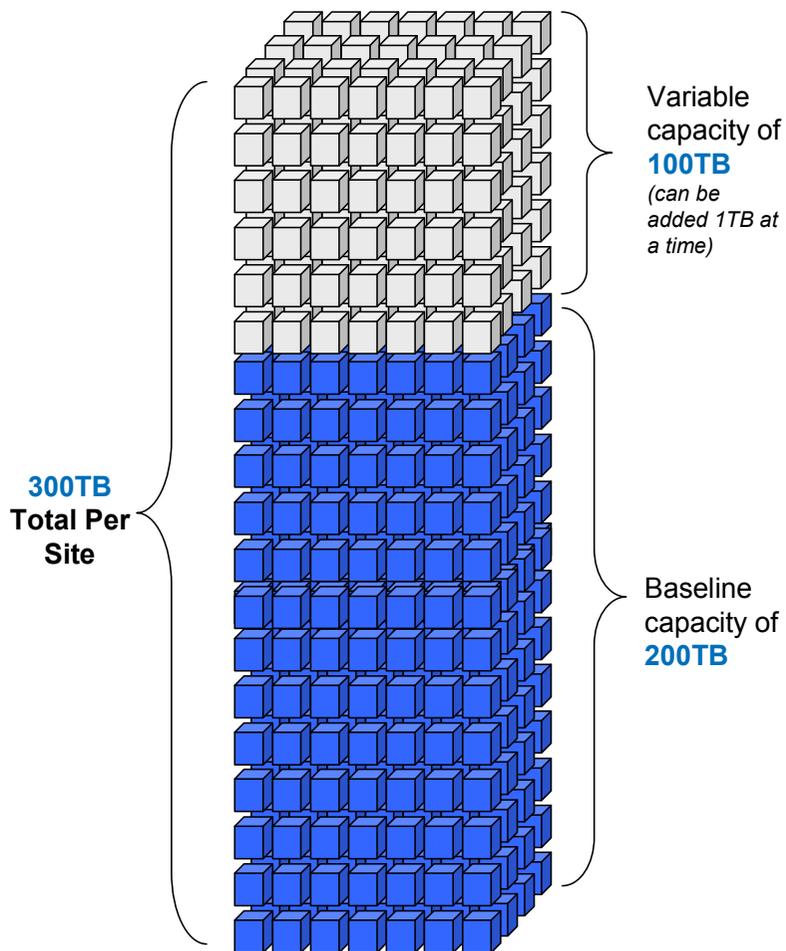
The Tardis storage as a service offering is made up of three different sub offerings:

- Unmanaged – Pay as you grow
- Managed – Customer DC
- Managed – Multi-tenant Tardis DC





Tardis StaaS – Service Overview



Pay as you grow pricing:

Total Capacity shipped	baseline Capacity	Variable Capacity	Cents per GB per month
300TB	200TB	100TB	\$2.50

- Asset owned by Tardis
- Includes Hardware, Software.
- Baseline is capacity is blue.
- Variable is capacity is grey.
- Monthly Billing.
- Equipment installed in
 - Customer Data Centres or
 - Tardis Data Centres
- Equipment is managed by
 - Customer or
 - Tardis

