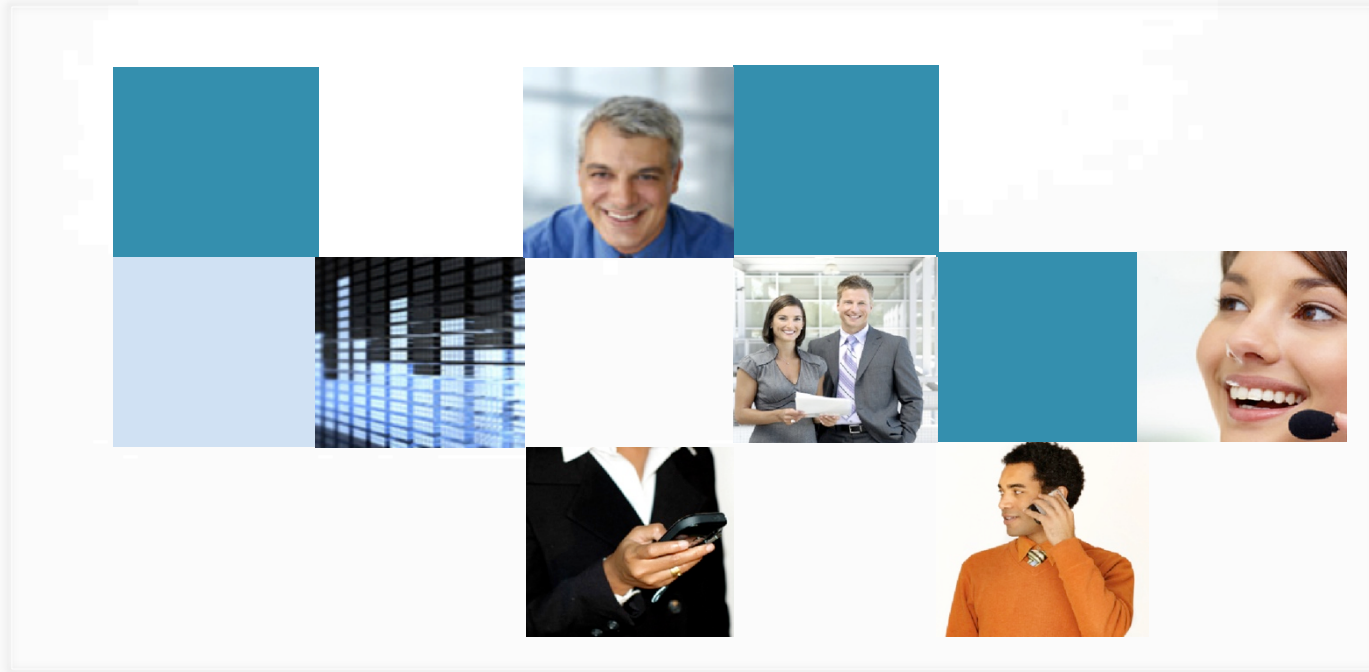


A I S  
Network



## To Host or Not to Host

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# The Options

- On-Premise SharePoint
- SharePoint in the Cloud



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# What to Consider

- Costs/manpower and predictability
- Usage and customizations
- Uptime
- Services
- Support
- Deployment
- Licensing
- Flexibility
- Security



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# On-Premise SharePoint

- Benefits
  - Maximum control over your SharePoint
  - Convenience
  - Change management
- Challenges
  - Upfront costs
  - Performance and reliability
  - Support
  - Scalability



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# On-Premise Success Factors

- Hardware
- Software applications
- Backup and recovery system
  - separate hardware
- IT staff
  - 24X7
- Other
  - Training
  - Security
  - Upgrades
  - Reliable access to the Internet/ power supply





# When is On-Premise Best?

- Network performance, 100% uptime and availability are not a high priority
- A server closet works just as well as a hardened data center
- Special cooling systems/ fire retardants are “over-the-top”
- The servers’ physical location is not prone to natural or man-made disasters
- 24x7x365 monitoring by a hosted SharePoint expert is overkill
- Data security does not need to be “Fort Knox”





# SharePoint in the Cloud

- Benefits
  - Fast deployment and convenience
  - Predictable costs and no CapEx
  - Guaranteed uptime & availability (99.999%)
  - Trained staff around the clock
  - High scalability and flexibility
  - You can focus on your core business
  - No auditing, compliance worries (SOX)
- Challenges
  - Lack of industry standards
  - Change management – 3<sup>rd</sup> party involved
  - Skepticism about security
  - Possible outages



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# When is the Cloud Best?

