

IT Infrastructure & Operations Services

Value Proposition

By Hongheng Lau

www.circinonow.com/consulting

The logo for Circino Now, featuring the text "CIRCINO NOW" in a bold, black, sans-serif font. To the right of the text is a stylized graphic element consisting of a blue arrow pointing upwards and to the right, and an orange arrow pointing downwards and to the right, both originating from a central point.

**CIRCINO
NOW**



Brief Overview

- With a wealth of experience and a proven track record, we specialize in optimizing IT Infrastructure & Operations.
- Our strategic approach has consistently led to significant efficiency gains for our clients, fostering their growth and success.

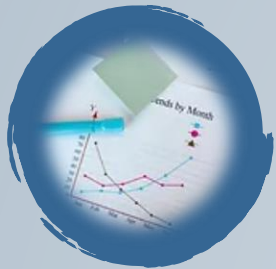
About Us

We help companies optimize IT Infrastructure & Operations, ensuring seamless alignment with business goals for sustainable growth and success.

Our Services

Why Choose Us?

- **Proven Expertise:** Our track record speaks volumes. We've consistently optimized IT Infrastructure & Operations, delivering substantial efficiency improvements.
- **Value-Driven Approach:** Our approach is rooted in delivering tangible value with cost-effective solutions for your business. Our focus is tailored to bring alignment between IT Infrastructure & Operations and your business goals.



Infrastructure Cost
Optimization



Infrastructure &
Operations
Transformation



SLA Delivery &
Disaster Recovery



Post M&A IT
Integration
&
Consolidation



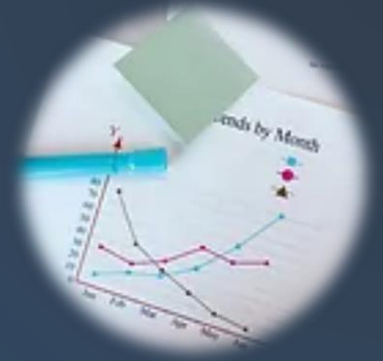
Project
Management
(I & O)

Our Track Record





- **Transformation to 100% Virtualization:**
 - Eliminated 65% capacity wastage by transforming the infrastructure into 100% virtualization and optimizing resources effectively.
- **Scalability and Budget Optimization:**
 - Scaled infrastructure by 400% to accommodate growth.
 - Optimized the incremental budget to below 200%, ensuring sustainable growth without exceeding financial constraints.
- **Virtualized DB Infrastructure and Maximized ROI:**
 - Architected virtualized DB infrastructure, leading to a remarkable \$127M ROI on a \$6.1M contract over 3 years.
 - Eliminated future database COGS through the acquisition of \$127M worth of DB licenses, sufficient to support a significant 900% growth without additional expenses.
- **Database License Consolidation:**
 - Consolidated database licenses, reducing costs by 70%.
 - Supported revenue growth from \$50M to \$150M by optimizing licensing expenses, facilitating substantial financial expansion.



IT Infrastructure Cost Optimization



- **Virtualization and High Availability:**
 - Transformed into 100% virtualization infrastructure, ensuring agility and scalability.
 - Achieved 99.99% High Availability (HA) with zero-downtime technology refresh architecture, ensuring uninterrupted operations.
- **Database Infrastructure Optimization:**
 - Rearchitected physical database infrastructure, reducing HA configuration cost by 75%.
 - Rearchitected virtual database infrastructure, achieving 99.99% HA configuration on more than 1600+ databases.
- **Disaster Recovery Optimization:**
 - Eliminated incremental CAPEX for cross-site disaster recovery using Software-Defined Data Center (SDDC) technology (vSphere, vSAN, NSX), ensuring ost effective service continuity.
- **Infrastructure Modernization:**
 - Modernized infrastructure with 5-minutes Recovery Time Objective (RTO) and Recovery Point Objective (RPO) of 5-minute, exceeding SLA commitments.



IT Infrastructure & Operations Transformation



- **SLA Commitments:**
 - Delivered 100% SLA commitments to global customers, ensuring reliable service delivery and customer satisfaction.
- **High Availability and Disaster Recovery:**
 - Architected 99.99% High Availability (HA) infrastructure, ensuring rapid operations recovery and minimal downtime.
 - Achieved a 5-minute Disaster Recovery (DR) Recovery Time Objective (RTO) and Recovery Point Objective (RPO), exceeding the 1-hour RTO/RPO SLA commitment, ensuring swift recovery and minimal data loss.
- **Cost-Effective Disaster Recovery:**
 - Eliminated incremental CAPEX for cross-site disaster recovery by leveraging existing reserved capacity and VMware Software-Defined Data Center (SDDC) technology (vSphere, vSAN, NSX). This approach ensured efficient disaster recovery without additional capital expenses.



