

# LAN-AS-A-SERVICE

## 'PAY-FOR-WHAT-YOU-CONSUME' LAN MANAGEMENT SOLUTION

Today's technology scenario requires networks to carry critical information including sensitive real-time data like voice, video, geographies, and more. With rapid advancements in hardware technologies, organizations are

finding it challenging to keep pace with the latest updates, while keeping costs in control. Figure 1 highlights some of the key challenges faced in a traditional networking environment.

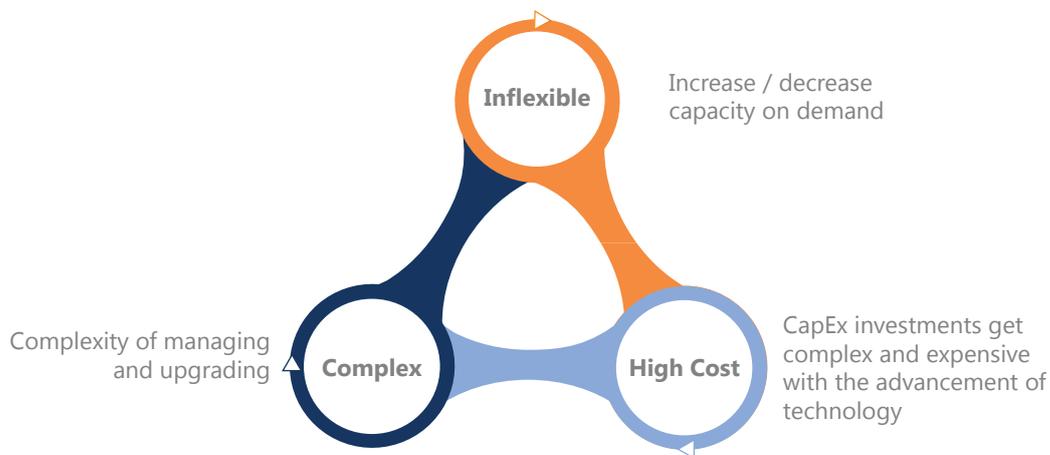


Figure 1: Challenges in Traditional Hardware Environment

To address these challenges and their impact on enterprise network, services are taking center stage with enterprises evolving from CapEx to OpEx or from hardware/software to

a services model. This helps them enhance scalability and flexibility while eliminating the need to constantly deploy new hardware.

### HOW WE HELP

Microland's LAN-as-a-Service (LANaaS) packages LAN networking hardware in a flexible consumption model with monthly recurring charges, i.e., pay-per-site, per-device and per-port. Microland retains ownership of the enterprise networking infrastructure and delivers it as a service.

LANaaS (see Figure 2) is a fully managed and secure end-to-end network infrastructure solution. This is delivered through managed components deployed at customer's premises that are monitored and managed by Microland.

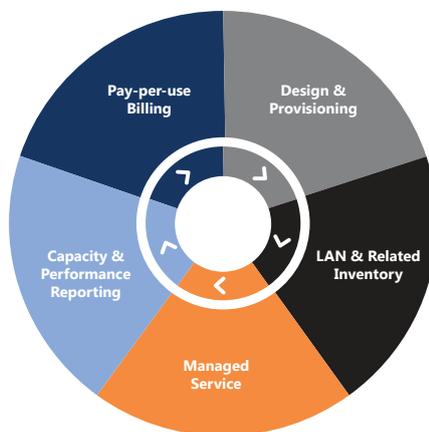


Figure 2: Microland's LAN-as-a-Service

Microland's offerings under each of the service components include:

**Design and Provisioning**

- Understand customer requirement and design a customized network environment. Deploy and provision LAN in keeping with site requirements

**LAN and related inventory**

- Provide hardware (switches, servers, etc.) and software (monitoring and management application) as a service

**Managed Service**

- 24/7 monitoring and management through global network operations center

**Capacity and Performance Reporting**

- Provide capacity and performance reports
- Provide access to CIO and operations dashboards
- Reports on service level compliance

**Pay per use billing**

- Bill as per the usage of managed network components

**WHAT YOU CAN EXPECT**

Microland provides the LAN equipment, monitoring, and management for all sites. Each site profile includes:

- Hardware packaged into a site-based architecture
- Technical services
- Site survey and installation services

- Ongoing site optimization services
- Network refresh and options

WAN optimization: Figure 3 highlights the key outcomes of Microland's LAN management solution.

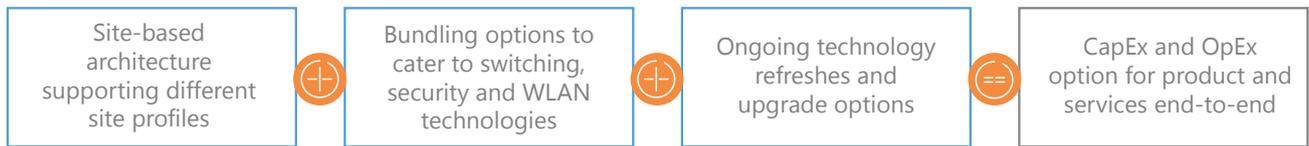


Figure 3: Microland's LAN management solution

**WHAT SETS US APART**

We manage all your LAN hardware needs so you can focus better on your core business. The key differentiators of LANaaS include:

**Flexible Consumption and Pricing Model** You pay only for what you consume, and can choose from basic LAN infrastructure or add additional services to provide security and / or WLAN services. Figure 4 highlights the different consumption models we offer.

**People, Process, Technology** Varied technology competence, certified professionals, and proven processes ensure efficient LAN management.

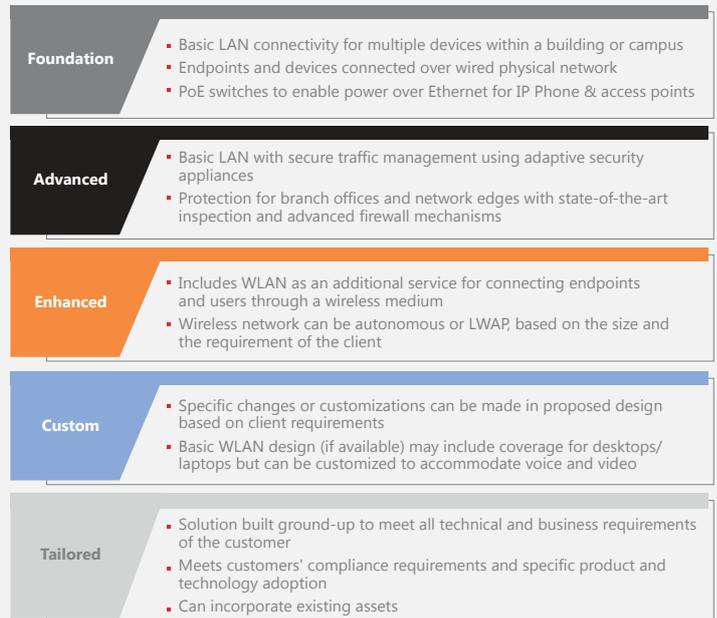


Figure 4: LANaaS' Flexible Consumption Models

For more information, log on to [www.microland.com](http://www.microland.com)

**About Microland**

Microland is a leading Hybrid IT Infrastructure Service Provider and a trusted partner to enterprises in their IT-as-a-Service journey. Incorporated in 1989 and headquartered in Bangalore, India, Microland has more than 3,400 professionals across its offices in Europe, Middle East, North America and India. Microland enables global enterprises to become more agile and innovative through a comprehensive portfolio of services that addresses hybrid IT transformation, workspace transformation, service transformation and end-to-end IT infrastructure management.

