Hybrid-Cloud Management Platform with Azure Arc

2021

Presented by: < Name >

ECS OVERVIEW

ECS is a leading information technology provider delivering solutions in cloud, cybersecurity, software development, IT modernization, and science and engineering. The company's highly skilled teams' approach and solve critical, complex challenges for customers across the U.S. public sector, defense, and commercial industries. ECS maintains partnerships with leading cloud and cybersecurity technology providers and holds specialized certifications in their technologies.

Fairfax, VA
Headquarters

3000+ Employees
Nationally and Internationally

Our Expertise

- Cloud Solutions
- Cybersecurity
- Artificial Intelligence and Machine Learning
- Software and Systems
- IT Modernization
- Science and Engineering

Our Customers

- Department of Defense
- Homeland Security and Law Enforcement
- Intelligence Community
- State, Local, and Education
- Commercial (Fortune 500, Midcap, Smallcap)

Select Technology Partners

- Microsoft
- Attivo
- CrowdStrike
- Elastic
- VMware
- McAfee
- AWS
- Swimlane
- ThreatQ
- Google

MARKETS & CUSTOMERS

Department of Agriculture
Department of Commerce
Department of Energy
Department of Justice
Department of Labor
Department of State
Department of Veteran's Affairs
Environmental Protection Agency
General Services Administration
Government Accountability Office
Health and Human Services
Housing and Urban Development
Internal Revenue Service
National Oceanic and Atmospheric Administration
National Transportation and Safety Board
Peace Corps
U.S. Postal Service

Defense Advanced Research Projects Agency
Defense Health Agency
Defense Information Systems Agency
Missile Defense Agency
National Center for Telehealth and Technology
U.S. Air Force
U.S. Army
U.S. Marine Corp
U.S. Navy
U.S. TRANSCOM

Blackboard
Commercial
Citizens Bank
CVS Health
Health Insight
Hilton Grand Vacations
IBM
L3Harris Technologies
Pilot Flying J
Randstad
Sharp Packaging
United Technologies
WL Gore

Port of Houston
State of California
State of Delaware
State of Minnesota
State of New Jersey
State of New York

DHS Customs and Border Protection
DHS Continuous Diagnostics and Mitigation
DHS National Protection and Programs Directorate
DHS Federal Emergency Management Agency
DHS Immigration and Customs Enforcement
DHS Transportation Security Administration

