

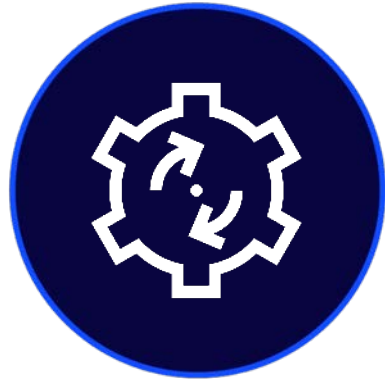
# Tailored Hybrid IT Solutions



# Today's IT Environments are Highly Dynamic



Technology is  
advancing in  
complexity



Workloads are  
larger and more  
distributed



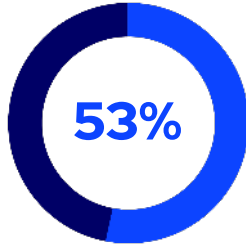
End-user  
expectations  
are higher



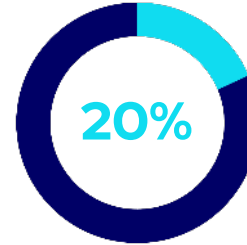
Role of  
today's IT leader  
has expanded

# Changing Priorities Post-Pandemic

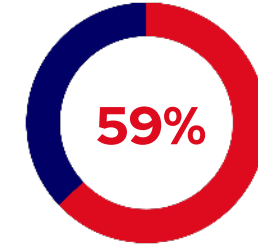
## Controlling Complexity & Enabling Agility



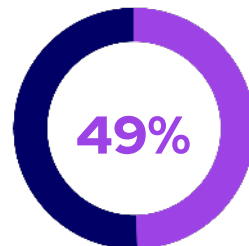
**53% of enterprises** are using more cloud resources during and post-pandemic



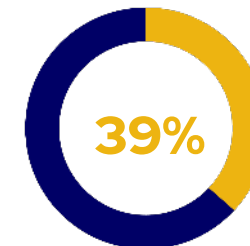
**20% of abandoned DevOps projects** to focus on other initiatives



**59% of enterprises** are using multi-cloud or hybrid strategy



**49% of enterprises** are now very concerned about cost savings post-pandemic



Biggest IT Challenge? **39%** say **complexity**, 33% say cost. Staffing? Supply Chain?

# What we Hear from Our Customers

## Improving application performance and reliability

### Use Cases

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- Meet higher SLAs for customers
- Provide better application availability
- Increase network availability
- Improve visibility for capacity and performance planning

## Providing agility & ability to scale

### Use Cases

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- Create IT agility to quickly and seamlessly meet new business needs
- Enable the ability to quickly scale up or down in response to changing business demands
- Better address short and long-term needs when addressing aging infrastructure

