10 Reasons Clients Choose
NEC's IaaS/PaaS

NEC's commitment to "Orchestrating a brighter world" is found in our Smart Enterprise solutions, which provide a sound foundation to empower organizations, and improve the way people live, work and communicate.

In the world of private cloud, specifically Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS), as a core infrastructure technology provider, NEC's Smart Enterprise approach offers control, security and operational efficiency at a lower Total Cost of Ownership (TCO). Our clients consistently tell us they selected NEC's private IaaS offering built transparently with Iron Mountain, for the following reasons:

1   **NEC infrastructure technology** – Since NEC is the Original Equipment Manufacture of award winning Servers, Storage, and software defined Networking, infrastructure, we are uniquely positioned to deliver Infrastructure-as-a-Service without having to source from third parties. This approach ensures that our clients benefit from the latest state of the art technology from a technology and communications company.

2   **Nblock™ Converged Infrastructure** – NEC understands advanced compute, storage and network technology, and can custom integrate the infrastructure in a variety of configurations optimized specifically for the client's requirements. There is no "one-size-fits-all", ensuring that clients that utilize NEC's IaaS offering benefit from a highly converted, custom architecture tailored to deliver quantifiable benefits to their business.

3   **Balancing cost and control** – Building and maintaining a data center in today's complex and demanding business environment is cost prohibitive. Staffing, training, architecting, securing real estate and facilities, utilities, equipment, software, redundancy and expansion are all cost factors that make "build-your-own" an expensive and often slower option. NEC's private IaaS offering with Iron Mountain provides a secure option in a financially manageable operational expense (OpEx) model that offers lower Total Cost of Ownership (TCO) with the same control afforded by owning and operating a private data center. All NEC IaaS solutions are built on the Nblock, architecture, and assembled using NEC's best practices for tight integration, with components that can be added or upgraded as your requirements change. This scalable solution delivers true flexibility, that support physical Windows® and Red Hat Linux® servers as well as VMware® Microsoft and Red Hat virtual platforms.

4   **Reliability as a requirement** – Starting with our "Five-9s" High Availability designed Nblock architecture (99.999 % uptime), NEC's IaaS customers can avoid the loss, financial consequences, and damaged reputation resulting from business disruptions. Built to incorporate patented lockstep Fault tolerant servers, advanced storage, software defined virtual networking, applications are delivered an IaaS platform designed to deliver a comprehensive business continuity solution that protects your mission critical operations and safeguards your private data. Complemented with Iron Mountain's geographically disperse national underground datacenters, replication of data between sites, as well as variable RPO/RTO Service levels deliver disaster recovery that meet the most rigorous availability requirements.

5   **Data security** – A primary benefit of our IaaS solution is peace of mind. NEC's IaaS built transparently together with Iron Mountain-- provides FISMA high-compliance (Federal Information Security Management Act), protects the most sensitive proprietary information and ensures data security at the highest Federal regulatory level. NEC IaaS delivers a trusted, end-to-end data solution for the high security customer, whether in the private sector, in government, healthcare, or a smart enterprise.

6 **Regulatory compliance** – NEC chose to partner with Iron Mountain to ensure the broadest coverage and highest levels of compliance are offered. Iron Mountain's National Data Center provides Level 4 Security (defined by the Department of Justice) for our most highly regulated clients (including Healthcare, Government, and Technology) and ensures our ability to deliver Hosting Services in a highly secure, scalable, and energy efficient environment that is compliant at the highest levels (including HIPAA for medical records, ISO 27001, PCI-DSS 3.1, SOC 2 Type II, and FISMA High-Security for Federal clients).

7 **Business continuity & disaster recovery** – NEC's IaaS private cloud solution delivers a broad set of service levels for off-prem and Hybrid environments, as well as value added services unmatched in the industry to deliver true business continuity. Designed as a service, NEC's IaaS solution can serve as a Disaster Recovery-as-a-Service (DRaaS) environment, as well as can be replicated to a second Iron Mountain Data Center in the limestone mines of Missouri, making it possible to deliver affordable DRaaS, and allows for almost instantaneous failover and resumption of service in a secondary "virtual" environment. Your business operations and data are protected from critical application failure, data compromise or corruption –completely safeguarded from natural disaster, local or internal failure, or malicious external attacks such as virus corruption. Additionally, with value added services like tape vaulting, and Infrastructure Escrow electronic data, replication, backup and ownership transfer are protected and ensured.

8 Hardware control "Best-in-breed" physical security superiority– Public clouds are multi-tenant by definition. Your infrastructure and applications may be spun-up on any virtual machine available at the time in any location. In NEC's private cloud environment, clients have dedicated, high-performance NEC Nblock™ data center technology, dedicated to their use, in their own Rack, Cage, and potentially datacenter, physically secured deep in Iron Mountain's Western Pennsylvania underground data center. Clients can leverage NEC's IaaS environment and complement it with their own colocation requirements directly from NEC.

As a core technology provider, leading self-service cloud automation environments from MicroSoft with Azure Stack and Red Hat with Open Stack are made available. NEC's private trusted cloud is a next-generation, hyper-converged, highly secure platform engineered by Intel, NEC and Red Hat, hosted as a service in Iron Mountain. By combining the best minds and expertise in data center technology, computing power, software defined networking and secure hosting, NEC delivers the advanced, self-service automation of a public cloud, but with the security and peace of mind of a private data center.

9 **Certified Next Generation Enterprise Application Hosting** – SAP HANA is transformative for business, offering substantial competitive advantages, and requiring a new infrastructure architecture to support the advancements of In Memory Computing. The key to a successful SAP HANA implementation or migration is partnering with a single source service provider technology team that has been certified by SAP to seamlessly deliver a comprehensive, affordable, solution that provides a robust infrastructure your business can count on. NEC's SAP and HANA certifications together with daily backup services for business applications such as Oracle, SAP, Exchange, VMware, Microsoft Hyer-V, SharePoint, and Peoplesoft, ensure your smoothest migration, reliable managed IaaS services, and continuing expert NEC support.

10 **Longevity & stability** – As a global technology leader for more than 117 years, we have proven our ability to anticipate and meet market needs, to demonstrate technical excellence, and to build a dependable and enduring business model based on NEC's primary mission, to help orchestrate a brighter world. Our longevity reflects our ability to build long term relationships with our smart enterprise customers, to align our solutions with your business objectives and deliver real results-- to make your life simpler, safer and better. Rest assured that NEC is a partner you can depend on.