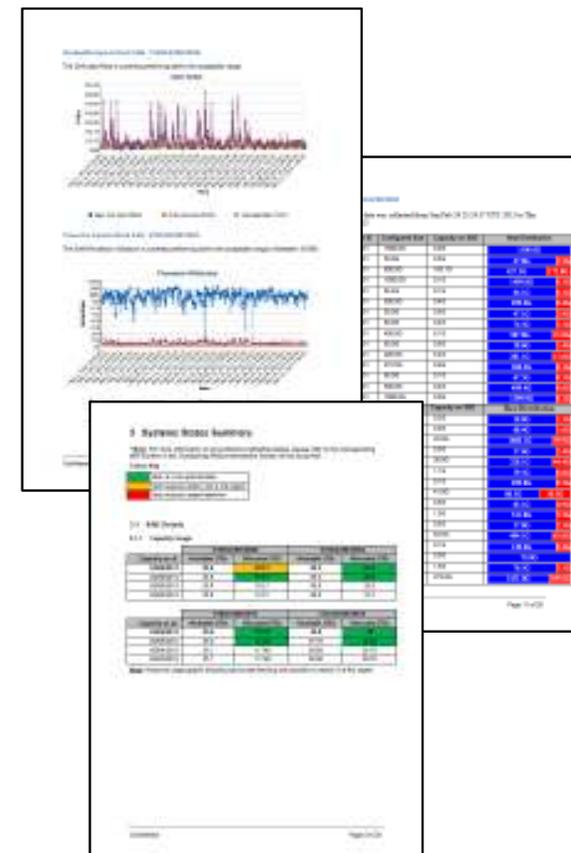




Tardis StaaS – Why our customers love it



- Extensive reporting to enable strategic planning
- Firmware upgrades and full interoperability included
- Provisioning of new LUNs to servers
- Fault finding, root cause analysis and resolution
- Proactive monitoring of faults, availability and Performance





Tardis StaaS – Built on IBM Technology



Tivoli Storage Productivity Center provides:

- A single centralized provisioning console
- Availability and performance monitoring
- Information required for Root cause analysis
- Canned and Customisable reporting

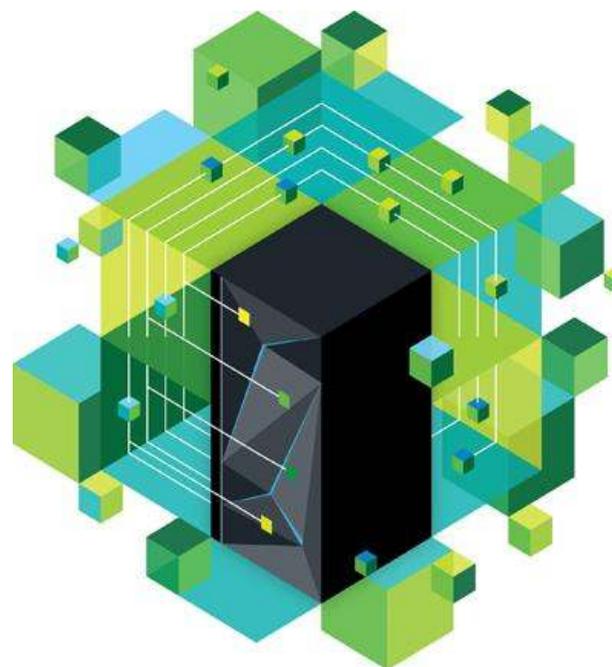




Tardis IaaS (Infrastructure as a Service)



Tardis IaaS is a full Tardis owned managed server infrastructure up to and including the hypervisor and if required OS.





Tardis IaaS (Infrastructure as a Service)



- We do not have three fixed sizes
 - We do not restrict ourselves to a small number of OSs or platforms
 - We do not provide infrastructure without support
 - We do not give you a place to put your data but no way to back it up
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- We do offer flexibility
 - Bring your application
 - Bring your data
 - Bring your own OS licenses (up to you)



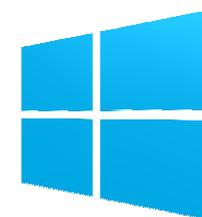
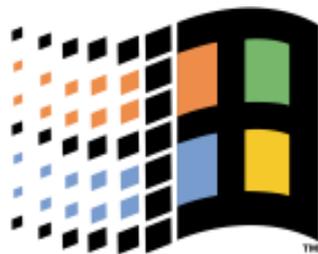


Tardis IaaS - Breadth



vmware

- Proprietary UNIX
- VMware
- Microsoft
- Linux
- IBM i

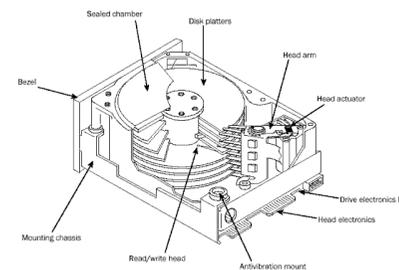




Tardis as a service offerings summary



- Experienced Personnel
- Economies of Scale
- Utility Service Model
- Capacity on Demand
- Lower Capex
- Lower Risk
- Increased Business Agility
- Increased Customer Focus



THANK YOU

