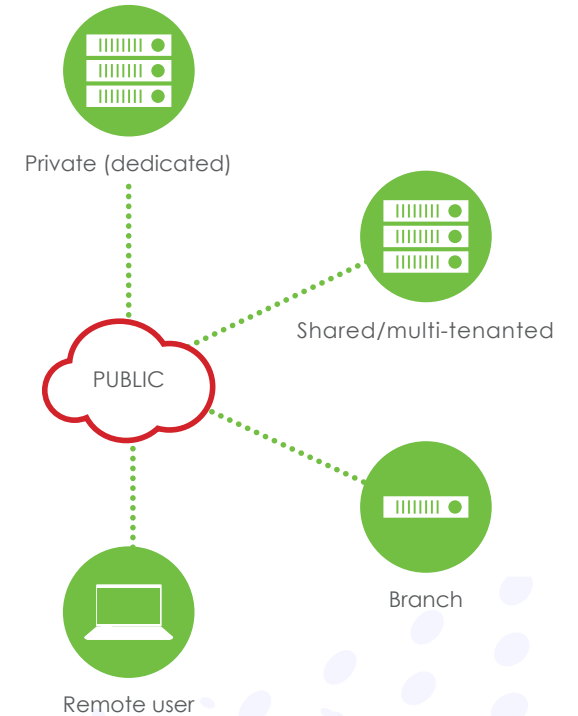
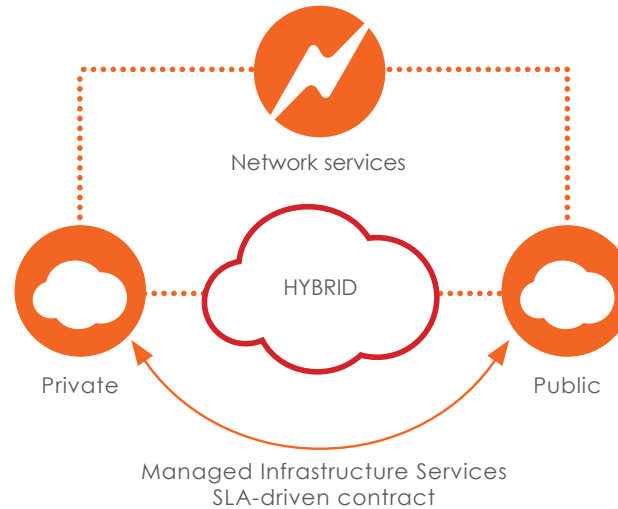
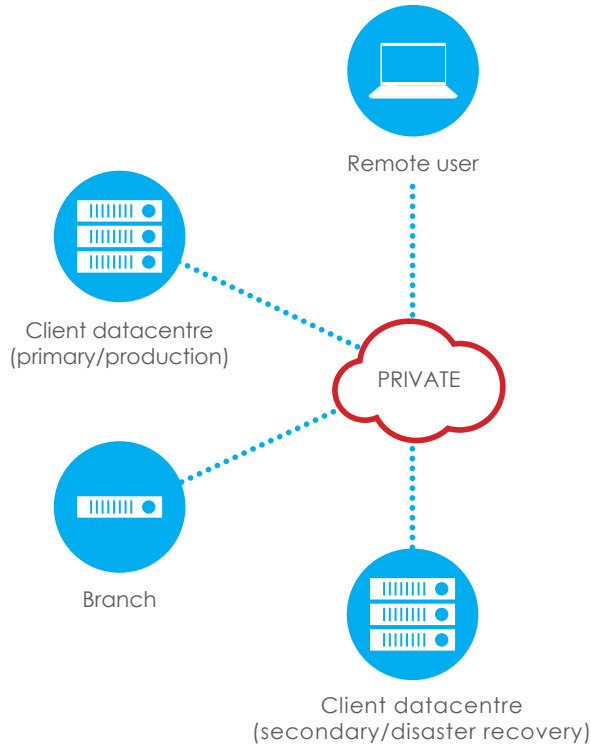


