

Zione Z-Edge Managed Hosting™

Public cloud providers offer a wide range of services each with strengths, weaknesses, and areas of focus relative to other providers. Some business workloads, however, require specialized infrastructure outside of the public cloud space, to support enterprise-critical zero data-loss transactions. Zione Solutions offers a novel way to host specialized workloads while leveraging the best features of an in-house datacenter, colocation facility, high availability infrastructure, public cloud integration and managed services into a single offering.

Key Differentiators

Choosing the best environment for your enterprise requires a clear understanding of the differentiators, and their impact.

Z-Edge Managed Hosting™ offers both native and virtualized support for Oracle and Red Hat Linux, for IBM AIX and Sun Solaris.

Our Hosting Environment and Architecture spans three regions in the United States – East, South, and West.

- Our Primary/Failover system ensures uptime by proactively protecting against outages, because losing your data simply is not an option.
 - **South→East, East→West, and West→South** Primary/Failovers
- Zione Z-Edge Managed Hosting offers full support for Oracle Real Applications Clusters (RAC), Data Guard, and all other Oracle High Availability (HA) Options.

Hosting and Service Options Compared?

Z-Edge Managed Hosting™ is the result of a study that identified the most valuable components of each separate environment. Zione Solutions' architects then implemented the study's results into this new environment.

Capability	Hosting	Pros	Cons	Oracle
<i>In-House Data Center</i>	On-Site (Customer)	Control & flexibility for customer	Customer absorbs full costs	Fully supported (including RAC)
<i>Colo</i>	Standalone Data Center (rental)	Lower TCO, higher bandwidth	Reduced physical access and control	Fully supported (including RAC)
<i>Public Cloud</i>	Cloud Provider Data Center	Access to industry standard DevOps tools	Limited physical access and control	Limited support for third-party clouds
<i>Managed Services</i>	On-Site (Customer) with remote IT operations	Reduced IT costs, MSP experience & variety	Reduced flexibility and onsite support	Fully supported (including RAC)
<i>Z-Edge Managed Hosting</i>	On-Site (Customer) with remote IT operations	All of the above, fully customizable to meet your requirements		Fully supported (including RAC)

High Availability

Enterprise computing with Oracle workloads requires an architecture that is not available in most clouds, which cannot provide native support for zero data loss, or transparent failover.

Z-Edge™ Hosting provides full support, at every level, for Oracle Real Application Clusters up to 8 nodes, Data Guard synchronous and asynchronous disaster recovery, and we are the only Cloud that supports Fast Sync so that synchronous replication is not constrained by the distance between regions.

Security

Only Z-Edge™ Managed Hosting offers "Defense in Depth" security. Everybody offers a VPN, everybody offers a firewall, everybody offers identity management, but breach-after-breach has shown that is not enough.

Z-Edge™ Managed Hosting provides "Defense in Depth" for DBaaS services, and through our managed consulting services, by not just installing database, listeners and other components, but by building an environment optimized to resist intrusion even if the attacker has valid login credentials with admin privileges.

Connectivity with Client Resources

Z-Edge™ Managed Hosting offers industry-standard connectivity based on the client's unique business needs.

- **Connectivity Options:**
 - Secure VPN Gateway ensures your data remains safe, and your data never leaves the USA.
 - Dedicated P2P Fast Connectivity
 - S2S VPN connectivity

Zione's Data Center On-Prem Topology

Each Data Center is configured to offer a complete cloud solution, and inter-zone connectivity is achieved through dedicated P2P Circuit Fast Data Sync between E-W, S-E, and W-S, via High-Speed Private Interconnect Fabric.

- East – Southfield, Michigan
- South – Dallas, Texas
- West – Seattle, Washington

Why Is Z-Edge Managed Hosting the Best Option for You?

