**Data Sheet**

# Virtustream Cloud and Managed Services Solutions for US State & Local Governments and Education

Available through NASPO ValuePoint

Cloud Services

US public sector entities face increasing pressure to deliver more with fewer resources. Recognizing this, the National Association of State Procurement Officials (NASPO) has established a ValuePoint master contract, Cloud Solutions, to help deliver cloud computing services to state agencies via a public sector/industry competitively solicited vehicle.

Virtustream, a Dell Technologies business, has a proven portfolio of cloud and managed services designed for the public sector and is a cloud provider on the ValuePoint Cloud Services contract.

### NASPO IaaS Features

Virtustream service offerings, available via ValuePoint Cloud Services, include basic server hosting services through fully managed ERP environments, managed security services and a broad suite of professional services to assist customers as they transform their IT landscapes to take advantage of new cloud-based paradigms.

Designed from the ground-up to support mission-critical, performance-intensive applications, Virtustream's IaaS cloud leverages industry-leading Intellectual Property based on more than 10 years of virtualization experience, combined with best-in-class security features to support the vast array of state and local government agency applications.

By combining industry-leading uptime and performance-based SLAs with a flexible pricing model that supports capacity on demand and true consumption-based billing, Virtustream's offerings will satisfy all the requisite needs of a SLED customer, while providing better application performance, greater agility and efficiency, and more robust security.

### Proven Public Sector Delivery

Specific to US state and local governments (SLED), Virtustream offers an array of cloud services through the NASPO ValuePoint Cloud Services contract. Many federal, state and local agencies already trust Virtustream to run their most critical workloads. For example, a US government cabinet-level agency is running their entire SAP environment, consisting of over 380 servers and 500TB of storage, in Virtustream Federal Cloud. Several states are running similar mission-critical applications in Virtustream Federal Cloud, with some trusting Virtustream to provide comprehensive management of not only the basic infrastructure, but also security and compliance monitoring and reporting at the application level.

### Public Sector Offerings Compliant with Highest International Security and Standards

Virtustream helps public sector and government organizations drastically increase the performance and reliability of their mission-critical applications – including SAP, Oracle, Microsoft, Blackbaud CRM and many others. With experience and proven, repeatable processes, Virtustream helps organizations navigate the complexities of digital transformation and modernization.

Virtustream Clouds, including Virtustream Enterprise Cloud and Virtustream Federal Cloud, are architected to the highest security and compliance standards and can significantly contribute as an enabler in achieving and maintaining compliance with FedRAMP, FISMA, SSAE16/SOC2/ISAE3402, PCI-DSS 3.2, ISO 27001:2013, ISO 9001:2015, ISO 22301:2012, HIPAA/HITECH/HITRUST and other certification and compliance frameworks. Virtustream's governance, risk and compliance team lead all audits to meet security, compliance and certification objectives. Architected with the same security and compliance standards in mind, Virtustream Storage Cloud is certified against applicable HIPAA/HITECH, PCI, ISO, SOC 2, Cloud Security Alliance (CSA)-STAR and CJIS criteria.

## Why Virtustream?

A key differentiator to the Virtustream offering is the consumption-based Virtustream MicroVM (µVM) resource management and billing model. Virtustream MicroVM comprises CPU, RAM, storage I/O and network resources calculated by the microsecond. Leveraging this patented technology, Virtustream makes sure customers are only billed on what they consume, unlike other offerings in the market based on the amount of resources provisioned but not on actual consumption. Leveraging µVM technology also guarantees that required resources will be available on demand, using the µVM data to provide granular metrics that allow resources to be optimized more accurately than other cloud offerings.

Virtustream's tiered service offerings enable SLED customers to employ an ideal solution to each workload and scale their services, based on business fluctuation in demand, rapidly and safely.