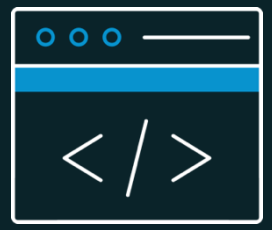
OUR SOLUTIONS

CYBERSECURITY

CLOUD SOLUTIONS

MACHINE LEARNING

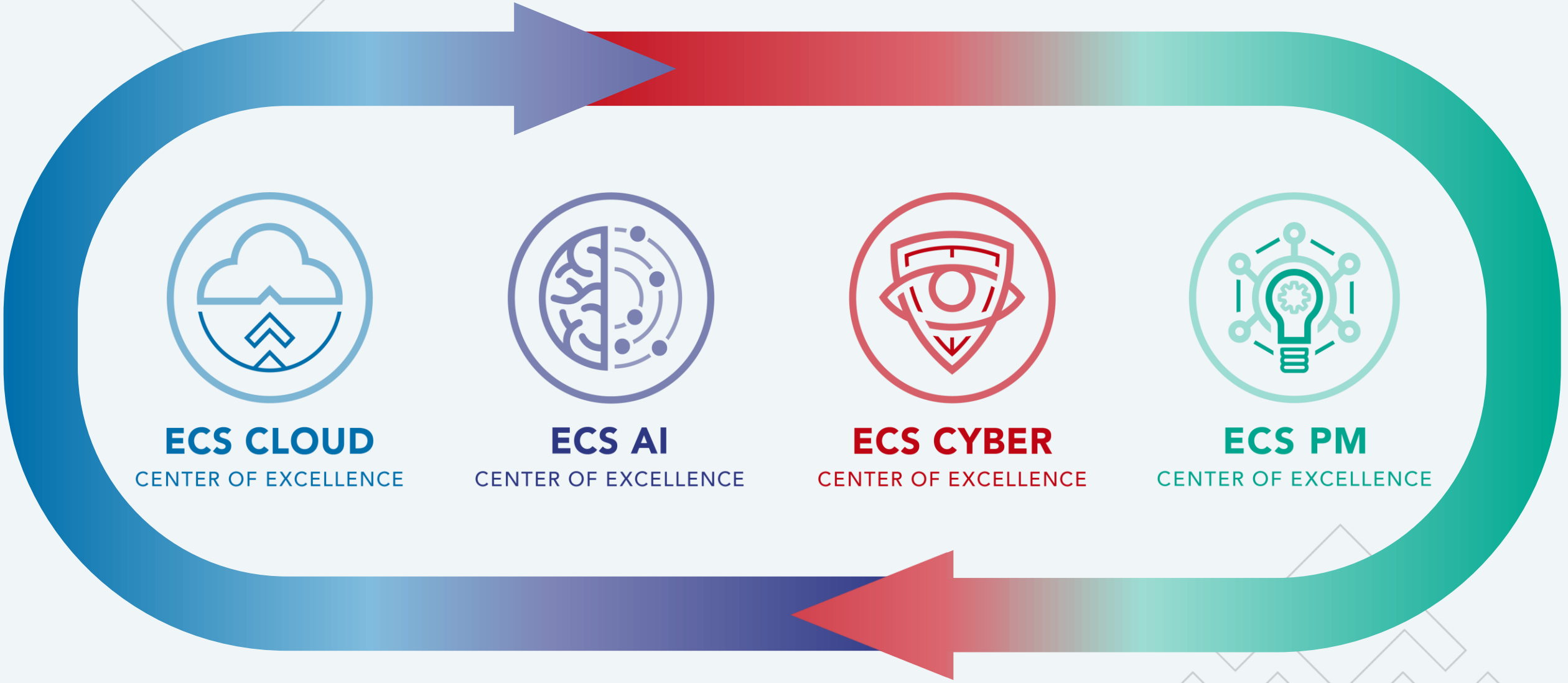
DIGITAL MODERNIZATION



APPLICATION MODERNIZATION

SCIENCE AND ENGINEERING

Our Centers of Excellence



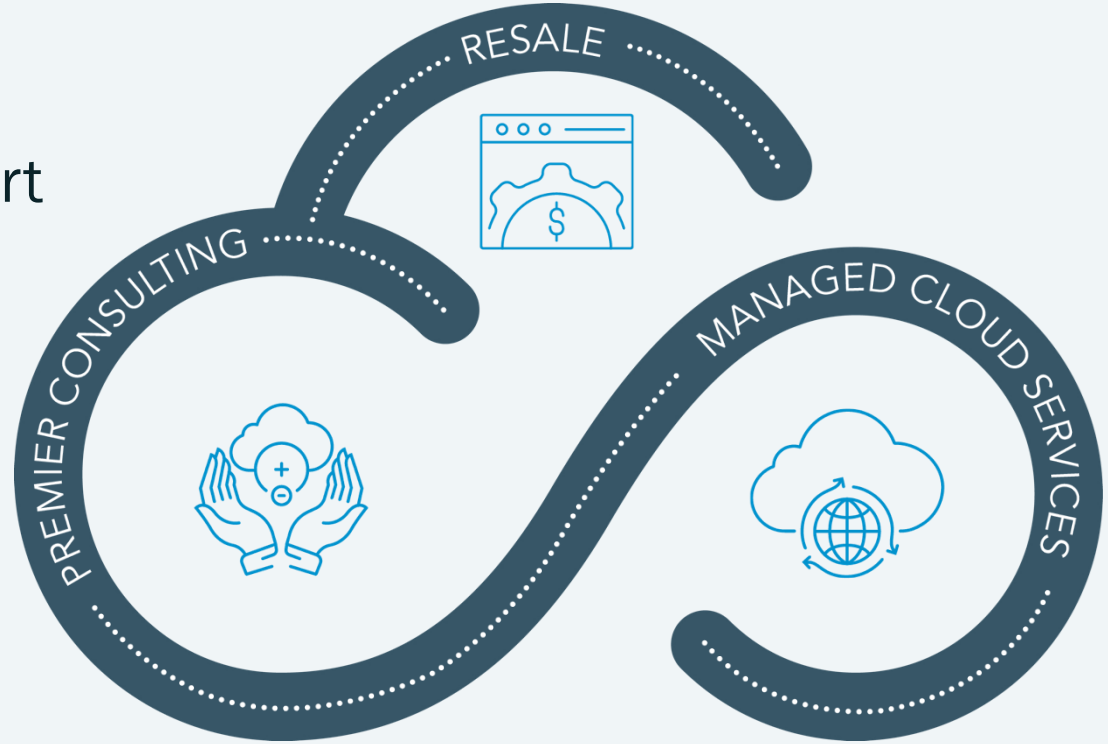
CLOUD SOLUTIONS

Consulting | Managed Services | Resale

CLOUD SOLUTIONS

All your cloud needs. One dedicated company.

ECS helps you leverage the benefits of the Cloud with our extensive experience, recognized technical competencies, and expert certified architects. We'll support your Cloud adoption process at every step, while deploying trusted enterprise solutions. We serve both commercial and public sector organization by delivering solutions across public, private, and hybrid cloud workloads.



CLOUD RESALE

There are many choices to consider as you set out. We are here to simplify the process.
We will guide and support you, while providing these resale options, benefits, and cost-savings.

