

**SILICON**



**IT AND EDUCATIONAL SERVICES**

*Enabling Future*

Cloud and Data Center Services

# Agenda

- Who we Are
- What we Do
- Major IT Challenges
- How we Address these challenges
  - a. Assessment Services
  - b. Implementation Services
- Services Explained



# Who we are?



## **Silicon IT & Educational Services Pvt. Ltd.**

Silicon IT & Educational Services Pvt Ltd works in the domain of businesses and education. It enables businesses and children fully realize and achieve their growth potential. We help businesses with tools that help them grow in sales, manage accounting, build customers and enhance growth in business with profits.

The business is led by a team of professionals from IT and ITES background, with experience across industry domains like Manufacturing, Engineering, Retail, IT, Education and Services. There is a high degree of pedagogy which the team brings on table under the guidance of which the team is able to design and develop software solutions which enable businesses to focus on their key competencies and deliver enhanced bottom line.

Nafhaa® offering is indigenously developed at our software development centre in Mumbai, where our team of highly skilled software engineers develop products which are benchmarked with the best in the class.

## Vision

To enable children and businesses fully realize and achieve their growth potential

## Mission

To enable

I. educational institutes with learning solutions across class rooms and STEAM laboratories and

II. businesses with tools that help them grow in sales, manage accounting, build customers and enhance growth in business with profits

## Values

Customer commitment: We develop relationships that make a positive difference in customer's lives

Quality: We provide outstanding products, and unsurpassed service that, together, deliver premium value to our customers and their customers

Integrity: We uphold the highest standards of integrity in all of our actions

Teamwork: Work as team to meet our customer's expectations

# What we do?

We provide an extensive range of technology services to help businesses do business

## **Our range of offerings include**

- Cloud management
- Assessment and Consulting
- Implementation
- Hosting services
- Storage backup solutions
- Disaster recovery
- Business Continuity Planning

We work closely with our partners – NextraData, Redington and Khika to offer services to marquee clients like Tata Consultancy Services, Reliance Industries and others

**Nafhaa®** is a very affordable CRM Solution because it is simple to install, easy to use and fully customizable.

Nafhaa®'s insightful interface provides a host of features that optimize and simplifies the user experience.

**It's a great match for growing companies to large enterprises from a variety of verticals.**

And to accelerate and match the company growth Nafhaa® brings together functions like marketing campaigns, data analysis, and customer care sales chart among others at one place and with just one click.

