

Data Sheet

# Federal Governments

Government Agency Cloud Solutions

IT decision-makers for the US federal government are facing unprecedented pressure to adapt the way technological services are delivered and consumed. When it comes to this technological demand, the goal is to find a cloud provider who can deliver a platform that meets the highest performance, uptime and security demands while simultaneously lowering overall costs of ownership. With over 10 years of cloud experience, Virtustream cloud and managed services solutions are purpose-built from the ground up to increase the ability of the federal government to support a mission focused agenda.

By providing industry-leading SLAs with a flexible pricing model that supports capacity on demand, Virtustream's offerings satisfy all requisite needs of a federal government customer, while providing better application performance, greater agility and efficiency, and more robust security.

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

Virtustream helps public sector and federal government organizations drastically increase the performance and reliability of their mission-critical applications – including SAP, Oracle, Microsoft and many others. Additionally, with vast 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, SSAE18/SOC2/ISAE3402, PCI-DSS, ISO 27001, ISO 9001, ISO 22301, 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.

### **Virtustream MicroVM (µVM) and Consumption-Based Pricing**

Federal government customers require compute capabilities that meet operational demand 24x7 without incurring the cost and maintenance associated with idle assets. Virtustream provides consumption based resource management and pricing with Virtustream µVMs including a guarantee that required resources will be available on demand. Virtustream µVM provides a single, unified metric for IT organizations to measure their usage of cloud computing resources, allowing customers to pay for IT services on a true consumption basis.

Virtustream has created tiered service offerings that provide the ideal solution for each workload, making sure that federal government customers are paying only for what their organization uses. Customer's benefit from the ability to increase or decrease aspects of their environment, as their business/mission needs fluctuate or evolve.

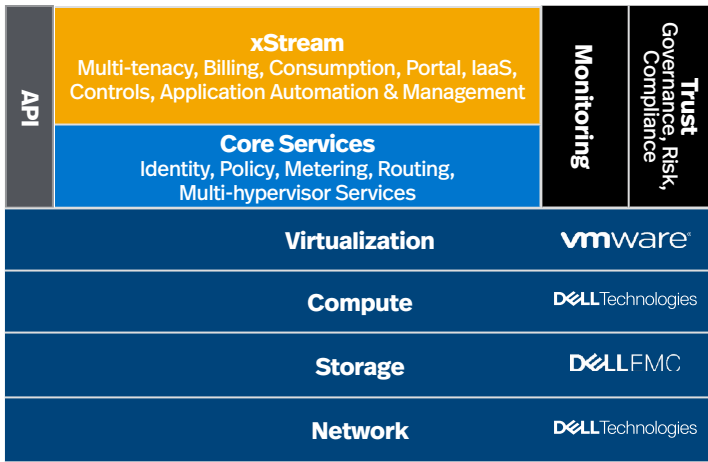
### **Virtustream Federal Cloud**

Virtustream Federal Cloud was built to handle mission-critical applications for the most complex, highly secure IT landscapes in the world. As an organization's public sector IT budget remains stagnant or even decreases, expectations for new technology are continually rising. Virtustream Federal Cloud allows organizations to cut costs from their most expensive and time-consuming mission-critical applications. Additionally, Virtustream's true consumption-based pricing model allows federal government IT departments to only pay for what they use—improving economics beyond basic virtualization, and freeing up budgetary funding to be allocated to other areas.

Virtustream Federal Cloud first completed an agency assessment for the U.S. Department of the Interior in 2014 and then completed the requirements for FedRAMP provisional authority to operate (P-ATO) in 2015, and has been architected to meet or exceed the FedRAMP required 325 NIST 800-53 security controls and control enhancements. The community of interest (COI) includes federal, state and local agencies and federally funded research and development centers (FFRDC). Virtustream's governance, risk and compliance team lead the annual effort to meet the ATO requirements.

Virtustream can also support International Traffic in Arms Regulations (ITAR) compliance for those customers who do not meet the Controlled Unclassified Information (CUI) requirement to be placed in the standard Virtustream Federal Cloud.





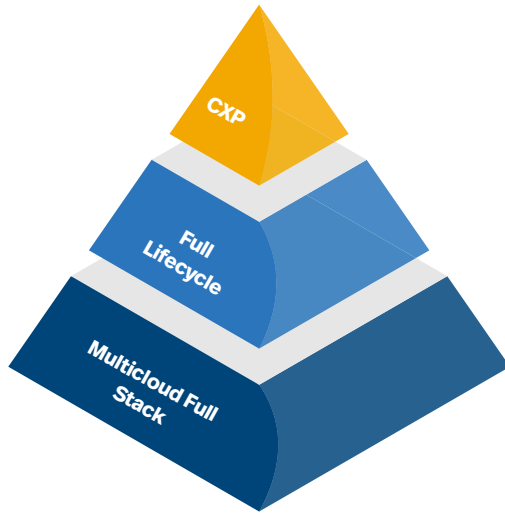
## Enterprise-class Infrastructure backed by Dell Technologies

Virtustream Federal Cloud is powered by leading enterprise infrastructure from Dell Technologies – Dell EMC servers, storage, networking, and VMware virtualization. As part of the cloud delivery process, Virtustream establishes industry-specific security, controls, certifications and platform services to deliver a highly optimized solution for enterprises on top of this foundation. This includes paired data centers, a robust, high-performance global network, integrated disaster recovery services, multi-site backup and replication, and encryption. Public sector organizations can also use Virtustream’s [xStream®](#) and [xStream®One](#) portals to get a unified view of their environment.

### xStreamCare Services™

Federal government 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 xStreamCare Services, government organizations gain the insight, experience and economies of scale needed through comprehensive IT management solutions that raise the bar on current operations, enable transformational journeys and ensure that the most value and performance is gained from information infrastructures.



### Virtustream personalizes your journey to the cloud by offering a tailored solution through our xStreamCare Services:

- **Modernize and Migrate:** As your single point of accountability and trusted advisor, Virtustream works directly with your IT team to limit the impact that migration has on your organization’s day-to-day workings, resulting in faster time-to-cloud and reduced overall migration risk.
- **Operate and Optimize:** Once onboarded to the Virtustream Federal Cloud, Virtustream provides a simplified, seamless experience through our tools, technologies, optimization and end-to-end management. This includes monitoring, management and operational support services up to the SAP Basis layer, including DB, OS, Backups, Security, HA and DR Services.
- **Transform and Grow:** Virtustream’s high-touch, personalized approach delivers a consistent operating model as you change and scale. As part of Virtustream’s xStreamCare Services portfolio, a single point of contact Customer Success Manager works directly with your IT team, providing a bridge between Virtustream, the various services we are delivering, and your numerous projects that may be in flight.

### Contact

For more information about Virtustream’s federal government offerings, please contact us at [info@virtustream.com](mailto:info@virtustream.com) or visit us at [www.virtustream.com](http://www.virtustream.com).

### About Virtustream

Virtustream LLC, a Dell Technologies business, is the enterprise-class cloud company that is trusted by organizations worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers, healthcare organizations and government agencies Virtustream’s xStreamCare Services™ expertise combined with the Virtustream 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.

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