

modernize.
automate.
transform.



EASTERN'S ADDED VALUE CLOUD SOLUTIONS & SERVICES:

- VMware Cloud on AWS Solution Competency Achievement
- VMware Premier Partner
- Global success in data center operations consolidation
- Private, public and hybrid cloud strategy and implementation
- Cloud management platform implementation
- VMC assessments
- VMC sizing
- VMC migrations
- Hybrid cloud SDDC reference architecture
- Secure & resilient solutions
- Expertise in sizing, designing & implementing modern data centers



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VMware Cloud on AWS: The Simplest Path to a Common Hybrid Cloud Platform

More businesses today are adopting a hybrid cloud strategy—acknowledging how vital it is to have an infrastructure that is agile, faster, secure and cost-effective. IT leaders also need the flexibility and visibility that the hybrid cloud platform provides. However, it can be cost-prohibitive and complex to implement.

VMware Cloud (VMC) eliminates these challenges by leveraging a consistent infrastructure—a common set of tools that works across hybrid and native public clouds to simplify operations.

VMware Cloud: Run, manage, connect, protect all apps on any cloud




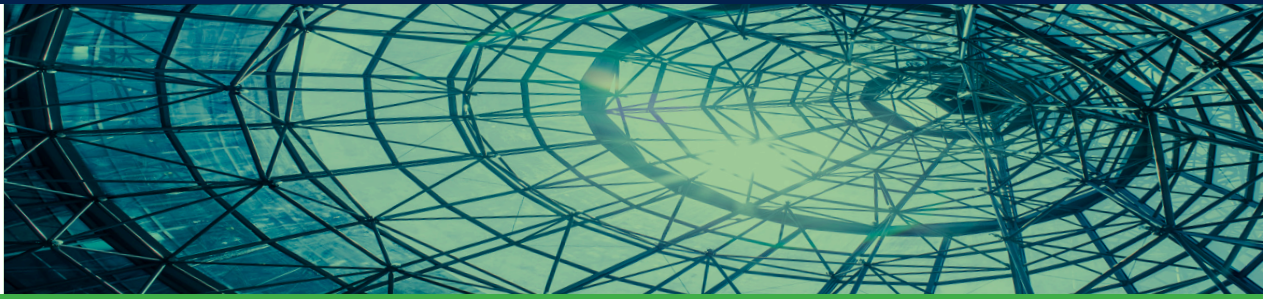
Eastern takes this to the next level. Our enterprise customers today are choosing the gold standard in hybrid cloud capabilities: VMware Cloud on AWS. This powerful vSphere-based cloud service delivers enterprise-grade Software Defined Data Center (SDDC) software to the AWS Cloud—all powered by VMware Cloud Foundation. VMC on AWS provides the freedom to move applications between on-premises VMware vSphere-based data centers and AWS, plus the flexibility to choose where the workloads run. Customers have access to a broad range of innovative AWS services, including compute, databases, analytics, Internet of Things (IoT), security, mobile, application services, and more.

How does VMware Cloud on AWS benefit enterprises?

Eastern, partnered with Dell EMC, delivers industry-leading HCI platforms that support the SDDC to simplify IT, modernize data centers and help transform the business. With this infrastructure in place, enterprises can:

- > Deliver superior hybrid cloud capabilities that combine in a simple-to-use service
- > Leverage market-leading VMware technologies across compute (vSphere), storage (VMware vSAN) and networking (VMware NSX)
- > Run on next-generation, elastic, bare metal AWS infrastructure
- > Rapidly provision and scale AWS resources that are operationally consistent with vSphere-based clouds on-demand
- > Simplify the secure migration of current and new workloads—both on-premise and in the cloud

 **Contact Eastern for a hybrid cloud consultation.**



With this powerful SDDC VMware cloud offering, Eastern can offer customers the fastest and most agile and scalable public cloud solution on the market today. Our continued focus in the cloud space and a successful track record in VMware deployments has earned Eastern the VMware Cloud on AWS Solution Competency. This achievement enables Eastern to help customers better leverage their existing VMware SDDC via the AWS cloud. Eastern’s expertise in sizing, designing and implementing end-to-end solutions, combined with VMware’s powerful VMware Cloud on AWS solution, offers the simplest path to a common hybrid cloud platform to support greater agility, optimize costs and accelerate innovation for your business.

CASE STUDY: BRINKS EASTERN LEADS BRINKS THROUGH A SUCCESSFUL CONSOLIDATION OF ITS GLOBAL DATA CENTER OPERATIONS

> CHALLENGE

Eastern was engaged by Brinks, a global provider of security logistics and solutions, to create consistent global capabilities, enable and support business growth and reduce overall risk.

> SOLUTION

By leveraging modern SDDC technologies, integrated security solutions and VMware Cloud on AWS, Eastern was able to architect and implement an end-to-end solution for Brinks to accelerate and simplify their migration and deliver a consistent infrastructure across hybrid cloud deployments.

> OUTCOME

With VMware and VMware Cloud on AWS at the foundation of Brink’s global infrastructure, Eastern helped the customer successfully consolidate its North America data center operations, and is currently extending the model to Europe, Latin America, and Asia. As a result, the customer now benefits from:

- > Greater flexibility for improved service levels to customers
- > The ability to easily move workloads between its private cloud and the public cloud
- > Agility for production services and disaster recovery

Today, Eastern is Brink’s VMC on AWS preferred vendor.

“VMware and VMware Cloud on AWS are the foundation of Brink’s global infrastructure,” said Greg Osgood, global vice president of Infrastructure and Security, Brinks, Inc. “This flexibility improves service levels to customers and is a key driver in Brink’s technology and business transformation. These systems allow the company to easily move workloads between its private cloud and the public cloud, providing agility for production services and disaster recovery. Using these VMware technologies, and with a partnership with Eastern Computer Exchange, Brink’s successfully consolidated its North America data center operations in 2017, and is planning to extend this model to Europe, Latin American, and Asia.”

WHY EASTERN?

Eastern has nearly three decades of experience providing end-to-end enterprise technology solutions to customers across the globe. A certified partner for industry-leading IT manufacturers, Eastern has a proven track record of designing and deploying complex enterprise Hybrid Cloud, Hyper-Converged, Server, Desktop, Elastic Cloud, Isilon and Backup and Recovery solutions.

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