**NAFHAA**  
Grow business. Grow profits.



# Major IT Challenges

## Shrinking IT budgets

### Underutilized Compute Resources



Low Utilization



### Time consuming manual tasks



Manual Processes



Lack of Infrastructure  
Visibility



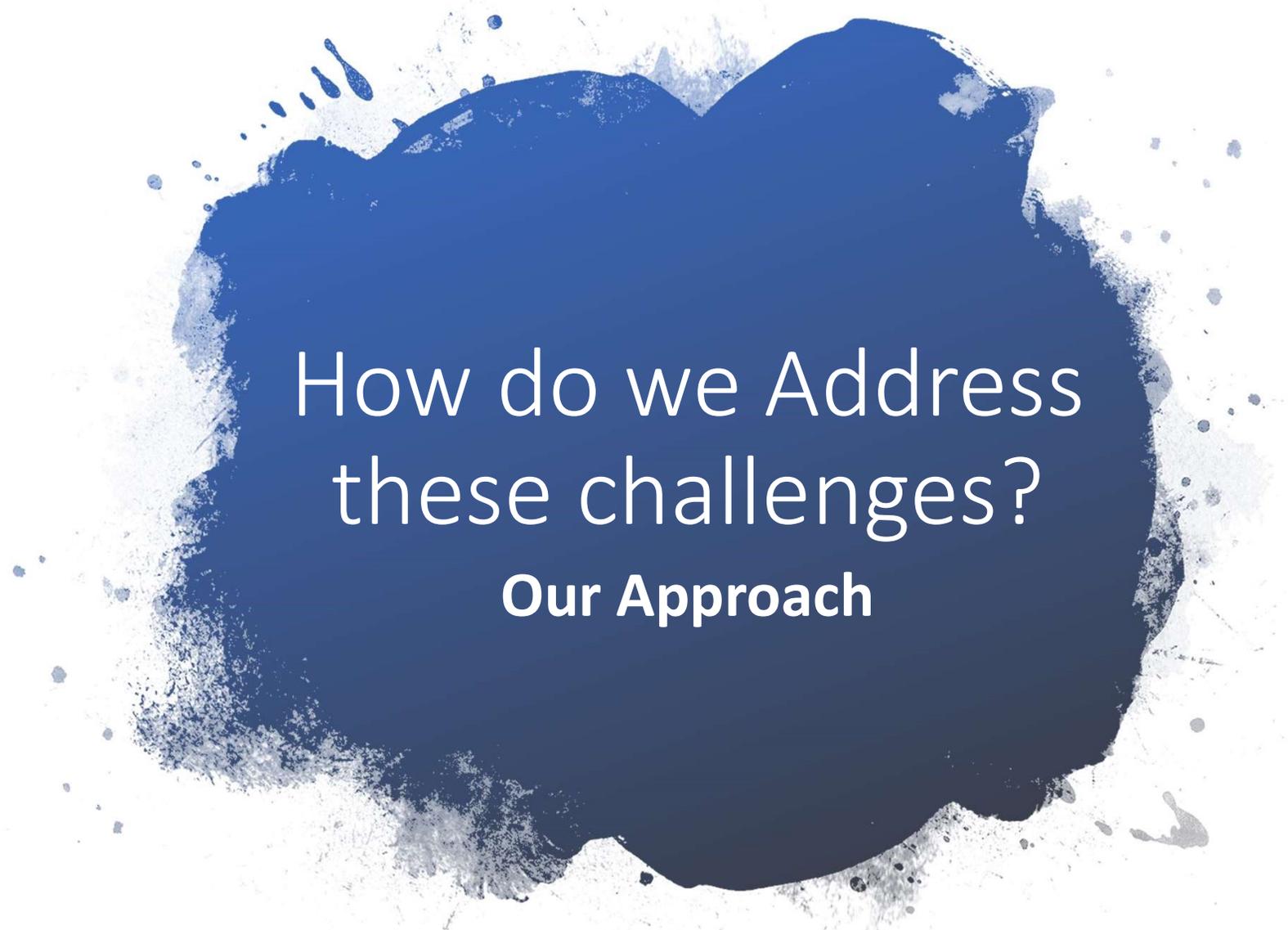
Challenges

### Complex Management Tools



Complex Management  
Tools

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How do we Address  
these challenges?

**Our Approach**

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# Assessment and Consulting Services

- Infrastructure visibility
- Backup and DR
- Private / Hybrid Cloud Infrastructure Consolidation
- Cloud migration
- Datacenter Consolidation
- Virtual Desktop
- Enterprise, Virtual and Wireless Network
- Virtualization
- Storage



# Implementation services



## Core Infra

- Server X86 platform
- Storage (NetApp/DELL EMC/HP)
- Network Implementation services
- Data center building Services
- MS Licensing Optimization and deployment



## Cloud Infra (Public Clouds)

- Cloud migration Services
- Cloud backup Services
- Cloud DR services
- VMware on AWS
- Cloud Automation



## Database services

- MS SQL and Oracle Database Optimization, Consolidation, Implementation and Migration



## Virtualization

- VMware / HyperV
- Network Virtualization
- HCI design & deploy
- Private Cloud



## Workspace / mobility

- Deployment of digital workspace



## Backup, Archival and DR

- Backup, Archival /DR design
- Backup HW/SW deployment and orchestration
- File and E-mail Archival

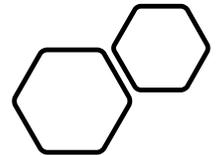


## Networking services

- Network design and architecture
- Network discovery & traffic consumption analysis
- Network Performance Optimization
- Network Implementation
- SD-WAN



Services Explained



# DC Infrastructure Assessment Services

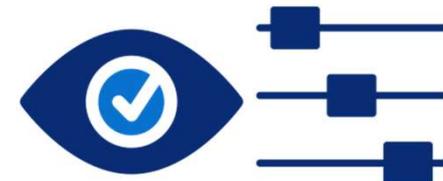


## Infrastructure visibility Assessment

- **The challenges for any medium to large organization** - ever growing IT Infrastructure.
- **IT complexities grows with the organization's growth** -- less visibility such as siloed instances, Unoptimized software licensing investments, resultant ad-hoc purchases and under-utilized resources
- **Increased complexity** — products, processes, technologies, organizational structures, legal contracts and so on — Invites high risk and vulnerabilities.
- Customer get to know what they have, leverage the best out of the investment

## Benefits

- **Infrastructure visibility** helps businesses to plan and reduce their Ad hoc purchases
- Helps to plan the **infra requirement proactively**
- **Informed decisions** based on actual use
- **Risk Mitigation**
- **Processes Improvement and stabilization**



# DC Infrastructure Implementation Services



## Core Infra Data Center building

Our wide portfolio of Server, Storage and Networking Solutions includes:

- Hyper Converge Platform
- Information Lifecycle Management
- Enterprise Servers
- Data Protection
- Cloud Offerings
- Virtualization
- Data Availability
- Storage
- Microsoft Services
- Networking

## Benefits

- Helping businesses to improve Infra resilience, continuity in IT operations
- We respond to new demands by providing a high-performance, highly scalable agile infrastructure
- High-availability and disaster recovery protection
- High-performance, scalable solution for dynamic environments