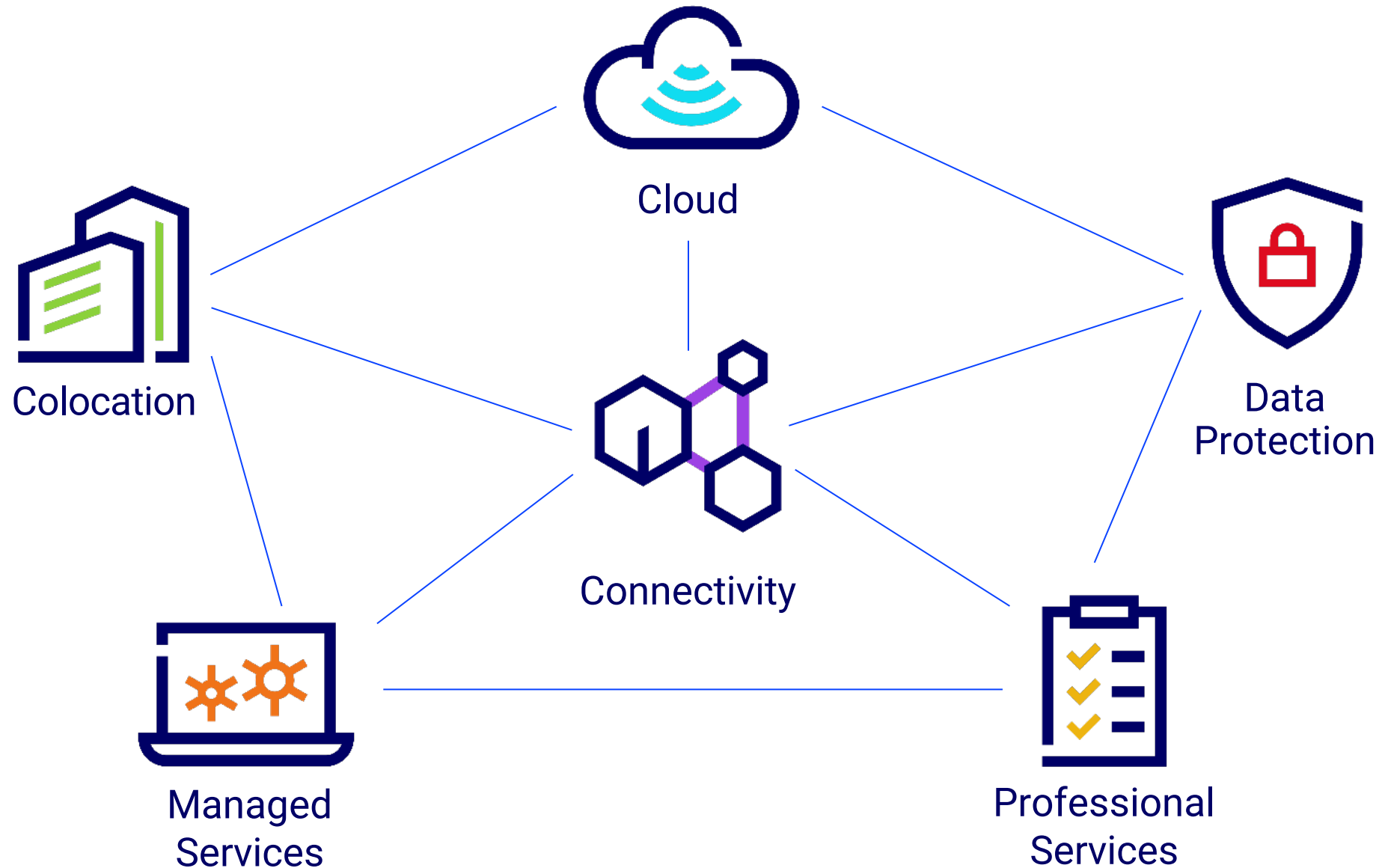
## Delivering superior network performance & interconnection

### Use Cases

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- Improve experience for distributed users
- Secure reliable networks for distributed DC workloads
- Enhance reliability to cloud providers for better end-user experience

# A Portfolio That Can Flex Over Time



# Driving the Connected World

Best in Class, Sustainable Data Centers, Clouds & POPs



● Data Centers | Cloud Regions | Disaster Recovery Regions | Points of Presence | Cloud On-Ramp