Z-Edge Managed Hosting is the right solution to realize the benefits of:

On-Premises Hosting:

- Purchase specialized infrastructure (optional)
- Leverage custom designs of your architects
- Deliver components and design for implementation by Z-Edge Managed Hosting

- Save cost of datacenter construction, operation, and management

Colocation:

- Save cost of datacenter construction, operation, and management

Public Cloud:

- Offload installing and patching
- Access to additional infrastructure and services
- Optional public cloud integration

Z-Edge specific benefits not offered in cloud or on-prem options:

- Software upgrades
- Migrations
- Ad hoc report writing
- Performance tuning

Additional benefits for Oracle customers:

- Bring your own licenses
- Run on your own servers and storage
- 100% supported for deployment of RAC and all other Oracle technologies

Our Managed Services

Z-Edge™ Managed Hosting provides all of the traditional IaaS, SaaS, and DBaaS offerings. Our unique architecture and extensive Managed Services allow us to flexibly customize our services to meet your specific needs. Z-Edge™ Managed Hosting can provide additional hands-on services not available in other environments so that you can choose which services you wish to be performed by your employees and which services you wish to bundle into a single vendor that's easy to manage and contract.

We also understand that your business and its needs are unique. If you have specialized requirements, contact us today for a no-cost, no-obligation assessment of how we can customize your perfect plan for getting to the Cloud.

I. Managed Service Options:

○ **Service Tiers:**

Small Business	Middle Market	Large Enterprise
24x7x365 Monitoring	24x7x365 Monitoring	24x7x365 Monitoring
Shared Resources	Shared Resources	Dedicated Resources
Custom Dashboard	Custom Dashboard	Custom Dashboard
8am-5pm, 5 days/wk Support	7am-7pm, 7 days/wk Support	7am-7pm, 7 days/wk Support
2-4 hrs Ticket Response	1-2 hrs Ticket Response	15-60 min Ticket Response
Annual Security Assessment	Bi-annual Security Assessment	Quarterly Security Assessment
Tailored OEM Reports	Tailored OEM Reports	Tailored OEM Reports
Tailored Advisory Services	Tailored Advisory Services	Tailored Advisory Services

○ **Consulting:**

- *Backup/Recovery* – Backup Scheduling/Restore Testing from Zione Hosting/Cloud
- *Performance Tuning* – On-Prem/Zione Hosting/Cloud
- *Database System Upgrade/Patching (Full Stack)* – Standalone, RAC on traditional engineered systems, On-Prem/Zione Hosting/Cloud
- *Database Migration (DB Version, Platform Migration)* – to targets On-Prem/Zione Hosted/Cloud
- *Database Conversion (to/from Oracle)* – Traditional RDBMS, NoSQL offerings
- *Database Consolidation (standalone to multi-tenant)* – Migration and capacity assessment
- *High-availability (GoldenGate, DataGuard, Replication)* – Client mandated services for any database under Zione’s Service Agreement
- *Application Support (EBS, Financials, PeopleSoft, HCM, and more)* – Application upgrade and migration to On-Prem/Zione Hosting/Cloud

II. Standard & RAC Database Hosting Services:

- *Single-tenant* – Standalone to RAC, for On-Prem/Zione Hosting
- *Multi-tenant* – Standalone to Multi-tenant, all phase evaluation (Capacity, Resource Assessment, Memory Evaluation), for On-Prem/Zione Hosting