PLATFORM
Microsoft Azure

SECURITY
Public Cloud
Private Cloud
Government Only Cloud

BILLING
Discounted
IR AMP Optimized Billing
Tight Cost Controls

CERTIFICATIONS
Azure Direct CSP Reseller
Azure EA

COMPLIANCE
Policy
Standards
Applicable Azure

SUPPORT
Expedited ticketing
Cloud Services Portal
Account Creation/Modification

Microsoft

CLOUD DEPLOYMENT PARTNER

SIX-TIME PARTNER OF THE YEAR

SOLUTION PARTNER OF THE YEAR

SHAREPOINT PARTNER OF THE YEAR

MICROSOFT MANAGED SERVICE PROVIDER

GOLD CERTIFIED COMPETENCIES

Application Development • Cloud Productivity • Messaging

Collaboration & Content • Datacenter • Midmarket Solutions

SILVER CERTIFIED COMPETENCIES

Communications • Data Analytics • Data Platform

Devices and Deployment • Hosting • Identity and Access

AUTHORIZED MICROSOFT RESELLER

ECS and MICROSOFT

RECOGNITION & CAPABILITIES

We help you leverage the benefits of Microsoft's Cloud offering with our extensive experience, recognized technical competencies, and awards. We'll support your Cloud adoption process at every step, while deploying trusted enterprise solutions.

Microsoft Azure Office 365 Dynamics CRM Online

CHALLENGES OF CLOUD MARKET

1. Use of cloud technology is a cultural and disruptive shift in design, deployment and operation. Its not commodity. Cloud sales and delivery currently require specialized SMEs with experience and the risk of failure is greater when proposing and implementing cloud solutions.
2. CSP partnership management requires dedicated focus, investment, resources, competencies, and capabilities to match and stay ahead of the increasing competition. High Demand of skilled resources has resulted in scarcity of top cloud talent and building capacity requires extensive training, mentoring, retention, and on the job training.
3. Greatest market opportunity to scale rapidly exists in driving cloud into existing contracts and as a component of larger solutions. Goal of cloud in every solution requires framework of incubation, governance, mentoring, and eventual hand off to self sufficient production ready teams across entire organization.

CUSTOMER ENVIRONMENTS AND APPLICATION REQUIREMENTS ARE EVOLVING

Single control plane with Hybrid Cloud Management Platform powered with Azure Arc

How to govern and operate across disparate environments?

How to ensure security across the entire organization?

How to best enable innovation and developer agility?

How to meet regulatory requirements and overcome technical hurdles?

100's–1,000's of apps

- VMs
- Databases
- Containers
- Serverless

.NET, JS, Python, Java, GO, php

Diverse infrastructure

- Datacenters
- Hosters
- Branch offices
- OEM hardware
- IoT devices
- Edge

Hybrid & Multi-Cloud

- Microsoft Azure
- aws
- Google Cloud
- Alibaba Cloud
- vmware
- ORACLE
- IBM Cloud

ECS COMMON CLOUD FRAMEWORK

Infrastructure Operations

- Patching
- Backups
- Change / Problem Management
- Incident Response

DevSecOps

- Release Management
- Repository Management
- Secure CI / CD
- Integrated Testing

Governance & Security

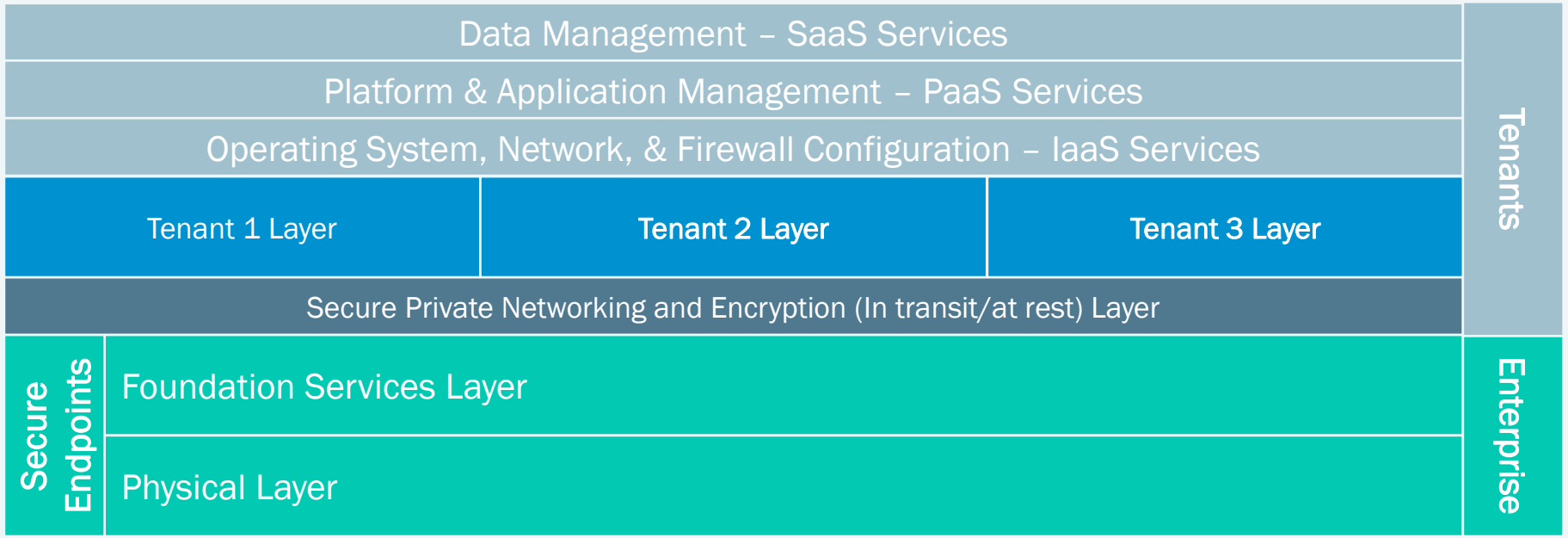
- Identity and Access Management
- Network Security
- CASB
- Continuous Monitoring