**38**  
Data  
Centers

**19**  
Markets  
Served

**3+ Million**  
Square Foot  
Footprint

**200+ MW**  
Of UPS  
Capacity

**100 Gb**  
Network  
Backbone

**300+**  
On-Net  
Carriers

**25+**  
CSP  
On-ramps

**100%**  
Uptime  
commitment

**13K**  
Route miles

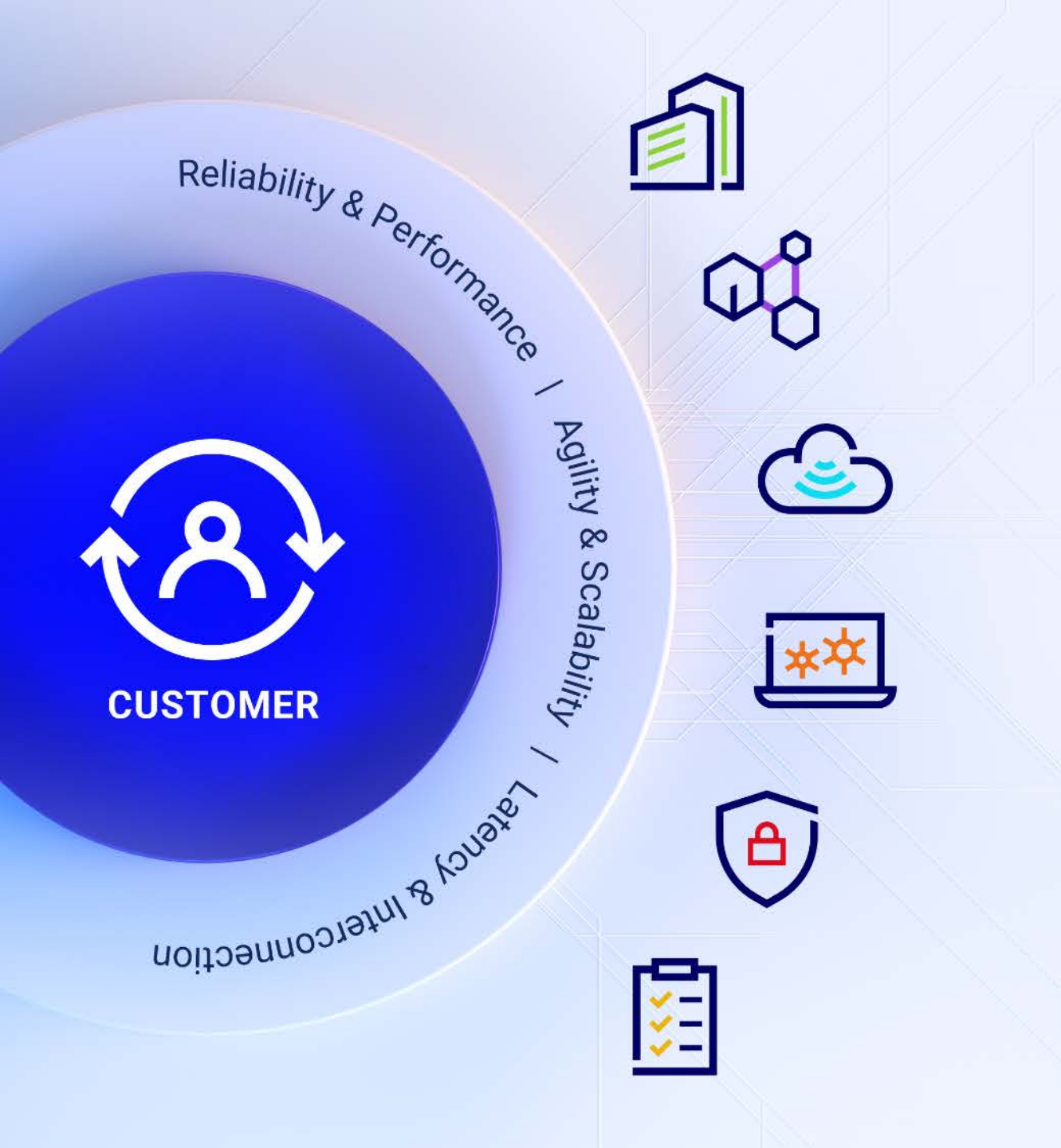
**25**  
National peering  
points



# FlexAnywhere™ Solutions

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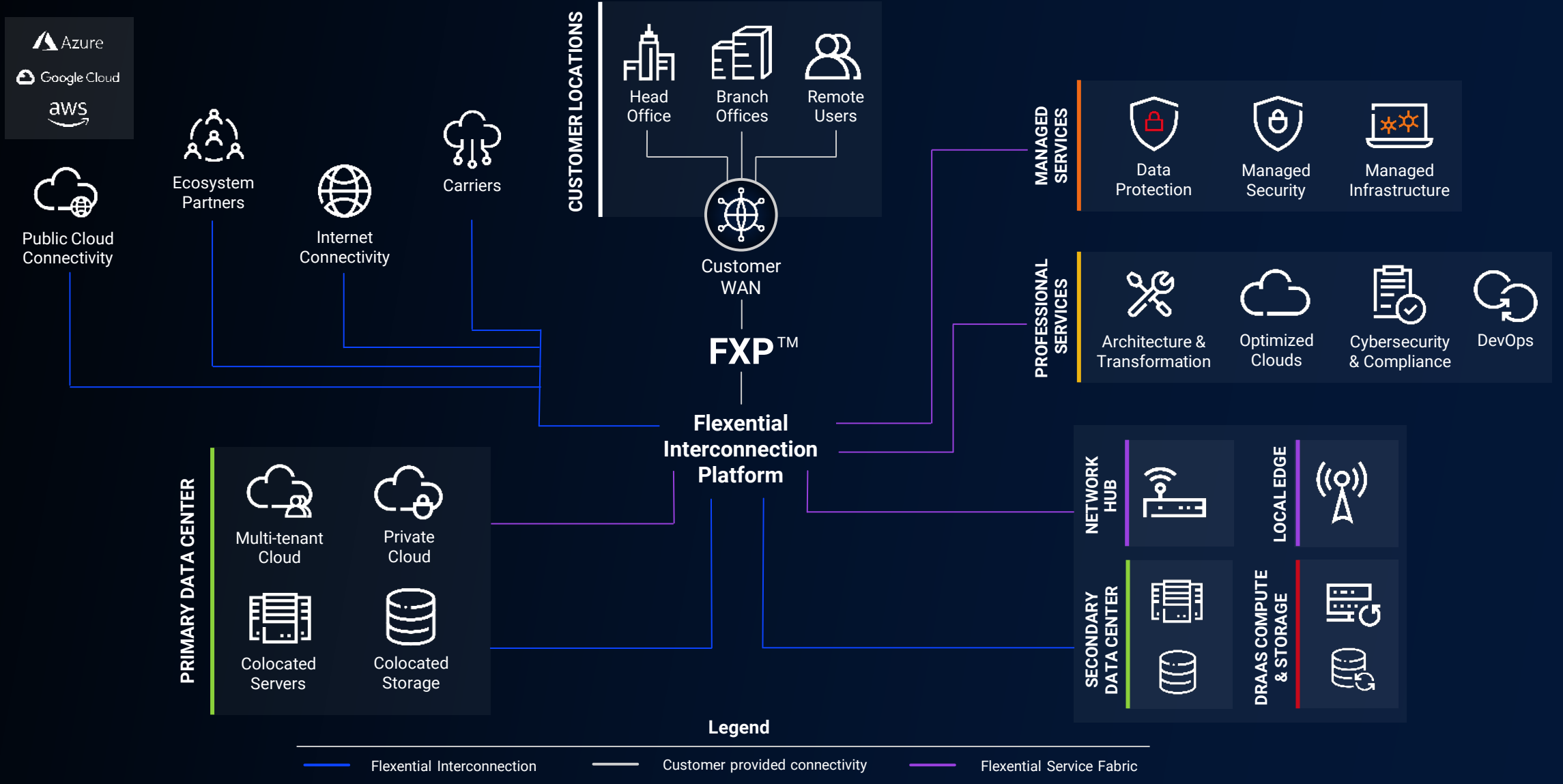