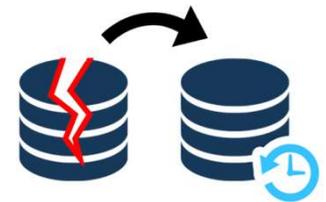
# Backup Infrastructure Assessment Services

## Backup and DR assessment

- Understand the present backup - recovery policies and architecture
- Analyze and check-- backup policies adherence to business compliance
- Help customer define RPO & RTO
- Design and architect the entire solution -- on recovery requirement rather than backup
- Business SLAs based technology recommendations

## Benefits

- **Visibility on Infrastructure** availability
- **Prioritize on recovery** over Backup
- Repurpose the **investment made**
- Refine backup/recovery **process & policies**
- **Implement BCP-DR strategy** inline with business requirements and priorities
- **Improve RTO – RTO**, Streamline recovery process
- **Reduce Backup window**



# Backup Infrastructure Implementation Services



## Backup design and deploy

We uplift data protection to the modern era with right set of solution depends on business use case

We engage with specific set of product principle, who's been pioneering in the data protection space, below are few

- Veritas
- Commvault
- Dell EMC Networker, IDPA
- Veeam

## Benefits

- Overcome RTO issue by rearchitecting the backup design
- Maintain integrity & sovereignty of back up data
- Strategize backup & recovery methodology to match Business SLAs
- Certified Architects to help & Cater to customer requirement



# DC Infrastructure Consolidation Assessment Services

## Infrastructure consolidation assessment

Datacentre consolidation is a common consideration for organizations that plan to reduce the size of a single facility or merge one or more facilities in order to reduce overall operating costs and reduce IT footprint

- Current Resource utilization analysis
- Investment analysis
- Capacity planning and re-aligning the resources to business requirements
- EOS components identification and retirement planning
- Understand -- Infra requirement for latest applications and dependencies
- Reduce footprint and increase efficiencies

## Benefits

- **Visibility on current IT and DC Infrastructure** and cost of ownership
- Retire, Repurpose or replace **existing resources to optimize utilization – Improved Efficiency**
- Proactive decisions on **resources planning** based on business growth
- Reducing operational costs, including energy use and staff levels
- Helps consolidating Datacentre Operations



# Virtualization Assessment Services

## Virtualization assessment

- Analyze the current state of deployed virtualization environment in terms of:
  - Configuration Analysis
  - Operations, and usage
  - Controls Implemented
- Mapping in accordance to the industry best practices and business/technical objective of the organization

## Benefits

- Discovery of environment for understanding financial advantage of Virtualization
- Identifying application interdependency to assess the virtualization requirement for organization
- Growing one's Virtual Infrastructure Architecture in most effective manner
- Get insight on Architectural and Vulnerabilities



# DC Infrastructure Consolidation Implementation Services



## Server Consolidation

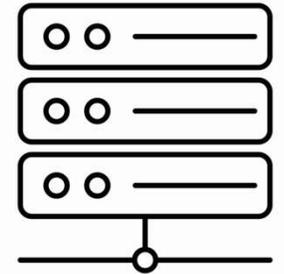
We help businesses to consolidate their server/datacentre and reduces IT cost, eliminate silos architecture and over provisioning

We cover wide range of below product in virtualization area.

- VMware vSphere
- Citrix Xen Hypervisor
- RedHat virtualization
- Network Virtualization

## Benefits

- Improve compute utilization by doing server virtualization
- Provides reliable infra to businesses for maximum uptime for mission critical workload
- Cutdown the hardware and datacenter operation cost
- Accelerate the provisioning time for go to market strategy



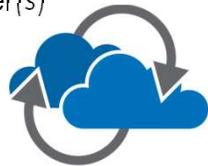
# Cloud Migration Assessment Services

## Cloud migration assessment

- Executing cloud readiness analysis and strategic baseline for enterprise IT planning
- Consultation on workload placement on multi cloud environment.
- Application discovery, dependency mapping, and risk assessments based on current usage
- Pre-migration predictive analysis(optional)
- Enable migration planners to make informed decisions, help minimize risk while ensuring SLAs are maintained post cloud migration

## Benefits

- Help Improve the Infra agility & scalability
- Allow migration planners to make fact-based decisions so business disruption is minimized
- Mitigate overall risk by delivering crucial information for planning activities
- Identify application dependencies based on live traffic data for accurate, current information
- Get a pre-migration performance baseline to compare to post-migration performance for timely identification and resolution of problem areas
- Helps to Analyze the requirements and match them with the right cloud applications
- Helps to choose the most relevant cloud service provider(s)



# Cloud Migration and Implementation Services

## Cloud Infra services

We are helping today's global enterprises become intuitively digital by using cloud as part of their strategy to derive new insights ,unlock new opportunities and build new models for creating richer and more meaningful customer experiences

