Sovereign Systems is an award-winning Solutions Provider that **drives business innovation through IT**

We believe that **for the Business to be successful, IT must be successful.**
**Four Key Areas**

*Sovereign enables you in four key areas* by combining best-of-breed solutions with our consulting, architecture, implementation services, and project management expertise to drive the delivery of:

<table>
<thead>
<tr>
<th>Infrastructure</th>
<th>Cloud Journey</th>
<th>Service Management</th>
<th>Network &amp; Security</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-Premises &amp; Cloud Infrastructure</td>
<td>Enabling Your Journey to the Cloud</td>
<td>Process Improvement Operations Management</td>
<td>Connecting &amp; Protecting Your Environments</td>
</tr>
<tr>
<td>Data Protection</td>
<td></td>
<td>Anything as a Service</td>
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</table>

*Project Management*
### Cloud Is Now & Growing:
Increasing Spending & Incorporating Cloud Into Your IT Strategy

<table>
<thead>
<tr>
<th></th>
<th>Integrating Cloud into IT Strategy</th>
<th>Increasing Cloud Spend in 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Federal</strong></td>
<td>55%</td>
<td>85%</td>
</tr>
<tr>
<td><strong>State/Local</strong></td>
<td>48%</td>
<td>76%</td>
</tr>
<tr>
<td><strong>Higher Ed</strong></td>
<td>60%</td>
<td>81%</td>
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</table>

**Take Away:** Spending Will Increase Across Lanes
Your Cloud Adoption Today –

Higher Ed – SLED - FED

- Email: 86%
- Web Hosting: 84%
- Custom Biz Apps: 82%
- Collaboration Tools: 79%
Customers say that their #1 challenge with their cloud transformation is complexity.

80% experience cloud bills up to 3x more than expected.

Only 14% of organizations feel they have prepared their talent pool for the cloud.

The combination of the skills gap and complexity creates risk.

Source: Turbonomics
First Steps Fall Down

- Create migration plan
- Identify Risks
- Prioritize Applications

- Assess Storage, Network, Compute Needed?
- Develop cost model?
- Get workforce ready for change
The Problem: Deploying an application manually today

1. Create VM from template (OS included in template)
2. Configure OS per workload
3. Get IP addresses, DNS names, and join Active Directory
4. Get Virtual IPs from load balancers
5. Create/Modify firewall rules
6. Install Application Code
7. Repeat for all other Virtual Machines in the Application

Issues: Time, Repeatability, Consistency, Auditability
Customer Provisioning Process
Creating Shadow IT Outside of Business Controls

- Compliance & Audit Issues
- Introduction of Security Risks
- Inability to Control Costs
Establish Good Governance & Minimize Risk

Proactively enforce consistent business policies across cloud resources regardless of the provider.

Ensure configurations meet corporate standards, data is properly secured, and business continuity is maintained.
In A Successful Cloud Outcome...

1. Let users easily request cloud services
2. Determine guidelines to provision
3. Gain a unified view of cost and utilization
4. Manage cloud service lifecycle
5. Take control of your cloud resources
Cloud Management Platform

- Service Catalog
- Automated Provisioning
- Orchestration
- Application Configuration Management
- Implementation Services
- IT Service Management
- Extensibility Software
Sovereign’s Automation Example

Deploying an application with Sovereign’s CMP

User selects application from self-service portal

Custom Machine Naming

IT Service Management
- Incident & Problem Mgmt
- Change & Release Mgmt
- Service Request & Catalog
- CMDB & Discovery

Ticketing System for Approval & Audit Purposes
30 OUT-OF-THE-BOX MODULES

PLATFORM EXTENSIONS
- CUSTOM NAMING
- ACTIVE DIRECTORY
- NOTIFICATIONS

vSPHERE
- vSPHERE DRS
- vSPHERE SNAPSHOT MGMT
- VM TAGGING

BACKUP-AS-A-SERVICE
- BAAS FOR COHESITY
- BAAS FOR RUBRIK
- BAAS FOR VEEAM

VRA TOOLKITS
- SOVLABS PROPERTY TOOLKIT
- LIFECYCLE COMPONENTS TOOLKIT

NETWORK LOAD BALANCING
- F5

DNS & IPAM
- BLUECAT
- BT DIAMOND IP CONTROL
- INFOBLOX
- MEN & MICE
- MICROSOFT
- SOLARWINDS

CONFIGURATION MANAGEMENT
- ANSIBLE TOWER
- PUPPET ENTERPRISE
- PUPPET OPEN SOURCE WITH FOREMAN
- RED HAT SATELLITE

SERVICE MANAGEMENT
- SERVICENOW CMDB
- SERVICENOW CONNECTOR

PLATFORM FEATURES
- Template Engine
- Notifications
- Credentials
- Agentless Remoter
- RESTipes
- Integration Framework
- Module Interoperability

Q1 2018
Use Case: Backup as a Service

1. Automatically attach backup policy to VM as it’s being created
2. Give users choice of SLA/Cost
3. Automate replication or archive to public cloud
Use cases: Configure and View cost report

View and configure billing reports
Service Management

- Service-Oriented
  - Incident
  - Problem
  - CMDB
  - Service Catalog

Operations Management

- Infrastructure-Oriented
  - Servers
  - Applications
  - Storage
  - Virtualization
  - Cloud
  - Network

- Discovered CIs
- Events and Alerts
- Change
<table>
<thead>
<tr>
<th>Business Goals</th>
<th>Benefits/Value</th>
<th>Key Measurables</th>
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<tbody>
<tr>
<td>COST REDUCTION</td>
<td>Auto Incident Creation &amp; Remediation, Automated Provisioning</td>
<td>20% Zero Touch Requests</td>
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<tr>
<td>LOWER MTTR</td>
<td>Auto Assign The Right People At The Right Time – Track Process</td>
<td>MTTR Cut By 50%</td>
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<tr>
<td>SELF-SERVICE</td>
<td>Proactive Intervention By Employees</td>
<td>66% Less Work</td>
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<tr>
<td>RISK REDUCTION</td>
<td>Events/Alerts Auto Captured, Created, Routed &amp; Leverage Change Management</td>
<td>25% P1 Incident Reduction</td>
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<tr>
<td>RATIONALIZATION</td>
<td>Know What You Have (So You Can Secure It) Apps – ISV – Hardware (SAM &amp; HAM)</td>
<td>$1.2M Legacy Infrastructure Savings</td>
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<tr>
<td>AGILITY &amp; RESPONSIVENESS</td>
<td>Service Catalog Driven Approach With Less Human Intervention</td>
<td>Cust Sat Score Increase 6%</td>
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Start with a Plan
Think Big – Start Small – Go Fast
Thank You