### Virtustream NASPO IaaS Offerings:

- Compute, Storage / Backup
- SAP HANA Physical Appliances
- Network/Load Balancing
- Cloud & Storage Connect - Security Services: Network Based (Perimeter Defense)
- Firewall, IPSec VPN, Intrusion Detection Service - Security Services: VM Based
- Anti-Virus / Anti-Malware (AV/AM) - VM-level
- Intrusion Detection Service (IDS) - VM-level
- File Integrity Monitoring, IDS, Encryption, Vulnerability Scanning, Log Management, Security Policy Auditing, Two-Factor Authentication

## Virtustream Federal Cloud

A specialized instance of Virtustream Enterprise Cloud, Virtustream Federal Cloud is an integrated IaaS solution that enables system integrators and SLED IT organizations to deliver enterprise-class application services to their customers. While an organization's public sector IT budget remains stagnant, expectations for new technology continue to rise. Virtustream Federal Cloud allows organizations to cut costs from their most expensive and time-consuming mission-critical applications. Virtustream's true consumption-based pricing model lets public sector IT organizations only pay for what they use – improving economics beyond basic virtualization and freeing up budgetary funding to be allocated to other areas.

## Virtustream Viewtrust

Actively protecting data is instrumental to keeping a SLED IT environment running efficiently. Virtustream Viewtrust goes beyond traditional compliance monitoring and delivers continuous risk management across the IT environment – regardless of function, geographic location or vendor. Viewtrust heightens the security of a technological landscape by providing continuous monitoring and a 360 degree view of all assets. By delivering real-time analysis of threats and their potential impact on applications and data, Viewtrust uses actionable intelligence to proactively mitigate any risks before they can become impacting problems.

## Virtustream Storage Cloud

Virtustream Storage Cloud was engineered to secure, manage and store the exponentially growing data of the world's largest enterprises and public sector organizations. Virtustream Storage Cloud provides the resiliency that SLED organizations require for their most critical data but in a cloud environment. Built-in redundancy is designed to provide 99.999% (5 nines) of availability and up to 99.99999999999% (13 nines) of data durability. Virtustream Storage Cloud meets rigorous security and compliance requirements, with an ongoing certification and third-party audit program.

## Virtustream Managed Services

SLED organizations face several challenges as they look to transform and optimize operations. Unpredictable costs, increasing complexity and knowledge gaps are just a few examples of today's main impediments to well-run IT operations.

With Virtustream Managed Services, organizations gain the insight, experience and expertise needed through comprehensive IT management solutions that raise the bar on current operations enable a transformational journey, and ensure that SLED organizations gain the most value and performance from their information infrastructure.

## Migration Services

Virtustream begins the planning and migration process by giving SLED IT leaders a comprehensive view of their technology consumption, so they can quickly and clearly identify opportunities for growth. Using Virtustream Advisor – a proprietary analysis and planning tool – consultants assess current IT assets and provide a clear picture of workloads, consumption and performance. The result is a transparent, data-driven, CFO-friendly proposal for migrating mission-critical IT to the Virtustream enterprise-class cloud platform. Besides Virtustream Advisor, Virtustream's other planning and migration services include cloud advisory, onboarding and product implementation.

## Contact Us

For more information about Virtustream's US state and local government and education offerings, please contact us at info@virtustream.com or visit us at www.virtustream.com.

## Blackbaud CRM

Virtustream creates secure, multi-tenant cloud environments that deliver assured SLA levels for the most complex, mission-critical applications like Blackbaud CRM. Virtustream does more than merely host the Blackbaud CRM application; we make it run faster, more efficiently and more economically than ever before. Virtustream does a cloud assessment to recommend the ideal solution to meet an organization's needs, including the appropriate level of availability, data protection with integrated disaster recovery, and performance.

Virtustream Provides Cloud and Managed Services for

# State / Local Governments & Education

Software and solutions that are architected to the highest security and compliance standards, including FedRAMP

A dramatic increase in the performance and reliability of mission-critical applications such as SAP, Oracle, Blackbaud CRM and Microsoft

Consumption-based pricing through Virtustream's innovative µVM technology, allowing organizations to pay for only what they use

Transform public sector IT into a mission enabler that advances business owners toward modernization and innovation instead of logistics and maintenance

**About Virtustream**

Virtustream, a Dell Technologies Business, is the enterprise-class cloud service and software provider trusted by enterprises worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers and government agencies, Virtustream's xStream® management platform and Infrastructure-as-a-Service (IaaS) meets the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud – whether private, public or hybrid.