# YOUR CLOUD YOUR WAY

CLOUD DESIGNED WITH YOUR BUSINESS IN MIND



## ON-PREMISE

- Dedicated platform
- On-premise (client site) and/or multi-site
- Client-owned asset
- Capital expenditure (CapEx)
- In-house management and/or MTI managed infrastructure services (SLA-driven contract)

## HYBRID

- Blend of dedicated and shared, multi-tenanted platforms
- On-premise (client site), off-premise dedicated and/or shared, multi-tenanted, multi-site
- Client and/or MTI-owned asset
- Capital expenditure (CapEx) and/or operational expenditure (OpEx)
- In-house management and/or MTI managed infrastructure services (SLA-driven contract)

## OFF-PREMISE

- Dedicated (private) and/or shared, multi-tenanted platform
- Off-premise (hosted), shared, multi-tenanted and/or multi-site
- MTI-owned asset
- Operational expenditure (OpEx)
- MTI managed infrastructure services (SLA-driven contract)

## THE MTI APPROACH

At MTI we don't believe in a one-size-fits-all approach. Our team of experienced and highly skilled consultants take the time to understand the specific application and security requirements, business, technical, operational challenges and objectives of an organisation and its people. We then tailor the appropriate solution and service contract to meet strategic and financial objectives. We offer flexible capital expenditure (CapEx), operational expenditure (OpEx) and utility-based contract options, across private, hosted, public and hybrid cloud environments.

Most of our clients have existing IT infrastructure investments across multiple sites. Often this is a complex, heterogeneous environment that has grown over time, and may include legacy applications and an aging infrastructure that is becoming expensive and challenging to manage, and may no longer meet the demands of an agile business in a dynamic, competitive market. Frequently, it isn't suitable to host new applications and services, or would need additional investment and time to scale to meet demands. The environment may or may not meet increasing security and compliance requirements and may be managed by an over-stretched operations team, being consistently challenged to do more with less, to support a business, or at least users, 24 hours a day, 365 days a year.

Whatever an organisations requirements, MTI adopts a flexible approach to determine the right solution and service to meet both immediate and long-term goals. We work with our clients through planning and business justification, to tailor the appropriate

### ON-PREMISE



A transitional approach to cloud-based services is for a client to continue to utilise their primary datacentre to host production data on-premise, in a private cloud, on a dedicated platform. This may utilise existing investments or may include a technology upgrade, to meet production and security requirements. It may incorporate an element of MTI managed or co-managed infrastructure services (monitoring, analysis, management), to support the operations team. Some clients may also choose to retain a secondary site for business continuity and/or disaster recovery purposes.

### HYBRID



An increasingly popular choice, at least during the transition to adopt cloud-based services over a period of time, is to move to a hybrid cloud model. Production data may remain in a private cloud environment (whether on-premise, or in a hosted environment, on a dedicated platform, with managed infrastructure services). A hosted, managed, multi-tenanted platform may be used for business continuity, disaster recovery, specific application and project requirements.

### OFF-PREMISE



Most clients consider hosted services for business continuity, disaster recovery, specific application, and project requirements. This could remain a private, dedicated platform, taking advantage of a hosted, managed environment or could maximise the full benefits of agile, flexible, on-demand resources, performance, capacity, third party services, multi-platform service level agreements (SLAs) and the economies of scale associated with a hosted, managed, multi-tenanted platform.



## MTI AT A GLANCE

- A global solutions and services provider
- Managing data securely for 25 years across public, social and private market sectors
- Worldwide reach with operations across Europe in France, Germany and UK (Head Office)
- World-class sales, service and consulting organisation with Datacentre, Managed & Cloud Services, and Security practices
- 24x7x365 global Secure Operations Centre (SOC)
- Over 2,600 worldwide contracts and more than 1,800 clients
- Global partnership with Equinix - over 100 datacentre and co-location choices
- Client satisfaction excellence with average score of 98%
- 99% of 13,436 helpdesk tickets addressed within SLA response times (FY2013)

## CONTACT US



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