



## OVERVIEW

What if we could lower your overall IT spend, while increasing your environments performance, security, and support? We work with a DELL partnered company that does Infrastructure as a Service with the option to host in SWITCH in Las Vegas. They have several high profile customers that are very satisfied with their services.



## KEY FEATURE AND DIFFERENTIATORS

We are exclusively a DELL as a Service Solution, partnered through the Global Alliance and Cloud Connect Programs. We offer a multi-cloud approach, leveraging Apache, VMWare, and Microsoft Hyper-V to extend into public cloud. We include an automatic refresh of all N+1 hardware environments at 3-5 years, with no additional cost to the customer. Our support is 24/7/365 live eyes and hands support from an engineer in our NOC. We offer our customers a strategic partnership working together to make their vision for technology a reality.



## LOCATIONS

We are headquartered in Irvine, CA.

We have presence in Irvine & Los Angeles, CA, Las Vegas, NV, Dallas, TX, and Pittsburg, PA.

The United States, but we are open to expanding our presence to any data center in the world for the right opportunity.



## SERVICE OFFERINGS

### CLOUD

We offer a multi-cloud approach, leveraging VMWare to tie into AWS and Microsoft Hyper-V for a native tie-in to Azure. Get the best of both worlds, utilizing private cloud for mission critical, steady state applications that are highly transactional, while extending into the public cloud for specific use cases.

### COLOCATION

Customers are often not ready to make the jump to a cloud solution. Whether equipment is still under service or not at end of life, we encourage customers to transition in their time frame, the way that they feel secure. We offer colocation services for existing equipment in LA and Irvine.

### DRAAS

We are able to provide a disaster recovery environment hosted in a top tiered data center. Leveraging our technical experts, customers can design and execute a plan utilizing replication software, and multiple connectivity options to provide a like for



## IDEAL CUSTOMER PROFILE

Our Customer fit is based on the size of their environment, the amount of data, applications running, and the workloads. Our offerings start as small as 14 virtual cores, 64GB of RAM, and 1 TB of storage for a 1/4 CTU in clustered resources. Dedicated Resource offerings start at 56 virtual cores, 256 GB of RAM, and 4 TB of storage and can scale infinitely. Impending Events that create the need to go to a cloud solution are uncontrollable costs, relocation or Move, mergers, acquisition, or spin-offs, dissatisfaction with current provider, new leadership team, new compliance requirements, edict to “move to cloud”, lack of visibility, need for more control, frequent service interruptions, New product/application launches, public cloud is cost prohibitive, technology refreshes, New wide area network needs, need for OPEX spending. Our Customers come from all industries, but we serve several in the financial, entertainment/media, retail, manufacturing, and healthcare space.



## CUSTOMER TESTIMONIALS

"Basically Cloudtrek offers what other companies couldn't... Support is always live, always available, always willing to go the extra mile. That makes me feel like a true partner. Good luck getting that from the Public Providers." - Wayne Reed, IT Manager at St. John Knits

References available upon request for any industry.

like environment with security and support.

### IAAS

We offer N+1 DELL as a Service, converged or hyper-converged; utilizing the top 3 virtual ecosystems on the market today. Apache, VMWare, and Microsoft Hyper V allow customers to continue to embrace the technologies they are familiar with. We offer Storage as a Service with ECS and Isilon.



## QUALIFYING QUESTIONS

Have any recent events driven a need to change your technology?

Do you have a cloud strategy in place?

Are you happy with your current service? (Colocation, Cloud Provider, MSP)

What is the end of life of your current equipment? Is your gear covered by maintenance?

Do you have security and compliance needs? Are you meeting them?

What is your current monthly spend?

What applications are you running? What are your workloads?

Where are your production sites?

What are you doing for DR? Do you have a DR site or strategy?

How many cores, RAM, and Storage is your current environment consuming?