All Blue Private Managed Virtual Cloud

Managed IBM Solutions From the IBM Experts

- **All Blue Solutions Advantage**
  Many hosting providers lack serious expertise and deep knowledge of IBM solutions especially in cloud environments. Commodity cloud providers leverage cheap consumer grade hardware, low burstable bandwidth, poor performance interconnects and have a tendency to blow up on a large scale. That's where All Blue's managed cloud offering comes in, offering increased scalability, enterprise hardware, augmented security and IBM experts managing your environment. All Blue Cloud can scale larger with support for 32 physical CPU cores and 768 GB of memory. Compared to EC2 or other commodity cloud providers it is considerably more powerful.

- **We Provide the Full Solution**
  Many hosting facilities simply run from the documentation to support your environment and don't provide architecture and migration support. This is where the All Blue difference comes in; we work with you from the first step in helping you design and implement your migration project and we are there for every step of the migration to ensure everything moves smoothly.

- **Disaster Recovery the Way It's Meant to Be**
  All Blue tests all disaster recovery environments quarterly to ensure that there are no operational issues and that all of our database environments have synchronous replication between data centers to ensure no loss of data. Finally, we manage public DNS entries to ensure a seamless redirection to failover sites.

- **IBM Experts Managing Your Environment**
  At most hosting facilities system administrators have to support all kinds of application servers, databases, operating systems, and network services. The biggest problem with such an approach is when there are problems they are unable to pinpoint the problem causing outages to exist much longer than necessary. Our experienced and certified IBM specialists are readily available to quickly remedy anything that may come up.

- **Serious Security**
  Many public clouds lack crucial security and enterprise features; All Blue Solutions provides all of the common high security enterprise features such VLANS, router based intrusion detection systems, VPN and site-to-site encrypted tunnels.

What All Blue Managed Hosting Provides

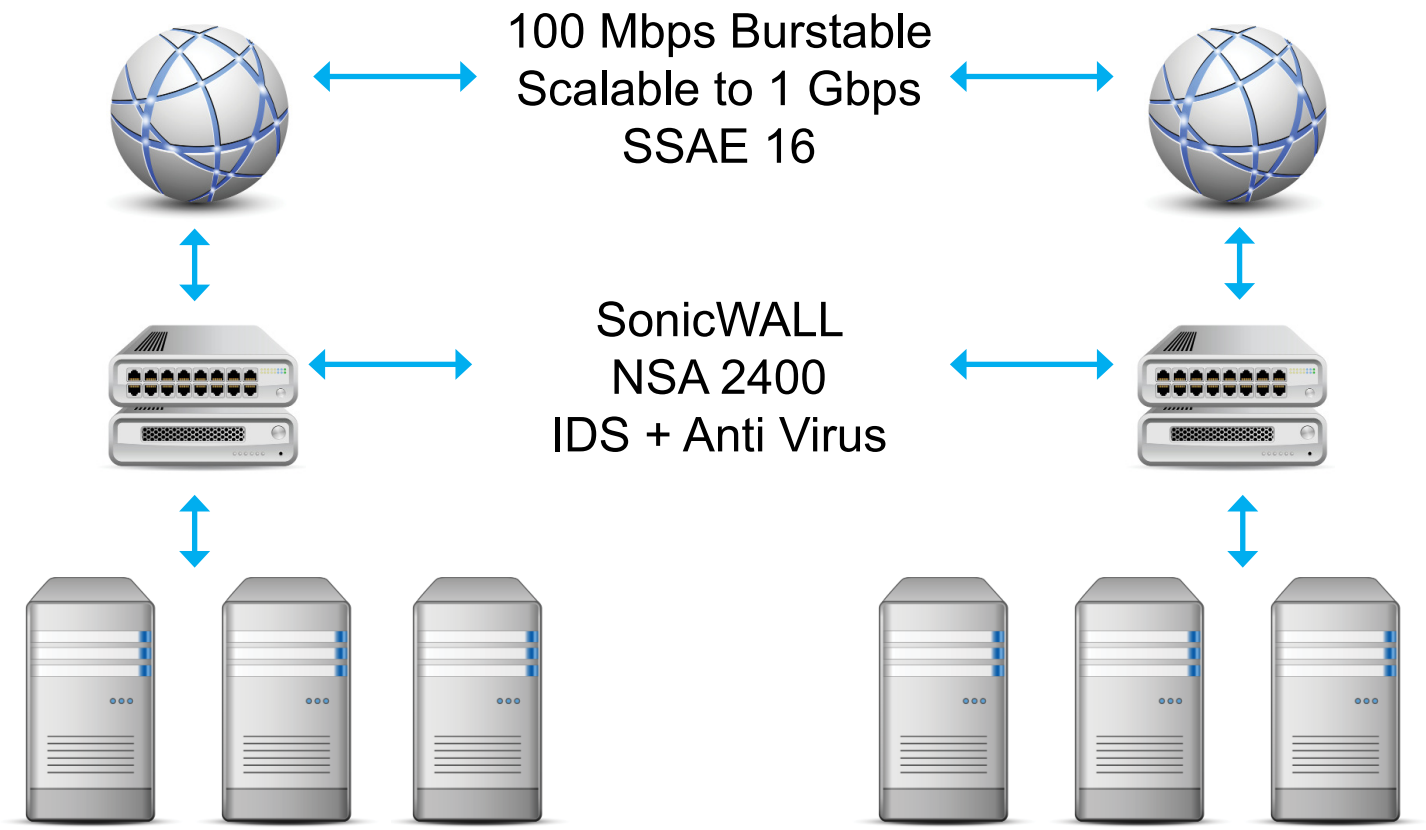
Asset Management	All Blue Managed
Software and License Management	Yes
Procure Software (Licensed via All Blue)	Yes
Install and Build	
Install, configure, and optimize software	Yes
Install and maintain third party software	Yes
Create data objects	Yes
Assisted migration to new envrionment	Yes
Configure and manage disaster recovery	Yes
Backup & Recovery	
Manage OS, disk, and database backups	Yes
Configure and maintain replication	Yes
Perform backups outside of schedule	Yes
Recovery in the event of corruption/failure	Yes
Off-site recovery management	Yes
Management	
Start/stop servers and instances	Yes
Modify server/instances	Yes
Application deployment (wih 24 hours notice)	Yes
Space management	Yes
Patch and security management	Yes
Incident reponse 24/7	Yes
Fully monitored environment	Yes
Troubleshooting	Yes
Network and VPN management	Yes
Capacity planning and review	Yes