SLA Delivery & Disaster Recovery



- **Operational Cost Savings:**

- Achieved \$8M annual OPEX savings through the integration of 9 M&As and the consolidation of 12 data centers, optimizing operational efficiency and reducing costs.

- **Efficient Data Center Migration:**

- Successfully completed 12 data center migration and consolidation projects on time and under budget.
- Maintained 100% SLA compliance and ensured zero services interruptions during the consolidation process, ensuring business continuity.

- **Regulatory Compliance and Certifications:**

- Collaborated across multiple M&A entities and obtained SOC 2, ISO27001 audit certification, and GDPR compliance, demonstrating a commitment to security, data privacy, and regulatory standards.



Post M&A IT Integration & Consolidation



- Led projects on 9 M&A integrations and 12 data center consolidation, resulting in an \$8M annual OPEX reduction.
- Orchestrated flawless integration of 9 M&As and consolidation of 12 data centers, completing projects on time, under budget, and with zero service interruptions.
- Oversaw the strategic revamping of virtualized DB infrastructure, achieving a \$127M ROI on a \$6.1M TCO contract within 9 months.
- Implemented processes to accelerate SaaS revenue recognition from 6 months to just 2 weeks.
- Managed the migration and integration of over 700+ databases from acquired companies, ensuring on-time execution, staying within budget, and with zero data loss.

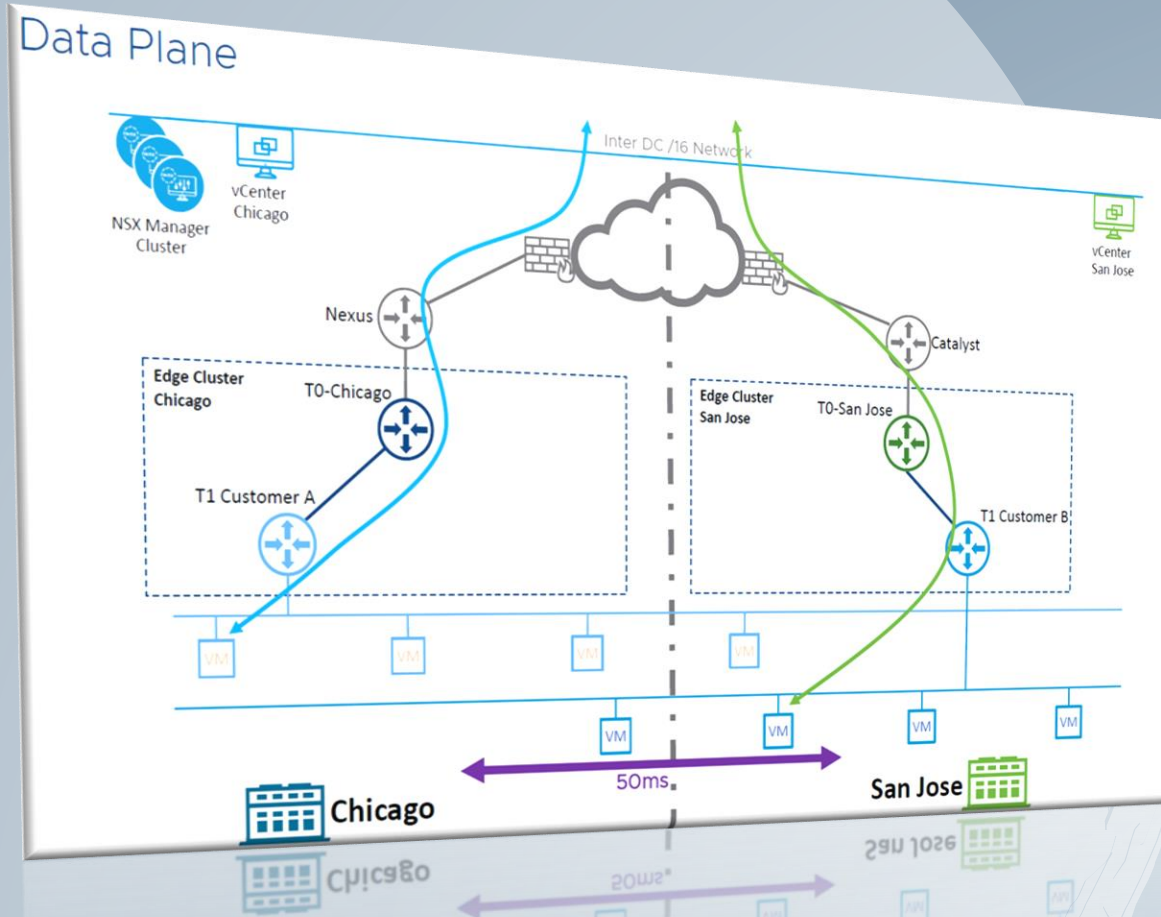


Project Management (I & O)