- FLEXIBILITY!!!!
- Network performance, 100% uptime and availability are important
- 24x7x365 monitoring
- Need a disaster resistant facility
- Prefer SAS 70 and more convenient compliance
- Data security is critical
- Want monthly cost predictability
- Need additional IT expertise





## A Word About Us

- Founded in 1993
- Chicago HQ, East Coast office in Reston
- SAS 70 Type II-Certified
- Microsoft Certified Partner
- Authorized Microsoft License Mobility Partner
- 100% Guaranteed SLAs
- Data Center meets SOX, HIPAA & PCI Compliance



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# Contact Information

Kurt Baumann, Chairman

202.415.0088

kdb@aisn.net



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## Additional Slides



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# The Team

## Jay Atkinson, CEO

Jay Atkinson, a former banker, has held financial and operational leadership roles in various industries over the last two decades. As managing partner and founder of The Pamplin Group, a strategy and management consulting firm, he has advised companies across various commercial sectors on growth opportunities and strategic repositioning.

## Kurt Baumann, Chairman

Kurt Baumann is a serial entrepreneur who has grown and successfully sold/exited several companies including InterCon, early Internet Software company and IIKK, the first Japanese ISP. He also worked at PSINet building their consumer division, which was then sold to MindSpring. Later, after being part of a team that sold WebCal, an early online calendar to Yahoo, Kurt returned to PSINet to spin off their now regenerated consumer division, piecing together parts from 70 companies in 20 countries into one organization called Inter.net.

## Laurie Head, VP or Marketing

Laurie Head has 20 years of experience in strategic marketing, corporate communications, public relations, and public affairs, including more than a decade spent in the high-tech industry. From private start-ups and nonprofits to publicly held companies, Laurie has counseled a range of organizations with interests in the Americas, Europe, and Asia.

## Donna Hemmert, VP of Strategy

Donna Hemmert is an Internet executive with over 18 years experience in marketing, branding and partner development. She is the former CEO of OptiView Technologies, a Web content acceleration company. Other roles included VP of Marketing for Roku Technologies, early peer-to-peer software companies, business development for the Netscape Communications NetCenter Portal, and Director of ISPs in the PSINet Wholesale division.

Bill Schrader, Advisor | Doug Humphrey, Advisor



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# Four Cloud Models

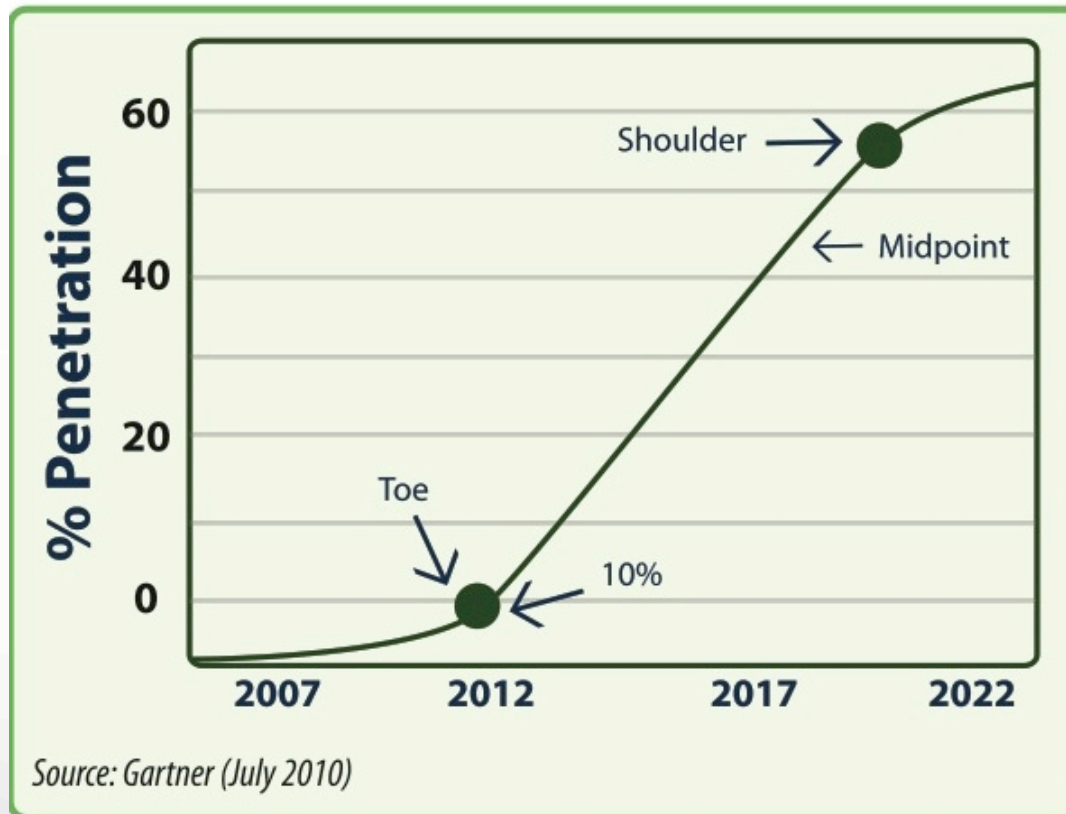
- Private cloud
- Public cloud
- Community cloud
- Hybrid cloud





# Cloud Collaboration

in Early Adopter Phase



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