



Empowering Business. Approachable Technology.

**em•pow•er (verb)** – To give power or authority to. To enable.**ap•proach•a•ble (adjective)** – Accessible. Easy to meet, know, talk with.

## Solutions Snapshots

### Virtualization

Server Consolidation  
Storage Optimization  
Cloud Readiness  
Virtual Desktop  
Off-site Productivity

**A regional healthcare system benefits from cost savings, enabled growth and competitive edge**

**Business Need:** To address maxed-out data storage capacity which had reached the limits of the existing power and cooling infrastructure. The organization faced costly upgrades to HVAC and power supplies in order to keep pace with their growing EMR storage demand. Regulatory compliance was also a concern with the potential for stiff fines if a solution was not implemented.

**Solution:** InfoSystems architected a virtualization solution allowing the organization to do more with less, reducing cooling and power demand while building in ample room for future growth. The organization avoided significant cost in upgrading the power supply and HVAC, benefitted from lowered operating costs and resolved all issues with regulatory compliance.

### Backup & Disaster Recovery

Backup and Restore  
On Site / Off Site Solutions  
High Availability  
Deduplication  
Storage Management

**A national retail chain benefits from increased productivity and disaster-proofing**

**Business Need:** To replace a legacy backup-to-tape solution that sometimes exceeded 16 hours of backup time, pushing into the following work day and potentially disrupting warehouse productivity and the ability to replenish store inventory levels. Maintaining off-site copies of tape media was also a burdensome process that could be improved with new technology.

**Solution:** InfoSystems implemented a backup system with tiered storage that runs smoothly during non-productive hours, cutting backup time from 18 to six hours and achieving a 10:1 deduplication ratio. This solution removed the need for managing tape media by providing true off-site replication with more reliable and convenient access and ability to restore in a time of need.

### Hardware Optimization

Leverage Existing Investments  
Network Design  
Upgrades and Compatibility  
Dynamically Allocate Resources  
Lower Total Cost of Ownership

**A major restaurant chain benefits from lower IT staffing demands and increased return on existing investments**

**Business Need:** To optimize and consolidate a growing infrastructure of 75 underutilized servers that was becoming increasingly costly and difficult to support with the existing IT personnel.

**Solution:** InfoSystems created a virtualization solution for both the application servers and storage servers resulting in a one-third reduction in energy consumption. This solution also increased IT personnel productivity, thanks to a centralized management console for the servers and storage.

**More Solutions Next Page**

## Solutions Snapshots

### Communication and Collaboration

VoIP and Traditional Telephony  
SIP Trunking  
Unified Communications  
Cloud and Hosted Solutions  
Cabling and Infrastructure

### Software Services

Microsoft SharePoint, SQL, .Net  
Business Intelligence  
Crystal Reports Migration  
Legacy Application Modernization  
Rich Internet Applications

### Major Partnerships

IBM Premier Business Partner  
VMware Premier Partner  
Intel  
Mitel Exclusive Business Partner

### Partners

APC Premier Partner  
Brocade  
CISCO  
Citrix Silver Solution Provider  
Dell Registered Partner  
Eaton Power Advantage Partner  
Microsoft Silver Certified Business  
Juniper PanTerra  
Scale Computing  
SonicWALL Gold Solution Provider  
Symantec  
TrendMicro  
Veeam Silver Pro Partner

### A financial institution benefits from regulatory compliance and increased productivity through advanced communications

**Business Need:** To upgrade internal phone and communication systems while maintaining compliance with strict banking laws that protect sensitive information.

**Solution:** InfoSystems implemented a five-location IP phone system with a private internal network that is completely scalable and easily maintained. The employees can now communicate faster and easier, delivering better performance for their employer without jeopardizing security.

### A regional nonprofit service organization benefits from enhanced member service, significant cost savings and streamlined job performance

**Business Need:** The Nonprofit was overburdened with maintaining a 300+ page website that members relied on as a crucial resource. Each page was custom built, inconsistently designed and had to be painstakingly managed by a single employee who was being deployed to Afghanistan.

**Solution:** InfoSystems developed a new self-hosted SharePoint 2010 internet site that uses the universal Microsoft Office platform to add and update content. The site has both public-facing and members-only sections so that documents and information can be shared securely. The site is so user-friendly that website management is a shared responsibility and no longer demands specialized skills from an individual employee. The organization lowered operating costs by eliminating recurring hosting fees and the constant need to pay a premium for simple content updates.

## Strong Solutions Backed by Strong Partners

Whether it is implementing new ways for employees to communicate or protecting decades of sensitive business data — from the extremely simple issue to the big complicated mess — you'll find a breadth of business technology solutions out there. The real challenge is choosing the right advisor to work with your company's unique needs, and provide a solution that's right for you.

InfoSystems partners with industry-leading technology companies to empower our employees with the best tools, training and certifications to keep ahead of a quickly-changing and complex technology landscape. We invest in our people so that our people can deliver for your business.

For more information, please contact the [InfoSystems Sales Team](#).

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InfoSystems is headquartered in Chattanooga, Tennessee, with teams in Nashville, Knoxville and Atlanta.



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