# FLEX ANYWHERE™

- Improving Application Reliability & Performance
- Providing Agility & Ability to Scale
- Delivering Superior Network Performance & Interconnection



# Platform Capabilities



# Professional Services

Experts, expertise and experience to solve your biggest IT transformation and cybersecurity challenges.

FLEXENTIAL<sup>®</sup>



## Architecture & Transformation

- Infrastructure Architecture
- Network Architecture
- Hybrid IT Workload Placement
- Migration Planning & Execution



## Optimized Clouds

- Cloud Readiness & Transformation
- Cloud Architecture
- Cloud Connectivity
- Cloud Migrations
- Cloud Cost Optimization



## DevOps

- Platform Modernization Strategy
- DevOps Architecture & Operations
- Managed Container Orchestration



## Cybersecurity

- Assessments
- Risk Management
- IT Security Programs
- Penetration Testing
- Incident Response & Forensics



## Compliance

- PCI DSS
- HIPAA
- CMMC
- ISO 27001
- NIST 900-53 & 800-30
- Privacy



## Disaster Recovery

- Design & Planning
- Assisted Testing
- Gap Analysis

## Outcomes

### Architecture & Transformation

Enable secure and stable IT that takes advantage of modern infrastructure.

### Optimized Clouds

Enable scalable, secure clouds aligned with financial & operational business needs.

### DevOps

Increase application delivery velocity, quality and maintainability.

### Cybersecurity

Advanced cybersecurity maturity to defend your organization and your customers.

### Compliance

Reduce risk with third-party compliance verification, guidance and certification.

### Disaster Recovery

Have confidence in your disaster recovery plans and solution.

# Flexential Xperience Platform™ (FXP)

Flexential's industry leading portal, Flexential Xperience Platform (FXP), is a secure, digital solution that empowers customers to manage their colocation and cloud environments in a single interface

## Overview

- **Purpose-built platform** to provide customers with a **holistic view** of their IT environment
- Dedicated product manager and development team with **multi-year portal roadmap**
- **Designed with and for customers** to provide a better user experience
- Enables **revenue generation** through online ordering of Flexential services

## Why It Matters?

- **Unified:** Improves control and efficiency of customers' entire hybrid IT environment with Flexential by monitoring and managing it in one unified platform
- **Easy-to-Use:** Allows customers to visualize and manage their colocation and cloud deployments, purchase services, control users' access, and pay invoices remotely
- **Secure:** Safely manages and controls customers' digital and physical environment with a multi-layered security approach that safeguards data and adheres to the highest industry standards