Cloud Management

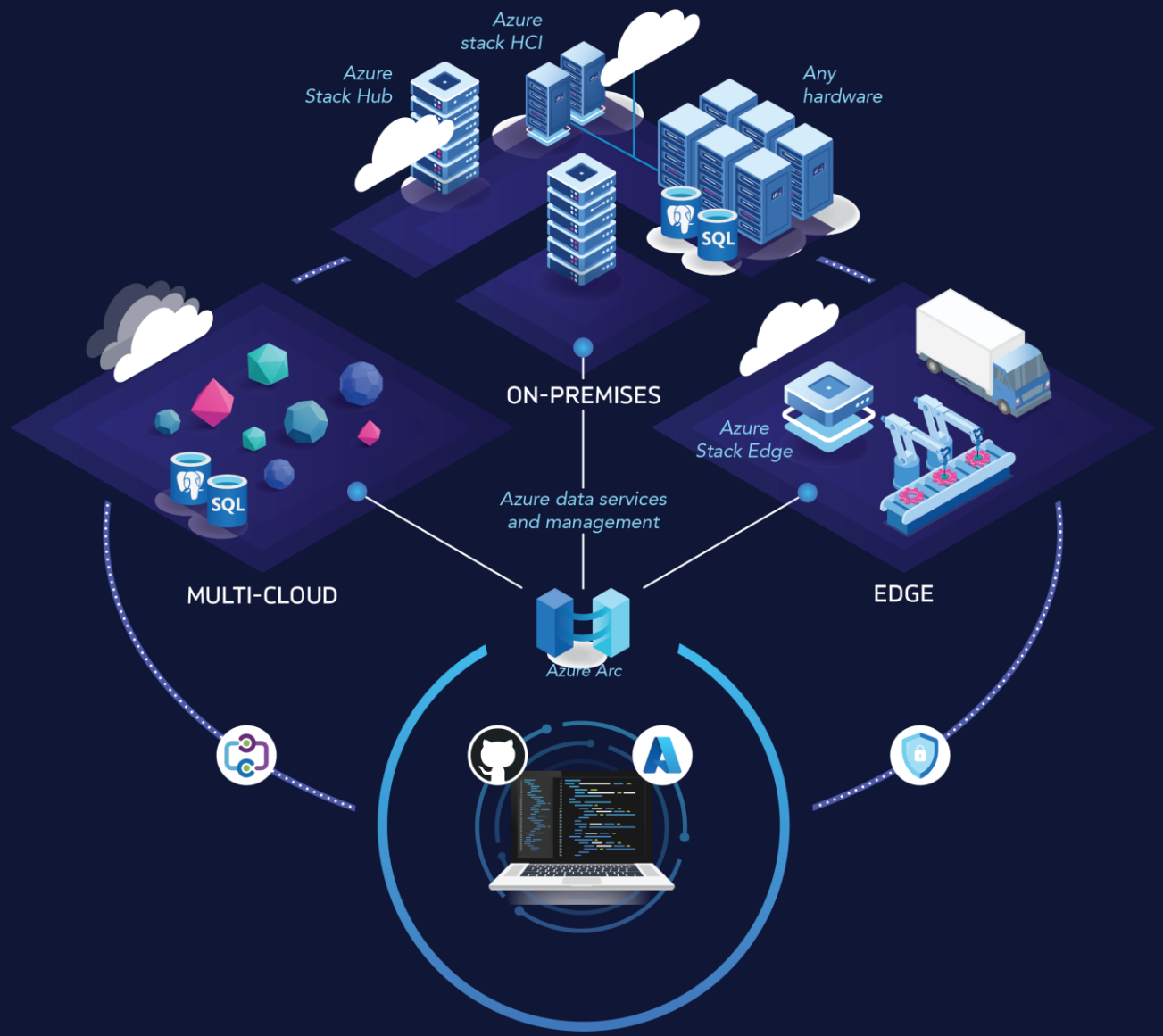
- Hybrid Cloud Management
- Cloud Account Management
- Cost Optimization
- Financial Monitoring

