

# VIRTUAL TECHNOLOGIES... REAL RESULTS



## ABOUT FOEDUS

Foedus is a leading provider of Virtual Infrastructure technologies and services to companies worldwide. We specialize in helping organizations utilize the unique aspects of these emerging technologies to solve common IT challenges in new and dynamic ways.

Virtualization technologies provide new opportunities and associated challenges to many companies. Whether due to a lack of available resources or specific experience, many organizations find it difficult to determine which approach provides the best and most cost-effective solution for their business. Foedus offers a unique combination of consulting talent and implementation expertise to companies wanting to realize the benefits of virtualization.

Foedus has established partnerships with the very best hardware and software vendors in our areas of specialization, and we are committed to assisting our customers in the evaluation of all potential solutions — including the optimization of current IT assets. This approach combined with our proven engagement methodology enables us to develop and deliver cost-effective solutions.

### Areas of Concentration:

- Data Center Consolidation & Containment
- Regulatory Compliance
- Business Continuity & Disaster Recovery
- Accelerated Application Development
- Remote Office Optimization
- Application & Desktop Virtualization

Since our creation in 2003, Foedus has been chosen by some of the leading technology companies in the world as the premier provider of virtual infrastructure consulting and implementation services. We are currently contracted to provide services for the most identifiable names in our business such as EMC, Dell and IBM. With the help of our customers, partners and peers, Foedus will continue to develop innovative Virtual Infrastructure solutions that deliver a real return-on-investment.

## FOEDUS ENGAGEMENT METHODOLOGY

Our engagement methodology is built on the ISO quality management system model. We are committed to continuous improvement of our methodology in support of our corporate strategy, and we verify customer satisfaction on every project.

*“Foedus understands the value that virtualization technology delivers to an organization. Their suite of solutions, backed by proven service and consultation, delivers a measurable and rapid return on investment.”*

— Pat Healey  
Manager of Software Systems Engineering  
Main Street America Group

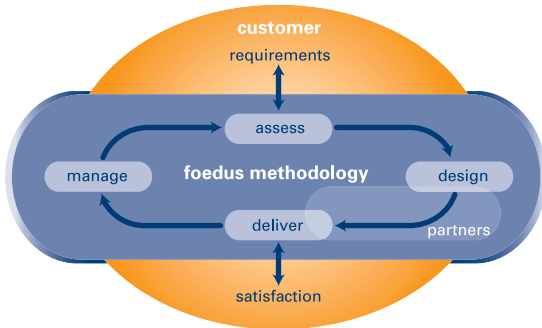
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Virtual Technologies...Real Results

### Foedus

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The Foedus engagement methodology is processed in four phases. Each phase is structured to verify conformance with customer requirements:



**ASSESS.** In a consultative relationship, customer requirements are captured and verified. A project team is assigned to every customer prior to solutions design and proposal delivery. The team consists of an Account Manager, Project Manager and Consulting Engineers. Customer requirements are documented and verified by the project team. We recognize that the nexus between business solutions and information technology is change. The process of capturing, documenting and responding to customer requirements is evolutionary and reiterative. Validated, managed solutions conjure additional requirements, and the discovery process begins again.

**DESIGN.** Foedus engineers, subject-matter experts and applicable vendor partners craft a solutions design reflecting customer requirements. Managed technical services reflect best practice standards defined by the manufacturer and the Foedus technical team's collective experience in design and delivery. A customer proposal is created by the project team specifying solution deliverables and the services required to produce them. Conformance of the solution design and proposed services according to customer requirements are verified, and an implementation timeline is forecasted.

**DELIVER.** The customer and Foedus project team define an implementation plan accommodating customer scheduling preferences to every extent possible. The Foedus project management office (PMO) generates a statement of work that serves as a project plan and services contract. Project scope, schedule, deliverables, budget and assumptions are defined, and the project is executed. The PMO supports its delivering engineers. The PMO also monitors project performance for conformance to customer requirements and the deliverables set in the statement of work.

**MANAGE.** A Foedus IT solution is not complete until it is validated in the customer environment via post implementation testing and certification by the customer. As appropriate, technical and training documentation are integrated with deliverable project materials and reviewed with the customer to verify solution manageability. The project is closed with customer acceptance that all solution requirements have been fulfilled.

## FOEDUS BUSINESS SOLUTIONS

### Data Center Consolidation & Containment

There are many different approaches to Data Center Consolidating and Containment. Whether you are interested in physical consolidation using virtualization or application stacking, Foedus leverages industry recognized tools to help right-size your infrastructure.

### Regulatory Compliance

With new regulations always emerging as well as the constant presence of e-submissions, e-signatures and electronic document management, you need to design effective compliance strategies to address this highly regulated environment. Foedus can help you ensure compliance at the minimum cost possible while maintaining business flexibility and agility.

### Business Continuity & Disaster Recovery

BC/DR continues to be a predominant initiative for many organizations. Virtualization technologies can help you deliver real solutions at an affordable price. We have solutions for every size business and budget. Best of all, our solutions can be easily verified at delivery and every month thereafter.

### Accelerated Application Development

CIOs and engineers are under constant pressure to deliver high-quality enterprise applications more quickly at a lower cost. Foedus uses today's leading virtualization product for development and testing, resulting in immediate improvement in costs, quality and time to market.

### Remote Office Optimization

Nobody does business in just one place anymore. The need for anytime, anywhere connectivity is continually increasing. Our expertise in technologies such as virtualization, branch-in-a-box, and wide-area data services will help keep your organization connected.

### Application & Desktop Virtualization

Easily support any and all users with the same simple infrastructure, and never again compromise in terms of costs, time-to-production or functionality. Let Foedus make your enterprise-wide application management faster and more cost effective while delivering greater value from your application and desktop investments.

**foedus**

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