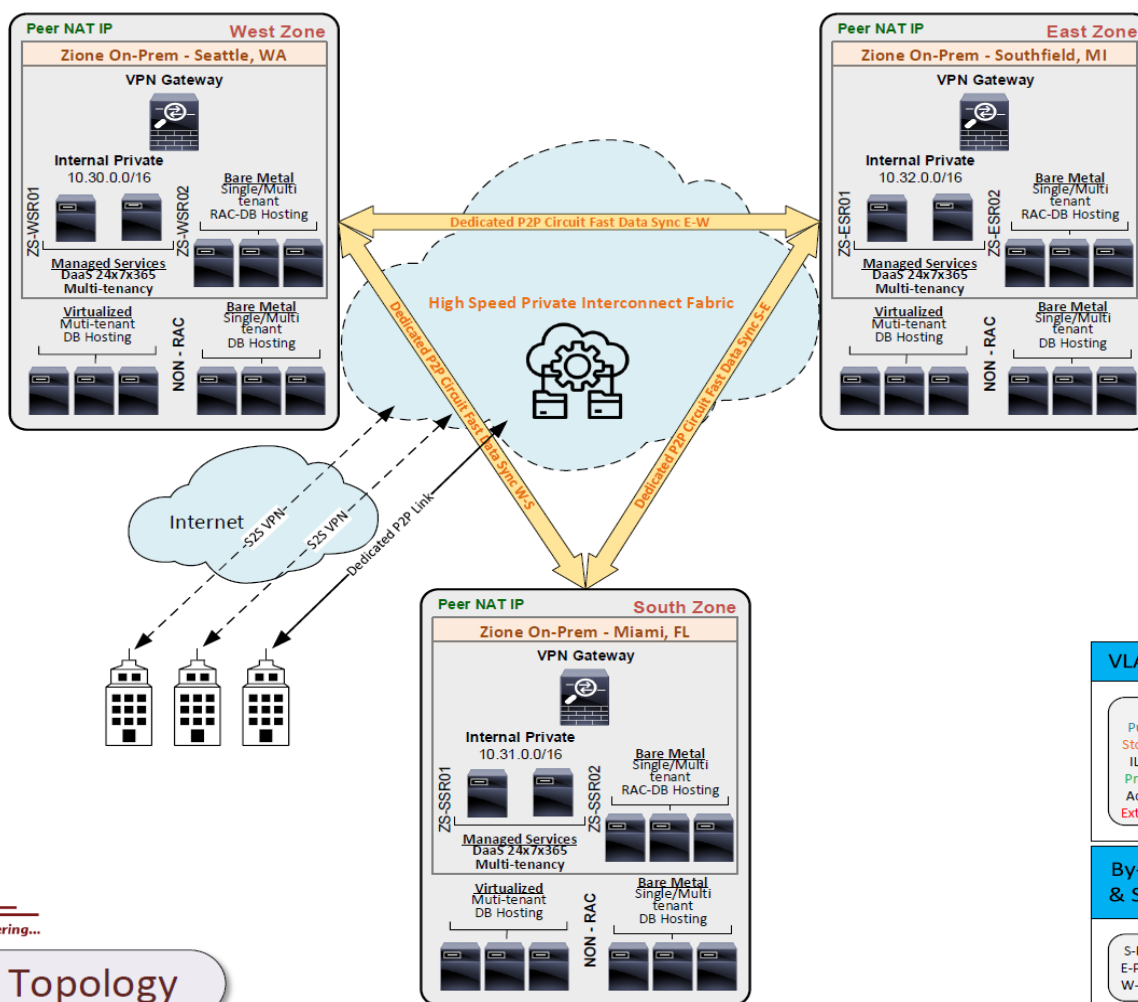
III. Database as a Service (DaaS):

- *Cloning/Duplication* – Standup of test development environments for QA, Production Break/Fix, Application Testing, for On-Prem/Zione Hosting
- *Replication* – Full replication services for scaling and Disaster Recovery, where appropriate, for On-Prem/Zione Hosting
- *Scale Assessment* – Data Estate pre-service build out assessment on required Resource Footprint (CPU, Memory, Disk)

IV. Bare Metal or Virtualized Hosting:

- *Bring Your Own License* – No need to change, can repurpose your existing licenses