ECS HYBRID-CLOUD MANAGEMENT (HCM) CAPABILITIES

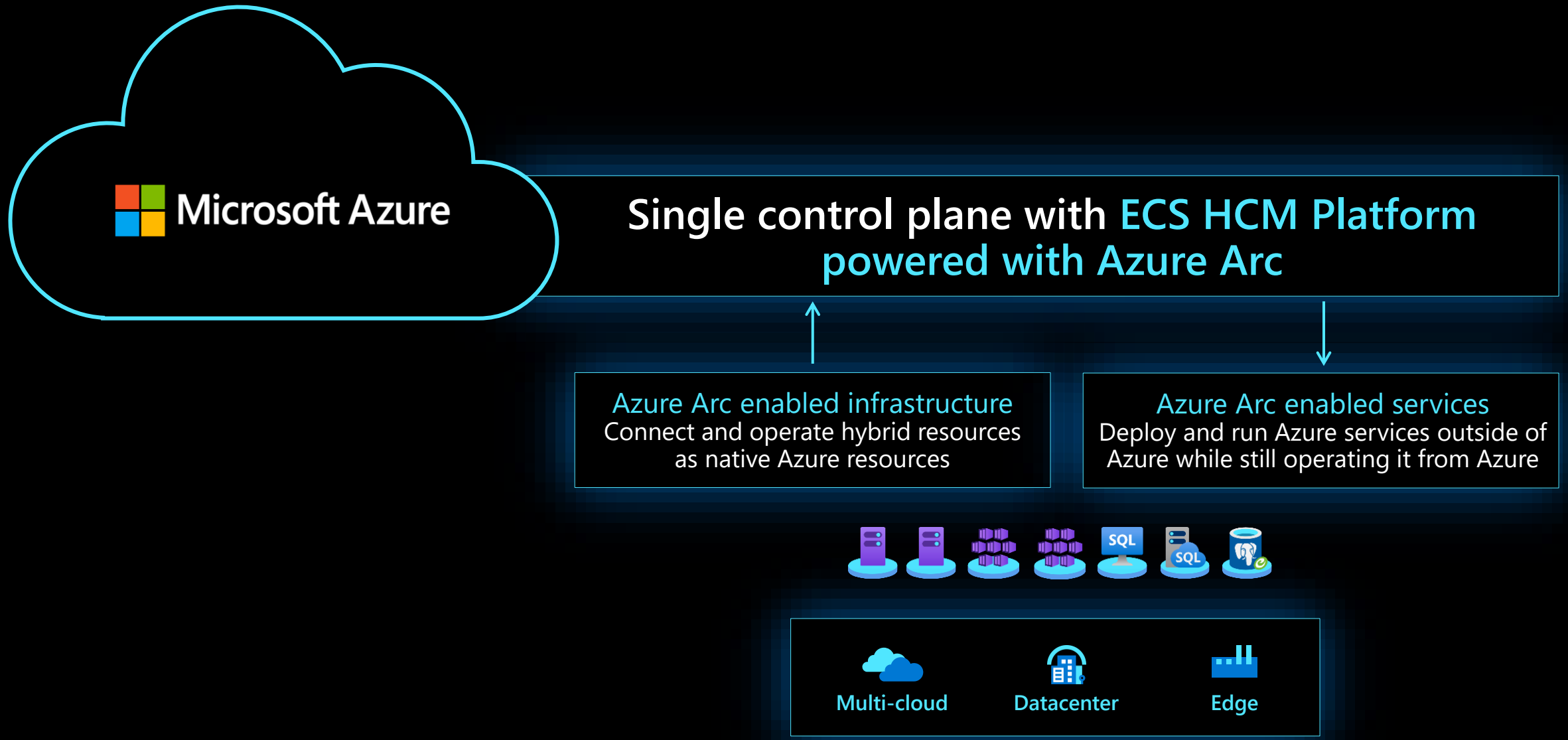
- Drive market mindshare and thought leadership/brand
- Develop cloud delivery frameworks and processes
- Develop innovative tools and solutions