Our Implementation services includes:

- Sys-Ops Development for infra automation in public cloud
- Cross cloud migration
- Optimize, Maintain and manage the cloud infra

## Benefits



- Helping businesses to deploy Highly available and fault tolerant systems based on use cases
- Maintain and manage the deployed solution on cloud, behalf of the customer
- High-performance, scalable solution for dynamic environments
- Certified cloud architects across location to help & Cater to customer requirement



# Virtual Desktop Infrastructure Assessment Services

## Virtual Desktop assessment

- The real benefits of implementing VDI technology will be simpler desktop management, centralized security, eliminate unexpected outage and data loss, less hardware and increased mobility and flexibility for end users
- VDI assessment guide can help you determine if virtual desktops are right for your organization

## Benefits

- Help businesses to understand the need for VDI
- Understanding the right users for VDI
- Helps in building a realistic ROI & TCO



# Virtual Desktop Infrastructure Implementation Services



## Virtual Desktop Implementation

Plan, design, deploy and migration services for End-User computing (EUC)

- Single-site, proof-of-concept implementation
- Customized architecture and design for industry-leading End-User Computing solutions (Citrix XenDesktop, VMware Horizon, Accops & Microsoft)
- Business Continuity Solution for VDI
- Central Delivery of Virtualized Application

## Benefits

- Demonstrate VDI infrastructure capabilities in customer environment and applications
- Help in Understanding application behavior and response time of the application in virtualized environment
- Helps in building highly available End-Used Environment
- Helps in consolidating unstructured user data and centralizing user applications
- Helps in building Disaster recovery for EUC and work from anywhere with any device strategy



# Storage Infrastructure Assessment Services

## Storage assessment

- Analyze the Existing Physical Storage Environment layout – SAN / NAS / Unified against the business/technical objectives of the Customer plus its mapping in accordance to the industry best practices and business/technical objective of the organization

## Benefits

- Help building solutions for data storage can be a complex and time consuming
- Gain Insights into performance and resiliency of storage infrastructure
- Recommendation to optimize storage Infrastructure
- Helps in identifying the need for scalability of storage infrastructure
- Helps in Mitigating any risks identified



# Storage Infrastructure Implementation Services

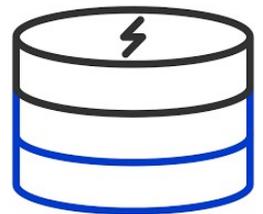
## Storage Infra Implementation

Implementation services rely on a structured, comprehensive approach from design to deploy to help you achieve optimal outcomes from the solution

- Alignment of Storage Architectural Implementation with Organizational Plans
- Customized architecture and design for industry-leading Storage Solution providers
  - NetApp
  - Dell EMC
  - HP Enterprise
- Business Continuity & Disaster Recovery Solution for Storage Infrastructure

## Benefits

- Structured implementation approach
- Helps deploying storage infrastructure with industry best practices by Certified, Authorized consultants
- Avoid any integration risks which can lead to project delay
- Ensure Smooth Data Migrations
- Building BCP-DR strategy
- Accelerated time to production which in turn accelerates Go-to-Market strategy



## Database Services

## Database Services

Database Services include wide array of solutions and services which are aimed at improving business productivity and optimize operations. It includes assessment installation, migration, Backup Recovery for –

- Engineered Systems
- MS SQL DB
- Oracle DB

## Benefits

- Optimizing Business Operations
- Autonomous IT
- High-performance, scalable solution for dynamic environments
- End-to-End Solution approach



# Hyperconverge Infrastructure Services

## HCI Design and Deploy Services

We help businesses to transform their IT for digital transformation readiness and Private cloud foundation

Our service competencies covers broad aspects on design, deploy and managing the below products

- VMware vSAN / Dell vxRail
- Nutanix HCI
- Cisco Hyperflex
- HPE SimpliVity

## Benefits

- Capable of delivering base/foundation for multi cloud environment
- Environments gives a flexibility to grow the infra when there is a need to scale (Pay as you use)
- Building robust orchestration and automation
- Building BCP-DR strategy
- Accelerate the provisioning time for go to market strategy



# Networking Assessment and Implementation Services



## Networking services

We help business to upgrade & adhere to the industry standards practices followed in Networking DC/ Campus- Wired & Wireless, Software Defined Networking (SDN), SD-WAN Space with right set of solution depending on the business use case

We engage with customers for below services

- Network Assessments -Audits & Recommendations
- Performance Optimization, Management, Mitigation Plan and Installation

We use industry's best tools & techniques followed in respective sectors,

## Benefits

- Helping businesses to understand the current network performance & mitigation plan. Implementations based on Industry Best practices
- Certified consultants across location to help & Cater to customer requirement
- Granular level network visibility for better management



# Thank You

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