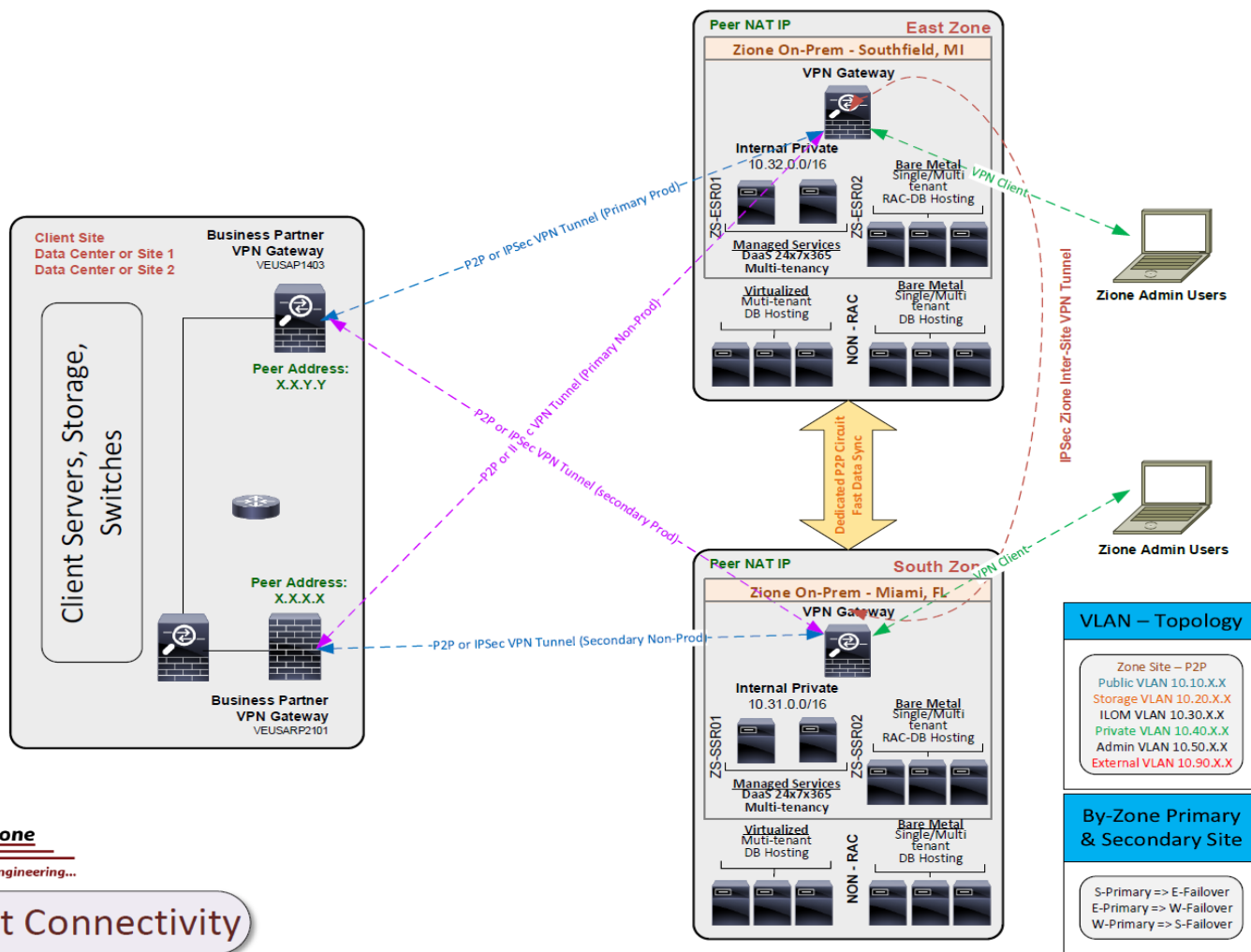
Zione’s Managed & Hosting Services Infrastructure Topology



VLAN – Topology
Zone Site – P2P
Public VLAN 10.10.X.X
Storage VLAN 10.20.X.X
ILOM VLAN 10.30.X.X
Private VLAN 10.40.X.X
Admin VLAN 10.50.X.X
External VLAN 10.90.X.X

By-Zone Primary & Secondary Site
S-Primary => E-Failover
E-Primary => W-Failover
W-Primary => S-Failover

Zione's Managed & Hosting Services Client Topology



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Commit to Engineering...

Client Connectivity