## Key Functionality

The platform provides wide range of functionality, providing early detection capabilities, the ability to initiate failover procedures, schedule backups, manage bills, analyze usage, order additional services, generate reports, and access support and documentation 24x7

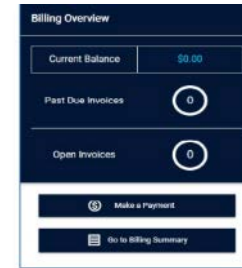
## Manage Colocation and Cloud from A Single Pane of Glass



## Access Customer Support 24/7



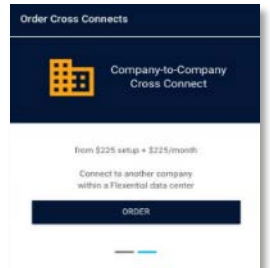
## Easily Manage Invoices



## Control Users' Access

A screenshot of the Flexential Users page. The page displays a table of users with columns for 'User', 'Email', 'Role', 'Status', and 'Access'. The table lists several users, including 'John Doe', 'Jane Smith', and 'Bob Johnson', with their respective roles and access levels. There are also buttons for 'Add User' and 'Remove User'.

## Order Services



# FlexAnywhere™ Solutions

Tailored & Built on Best Practices

Improving application  
performance & reliability



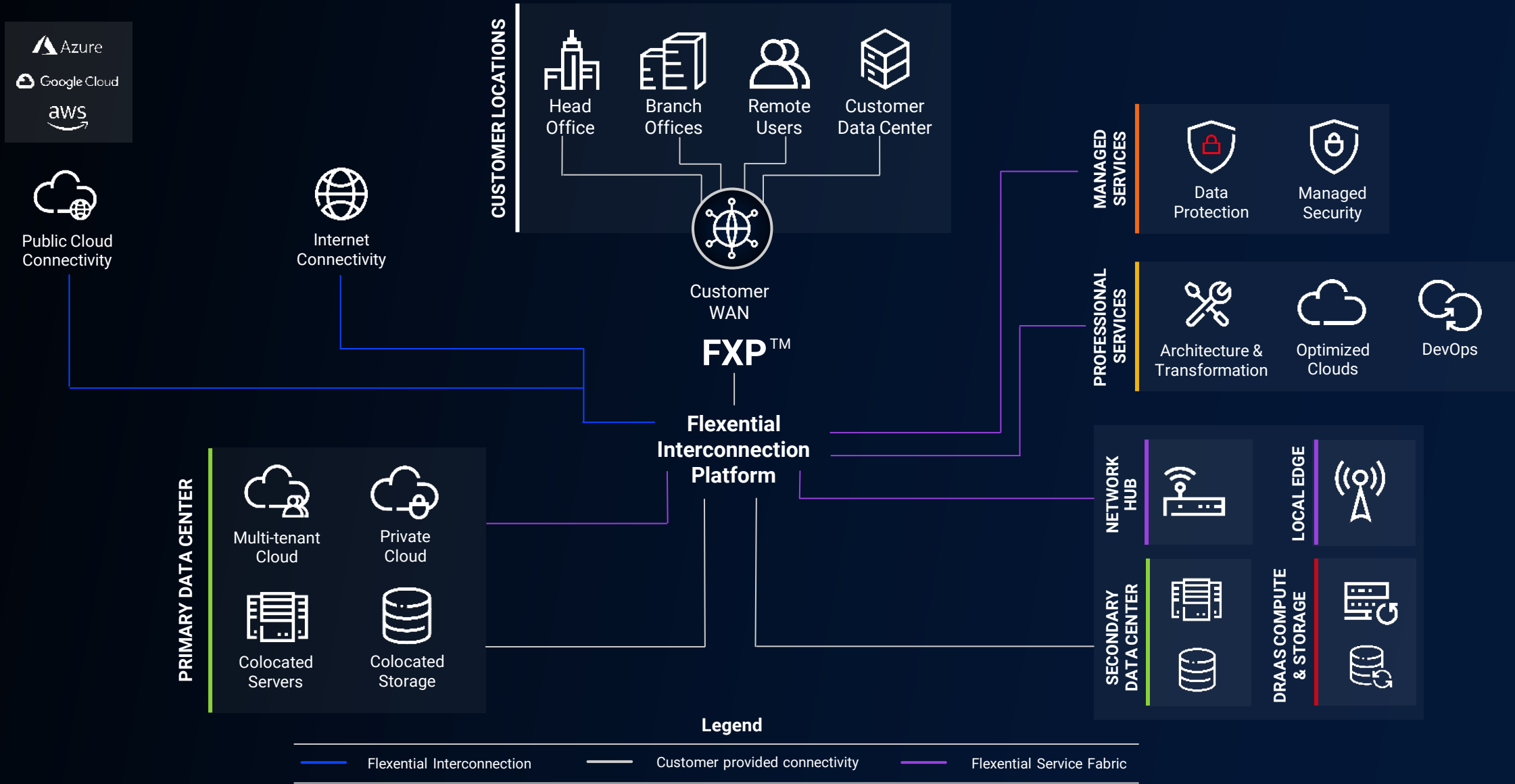
Providing Agility &  
Ability to Scale



Delivering Superior Network  
Performance  
& Interconnection

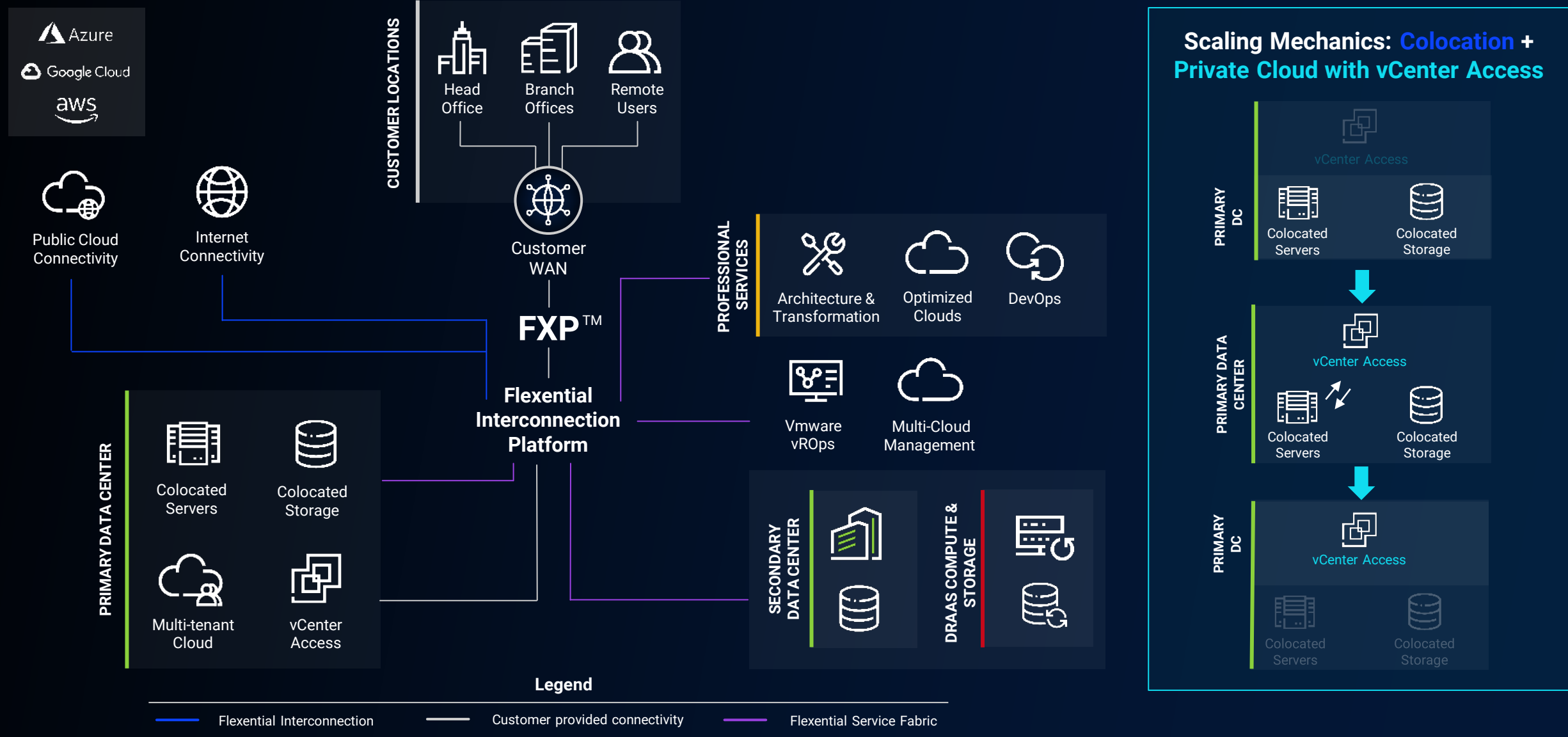


# Improving Application Performance & Reliability

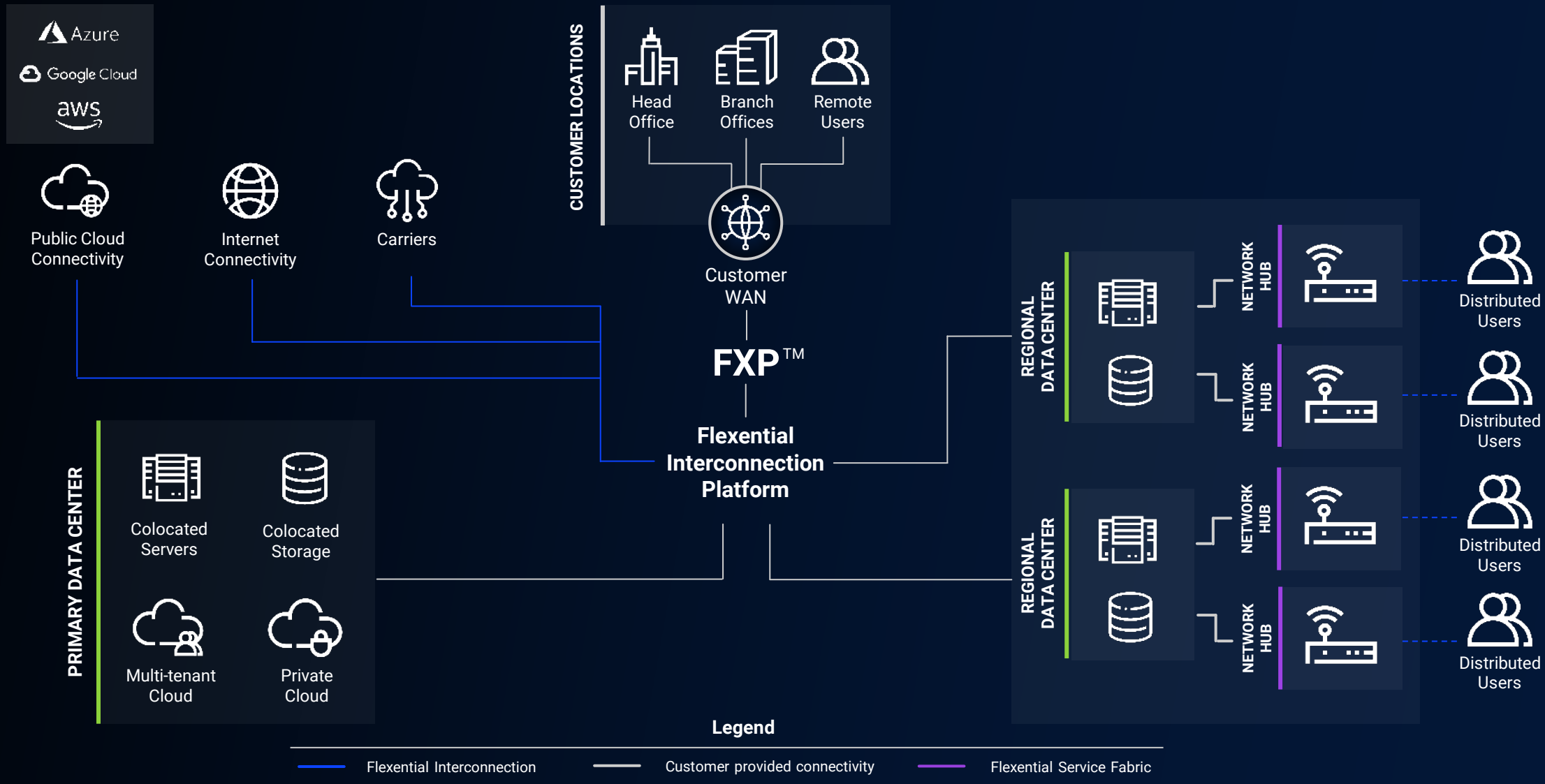




# Providing Agility & Ability to Scale



# Delivering Superior Network Performance & Interconnection



# Customer Case Studies

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# Floyd Medical Center

## FlexAnywhere™ Solution: Delivering Superior Network Performance & Interconnection



### Customer's Challenge

- Floyd Medical Center, the flagship hospital of the Floyd healthcare system, is a 304-bed acute care hospital and regional referral center with more than 40 medical specialties.
- To provide its patients with exceptional care, Floyd relies on the availability, performance and security of its IT systems.
- Floyd developed a multi-year strategy to significantly improve its disaster recovery (DR) capabilities and its core data center.