REFERENCES

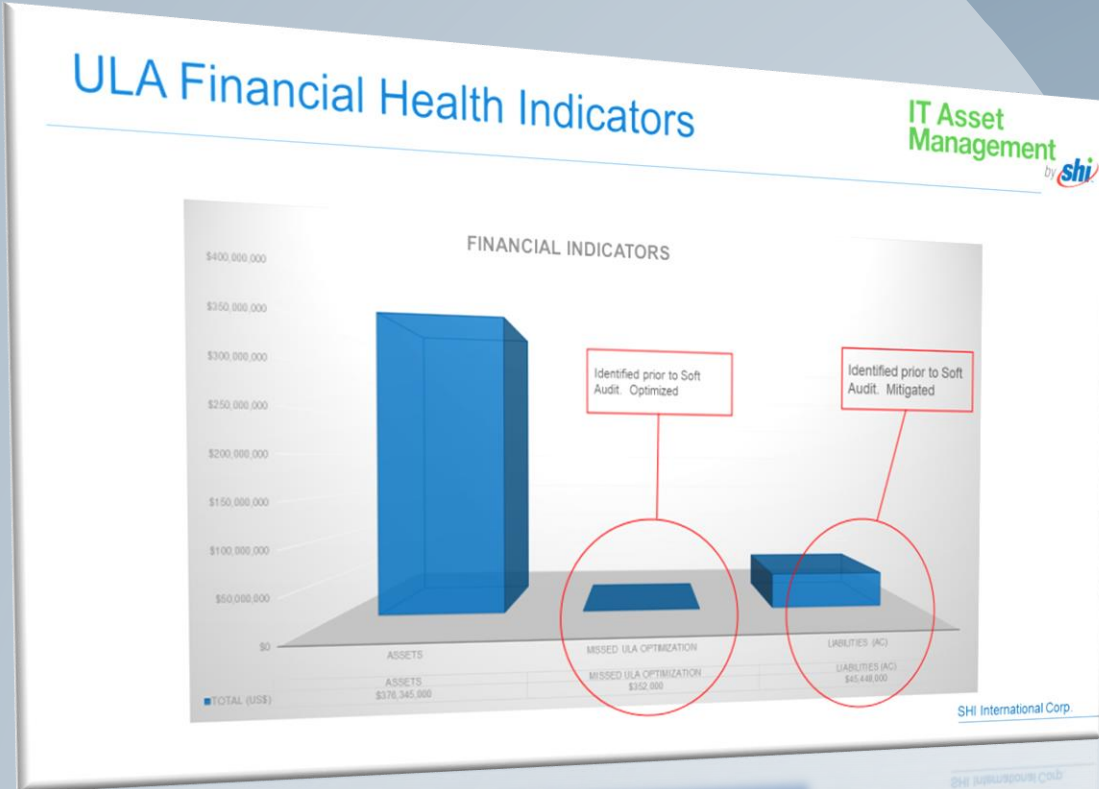


Cross-WAN DR (Eliminating CAPEX)



- Cross Datacenter Disaster Recovery
 - Interim – 50ms latency
 - Final – 20ms to 22ms latency
- Utilizing excess capacity to support DR failover on customer-specific solution stack
- Eliminate CAPEX investment on dedicated DR stacks
- Local VM backup and daily offsite replication serves as offsite backup
- Routing on T1
 - spans across datacenter.
 - VMs can vMotion across datacenter

Oracle ULA Licenses Certification (\$127M ROI based on 65% Discounted MSRP)



Acquired Asset
MSRP: \$376,345,000
Discounted (65%): \$127,000



Acquired Asset: > 4200 processor licenses for Oracle RDBMS and Enterprise License Options

THANK YOU

We are here to help ...


+

[Get Free Consultation TODAY!](#)



Let's Collaborate Now!

CircinoNow Consulting 

+1 (408) 409-3191 

consulting@circinonow.com 

www.circinonow.com/consulting 