



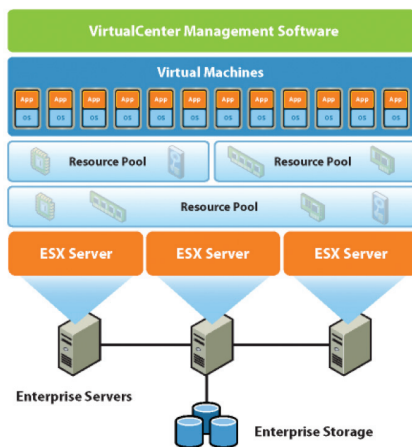
PINNACLE

Virtualization Services

The Plan is Virtual. The Results are Real.

Today, IT infrastructure organizations are working diligently to solve the problems created by the explosion in the scope and complexity of IT platforms adopted from the last decade. The migration of application architectures to thin-client multi-tier architectures, the introduction of the multiple generations of Windows servers have swept across IT organizations in successive waves over the last ten years. These waves caused explosive growth in server counts, network complexity and storage volumes through geographically distributed IT organizations.

The list of challenges is daunting, but IT has started to regain the upper hand in the battle against costly, inflexible and disorderly infrastructure. As a first step, IT organizations have generally centralized their IT infrastructure into fewer locations for better visibility. As a second step, they are adopting a new generation of infrastructure technologies and methodologies. The common vision of IT organizations today is to provide their business units with lower cost, higher service-level infrastructure that enables them to respond faster to business until demands.



Enter Virtualization Technology from Pinnacle Business Systems

As a VMware Authorized Consultant (VAC) and a Microsoft Gold Partner, Pinnacle Business Systems is uniquely equipped to deliver a full set of virtualization solutions to our customers. Pinnacle provides proven best practices and guidance by our virtualization specialists who assess, plan, design, build and optimize customers' virtual infrastructure environments – maximizing investment throughout the deployment lifecycle:

- Adopt – Get off to a successful start with proof-of-concept engagements, training and assessments.
- Expand – Design, plan, build and validate your virtual infrastructure with world-class specialists who will help you achieve time to value.
- Standardize – Efficiently optimize and manage your virtual infrastructure as you build a scalable, global virtual environment.

Armed with expert knowledge and proven consolidation methods, our specialists are able to assess your IT infrastructure and plan for long-term growth with VMware Capacity Planner. Our specialists will collect comprehensive resource utilization data in heterogeneous IT environments, and compare it to industry standard reference data to provide analysis and decision support modeling. This vital step has resulted in reducing annual server operation cost and management reductions.

Summary

VAC Partnership

As a VMware Authorized Consultant (VAC), Pinnacle and VMware deliver solutions that help businesses grow and innovate, while simplifying computing infrastructure and minimizing total cost of ownership (TCO).

Assess your IT Infrastructure

We utilize VMware's Capacity Planner tool to gain insight into IT resource utilization and develop a virtualization roadmap for server containment and consolidation.

Pinnacle Supports Your Green Initiative

Pinnacle's experience with server optimization, storage, and virtualization provides a cost effective infrastructure to help businesses with their green initiatives.

Technology Test Track

Pinnacle's Technology Test Track is a proof of concept testing and benchmarking center that allows us to showcase latest offerings, while allowing you to test proposed solutions prior to acquisition.

Managed Services

Applications demand performance, availability and quick recovery time. Pinnacle's Managed Services offerings can help off-load that responsibility.

Pinnacle's Approach

We never take a generalist's approach with our customers. We always engage the proper resources to ensure our recommendations are truly the right ones for our customers. Whether it's a Technology Assessment, Infrastructure Design or Implementation, or simply a point solution, Pinnacle is focused on the customer's needs.

Server, Storage and Desktop Virtualization – We do it all.

Virtualization has not only restructured the server and storage datacenter. Desktop virtualization is on the forefront of most organizations top initiatives. Managing PCs has always been painful, but the job has gotten considerably nastier, thanks to an endless parade of application upgrades, operating system patches and antithreat updates. Pinnacle can help you overcome these and other challenges with desktop management and security solutions based on enterprise desktop virtualization products. These solutions offer a number of key advantages over traditional client-server and server-based models by improving management and control of your desktop environment.

Pinnacle works hand in hand with VMware to provide you best of breed technology and provide you lower Total Cost of Ownership (TCO) and virtual machine density.

- With Pinnacle and VMware vCenter Lab Manager, you can create and manage a library of commonly used configurations and dynamically provision them in seconds with a simple click of the mouse – giving users on-demand access.
- Pinnacle can give you unprecedented flexibility and availability, allowing movement of running virtual machines from one physical server to another with no impact to end users with VMware Vmotion.
- VMware vCenter Site Recovery Manager eliminates complex manual recovery steps and removes the risk and worry from disaster recovery.

Where Technology and Expertise Converge

Our Customer Approach

Pinnacle serves as a trusted advisor to companies of all sizes and across various industries. Our objective is to first understand our customer's business and the need for technology to support their operations. The value we provide stems from not only our ability to assess and advise but most importantly deliver and execute. Along with on-going support, Pinnacle's strength truly lies with our personnel and the over one hundred professional certifications we hold in various disciplines, products and services. Our people not only have deep skills and a wealth of experience, they understand today's business challenges and how to deploy technology to solve them. That is why most of our customers look to us for long term support. We look to build lasting relationships, to really understand what keeps you up at night, instead of only focusing on short-term fix.

We are constantly researching and evaluating market trends so we are ahead of the pack, ensuring we have flexible choices for our customers. In addition to our Virtualization Services, we offer custom solutions for our customers in the following areas:

Managed Services	Disaster Recovery Planning & Implementation
Server Consolidation & IT Optimization	Collaboration & Messaging Solutions
Technology Assessments & Strategic Planning	Security Assessments & Implementations
Enterprise Infrastructure Solutions	Storage Consolidation, Implementation Services for NAS and SANs
Back up & Recovery	Data De-duplication

About Pinnacle Business Systems, Inc.

For over two decades, Pinnacle has been designing and implementing flexible, scalable solutions around industry-leading platforms and technologies. With offices across the United States, we have the local depth and breadth of technical skills to ensure success on your next strategic project.

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For more information, please contact Pinnacle Business Systems.

Call (800)311-0757 or visit www.pbsnow.com



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