### Why Flexential

Floyd met with Flexential and was impressed by its leading-edge facilities, the expertise of its internal team and the overall level of trust developed during the vetting process. After evaluating multiple providers, Floyd chose the Flexential Atlanta – Alpharetta facility for its DR needs.



### The Solution

- Floyd deployed this DR environment, achieving the stability, availability and security needed to minimize data loss, support its IT systems and allow the medical facility to continue to operate should an unexpected event impact its primary data center.
- Offering diverse connectivity options and a 100 gigabits per second (Gbps) network backbone—scalable to 400 Gbps—Flexential optimizes performance and reliability, allowing Floyd to minimize latency issues that could impact patient care. Its power, cooling and networking are also backed by a 100% SLA to foster a high level of confidence in its ability to deliver an effective IT solution.

“We were able to lean on the Flexential team to manage our data securely—much of it potentially lifesaving to patients, both in and out of a pandemic—while we had all hands on deck with the COVID crisis.”

**Jeff Buda,**  
VICE PRESIDENT AND CHIEF INFORMATION OFFICER  
Floyd Medical Center

# AutoNation

## FlexAnywhere™ Solution: Agility & Ability to Scale



### Customer's Challenge

- With its operations and customers' car-buying experiences reliant on the availability of its applications, AutoNation is dedicated to ensuring the stability of its IT systems.
- When the company migrated its disaster recovery environment to the cloud, it quickly recognized its applications and data were too complex and required too much horsepower for its newly-devised cloud arrangement.



### Why Flexential

With a national footprint of data centers in geographically-diverse locations, Flexential is perfectly poised to support AutoNation in other markets as the car retailer continues to expand.



### The Solution

- The company had two choices: find a cloud provider that could cost-effectively deliver the compute needed to support the business, or move its disaster recovery (DR) environment to a third-party, on-premise provider that could accommodate its complexity and horsepower requirements
- Flexential and AutoNation migrated the retailer's DR environment to a Flexential Texas data center to ensure its Denver-based production environment was fully replicated to protect the company's data and ensure its availability during an outage.
- AutoNation empowered its IT environment to seamlessly scale to keep pace with its corporate growth and maximize its operations to deliver a superior experience for its customers.

"AutoNation made a substantial investment in this project and it's critical to our go-forward plans, not only for DR but for our future growth. We're very pleased with the decision we made and we're happy to partner going forward."

**Adam Rasner**  
VICE PRESIDENT, TECHNOLOGY OPERATIONS  
AutoNation



# GrayRobinson

## FlexAnywhere™ Solution: Application Performance & Reliability



### Customer's Challenge

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- As a Florida-based law and lobbying firm in the heart of one of the most hurricane prone states in the nation, GrayRobinson implemented initial disaster recovery plans through its own backup data center in leased space across the street from its Orlando office.
- Equipped with HVAC, back-up power, and redundant high-speed data circuits, the purpose-built data center was fully operational but did not provide the level of reliability and sustainability GrayRobinson needed to operate its business at the optimal level.



### Why Flexential

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The disaster recovery strategy Flexential implemented utilizes Flexential Disaster Recovery-as-a-Service , a flexible, reliable disaster solution tailored to meet GrayRobinson's unique replication and recovery needs.



### The Solution

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- With Flexential DRaaS, data replication is now fully managed, tested and validated on a routine basis to minimize data loss.
- Incorporating industry best practices, Flexential DRaaS delivers near real-time replication with up to 30-day point-in-time recovery to meet GrayRobinson's RPO and RTO requirements and minimize the threat of ransomware and other cyberattacks.
- The Atlanta – Norcross facility also supports the resiliency of GrayRobinson's IT environment by offering N+1 UPS redundancy and N+1 cooling. Flexential backs up its uptime commitment with a 100% SLA on power, network and bandwidth.

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"At the top of the list was reliability—our disaster recovery solution had to be available, with our data, ready to assume the primary role at a moment's notice."

**Eric Carpenter**  
CHIEF INFORMATION OFFICER  
GrayRobinson

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## Financial



## Networks & Mobility



## Education, Government & Utilities



## Software, Cloud & IT



## Healthcare



## Retail



## Manufacturing



## Entertainment & Media



# Thank You

Let's talk about how we can help.