For explicit managed hosting details visit:
http://www.allbluesolutions.com/hosting_tos.pdf

All Blue Managed Hosting Infrastructure

Virginia/Ashburn
Primary + Failover
Servers

Toronto/Markham
Primary + Failover
Servers



64 Intel 2660/2690 CPU's
Power7 AIX LPAR's
Intel E5 Servers with Platinum PSUs
SonicWALL IPSEC Site-to-Site VPN
Segate Enterprise Class Disk
Intel SSD Storage

How the POC Works

We Manage The POC Project
We are confident our solution and pricing are the best in the industry, although getting skilled resources and time internally can be challenging. That's why All Blue provides a project manager, networking specialist, and technical engineer to do almost all the work to set up the POC on our infrastructure. We will also benchmark your new environment compared to the old to show you the performance your getting. If you're evaluating other providers we will also benchmark their environment for your review.

Moving Onto Our Cloud
It's easier to move onto our cloud than you may think. It doesn't matter if your already virtualized or on physical hardware **we can copy your entire OS directly** into our cloud directly! We create a private virtual network for your environment on it's own VLAN to allow you to maintain the same IP addresses. We then provide a site-to-site VPN and remote VPN logins to allow you to bridge your network to ours.

Enterprise Architecture and Database Review
Many hosting environments will treat you just like another customer and throw your infrastructure onto unknown and unspecified hardware. This hardware is often consumer grade and under performs and you will be charged for upgrades when your solution cannot scale. Our systems and licensing engineers undergo a complete review of your environment and provide a detailed report into your infrastructure and requirements. The report All Blue provides are empircally based giving clear actionable recomendations allowing your to optimize value to performance.

POCs are Free Of Charge
We don't charge for any part of the POC on our infrastructure, for up to 3 months in length. This will give you time to evaluate and ensure your descision is not rushed and you know exactly what you will be getting.

All Blue Solutions Owns All Of Our Infrastructure
We use co-location but we own all of our own infrasturture and everyone who works on your environment is an All Blue employee.

Frequently Asked Questions

How Do I Know My Data Is Safe?
This is the most common question we get asked regarding our private cloud solution. In almost all cases your data is safer in our environment than your own. In our contract there are clauses to never assert ownership of your data and require alerting all clients if we have less than one year's worth of operational capital available. Included in the price we provide nightly incremental backups to your site to ensure you always have a copy of your data.

We secure our production environments to bank level security with strict patching schedules and we use are SSAE-16 certified or equivalent in our hosting environments. We apply CIS security settings and auditing on all servers before they enter the production floor. Every client is segrated via VLANs to ensure they can't communicate with one another. In addition we capture all security information in our SIEM and install alerts to possible security intrusions 24x7. Our database administration authorities do not have data access and we provide complete audit logs to customers monthly of our access.

Know what you are getting!
A major concern with cloud providers is not knowing the exact hardware. Network attached storage has terrible performance (EC2) and most SANs don't perform well in database applications. Ask specifically how much I/O bandwidth you have available and what service level response times you should expect on your database server. We use InfiniBand/10GBps replicated direct attached storage with a minimum of 1GBps service with 99% of your requests in under 500 ms. Most SANs will be 1/10th the throughput with 20 times the latency. They simply can't compete!

Intel DC S3700 SSDs and Your Cloud
Our environments have standardized Intel SSDs for all I/O driven applications. Even with QOS built into VMWare you can't control the effect of disk thrashing multiple clients on old spinning disks. These SSDs are designed to write Petabytes of data with the high endurance cells. They have also been optimized for 4K reads the standard DB2 size allowing hundreds of thousands of IOPS per second!

Physical Redudancy
At a minimum we provide a local failover with replicated storage. All of our storage is RAID 10, which means that there will be four copies of your data locally. We do not take risks with consumer grade hardware like the largest cloud providers do. Additionally you can leverage HADR to our remote failover site in Toronto providing geographic security. In addition each server has dual power supplies giving you four levels of power supply redundancy.

Cancel Anytime
We know you will be satisfied; just give us 30 days written notice if you are moving on.