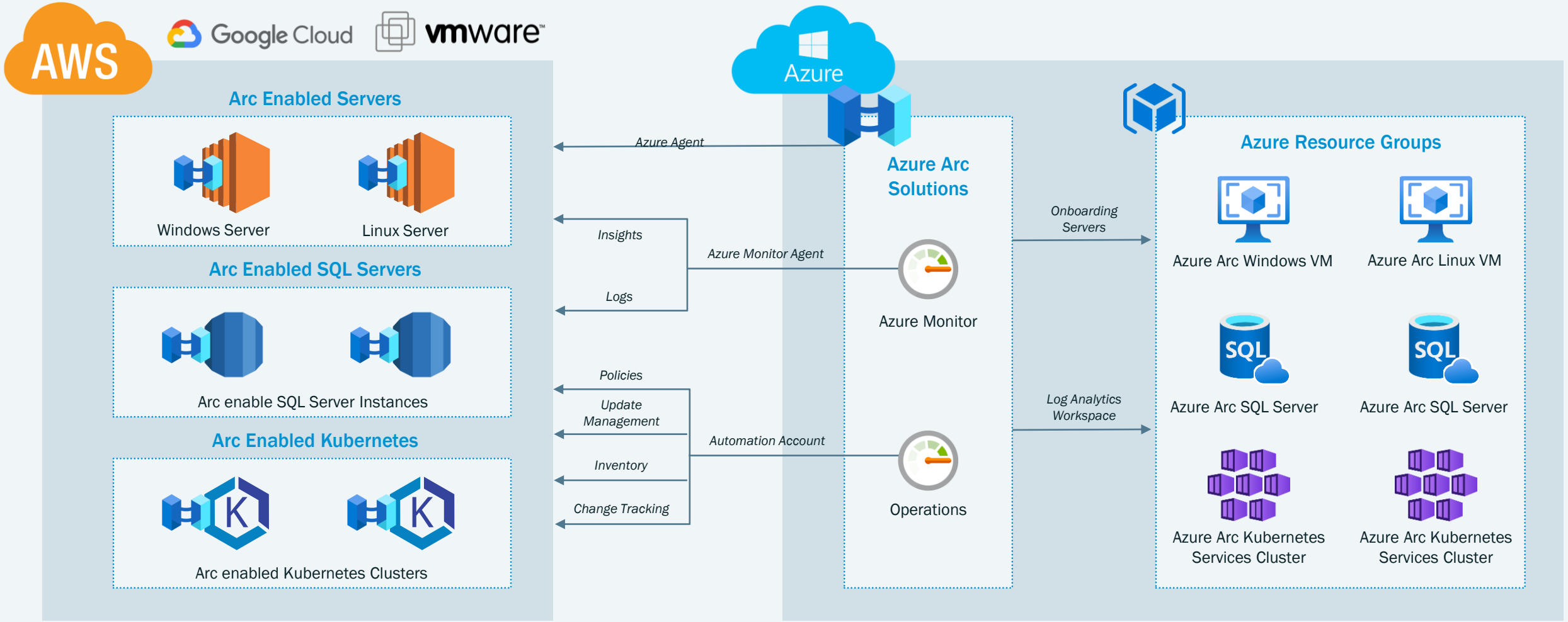
ECS HCM PLATFORM



- VM Management of Widows and Linux Physical and virtual servers
- Policy Management such as the configuration and environment settings.
- OS Management with OS updates for Azure Arc enabled servers/VMs
- Inventory Management including reports on configuration changes
- Monitoring of guest OS and application performance
- Security and Compliance: to detect and proactively monitor for security threats


Microsoft Azure
Single control plane with ECS HCM Platform powered with Azure Arc
Azure Arc enabled infrastructure
Connect and operate hybrid resources as native Azure resources
Azure Arc enabled services
Deploy and run Azure services outside of Azure while still operating it from Azure
SQL
SQL
Multi-cloud
Datacenter
Edge

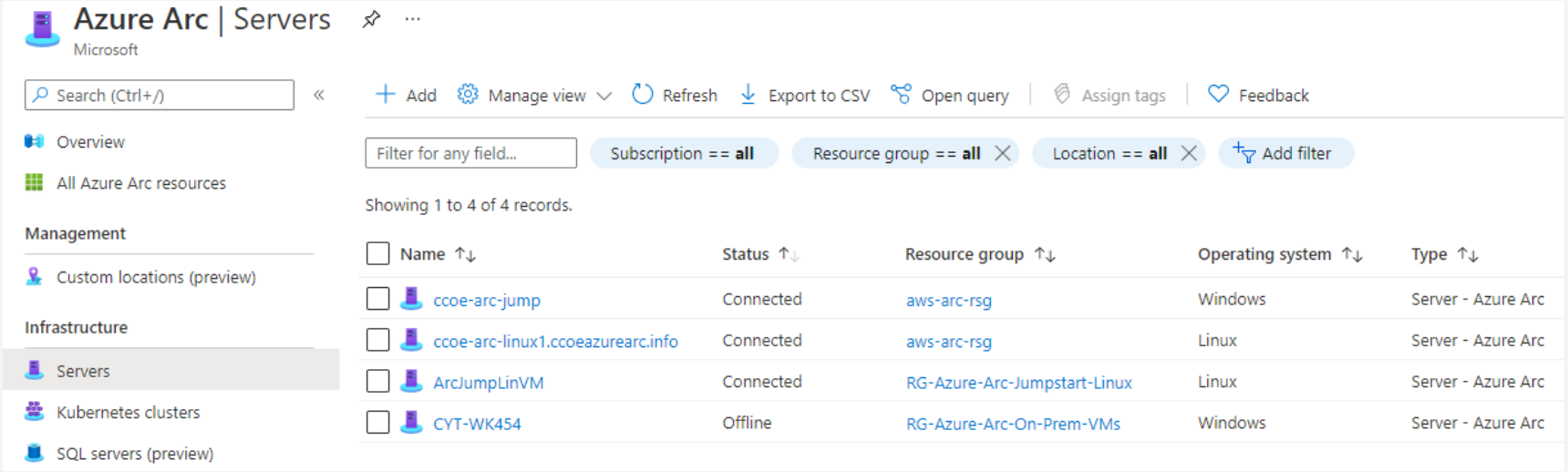
ECS HCM PLATFORM LOGICAL ARCHITECTURE



DEMO – ECS HCM – AZURE ARC ENABLED SERVERS

Enabled Servers include:

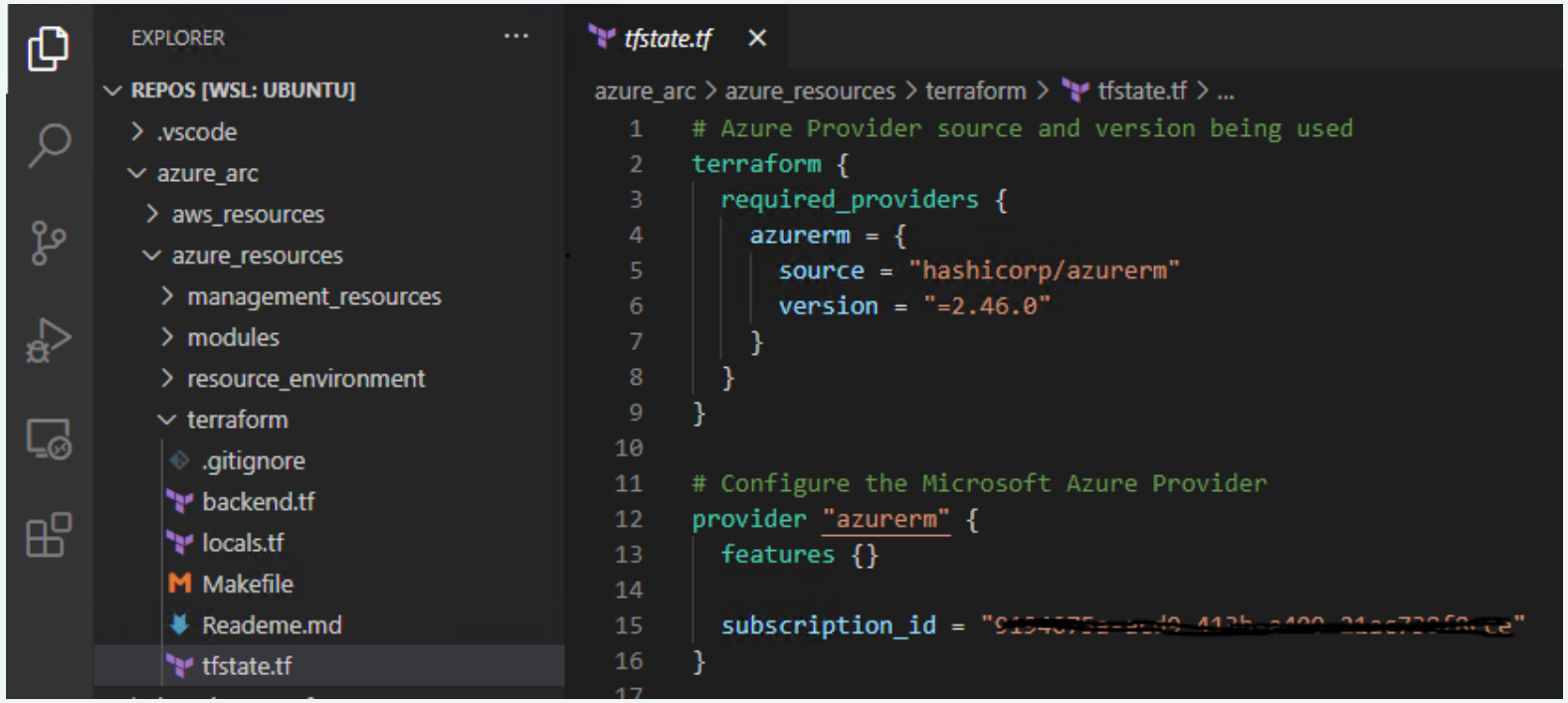
- Azure VMs
- AWS EC2
- On-premises VMware VM
- Domain joined Server



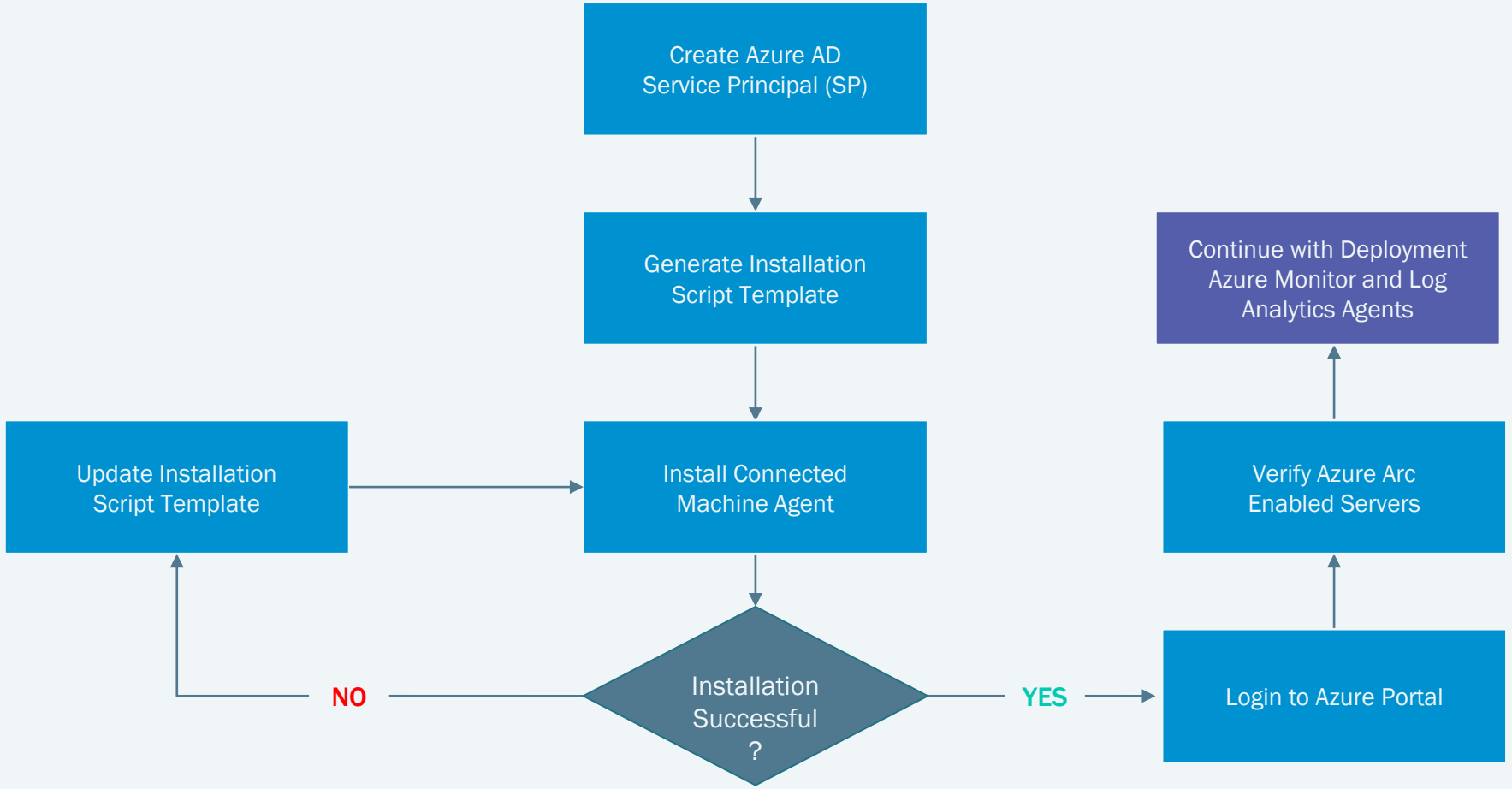
ONBOARDING SERVERS– AUTOMATION WITH TERRAFORM

Using Terraform

- Build Azure environment including Resource Groups, VNet, VM, Network Security Group, etc.
- Create services for Azure Arc including Log Analytics Workspace, Automation Account, etc.
- Onboard servers and deploy monitoring agents



PROCESS FLOW - CONNECT HYBRID MACHINES TO AZURE AT SCALE



THANK YOU.

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