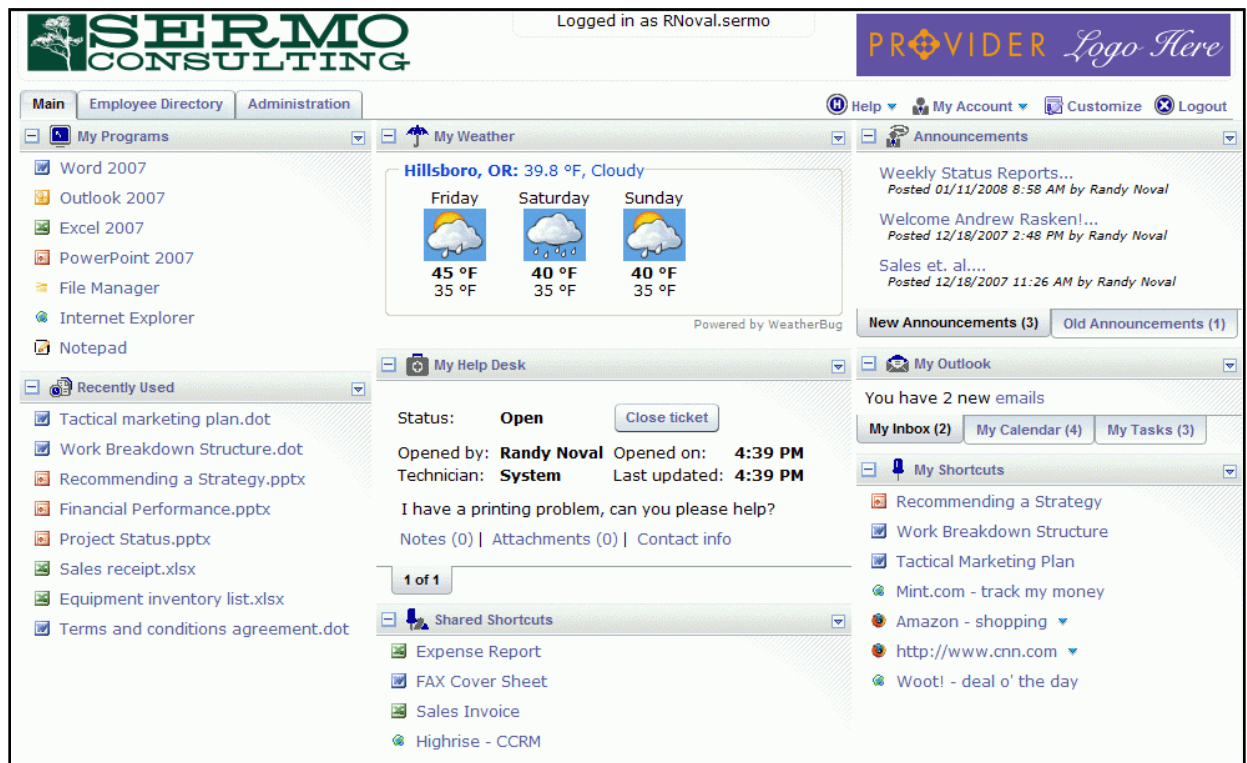# external IT

Outsource your IT department.

Are you considering the benefits of delivering a hosted desktop solution?

Do you offer clients a complete "Outsourced IT Department"?

Deliver an enterprise-level IT department in a single integrated solution…

- **Application hosting**
- **Server management**
- **Provisioning**
- **Helpdesk**

- **Web Portal**
- **Backup & disaster recovery**
- **Security**
- **And much more…**

Your clients' centralized web interface to all things IT…

Today, External IT is inviting partners to fully take advantage of this opportunity using a partner-branded, white-label business model. Partners have the ability to tailor a unique value-added solution geared to the specific needs of their clients by leveraging External IT's proven platform. Partners sell their own *Outsourced IT Department* solution to their own clients with easy, predictable, per-user pricing.

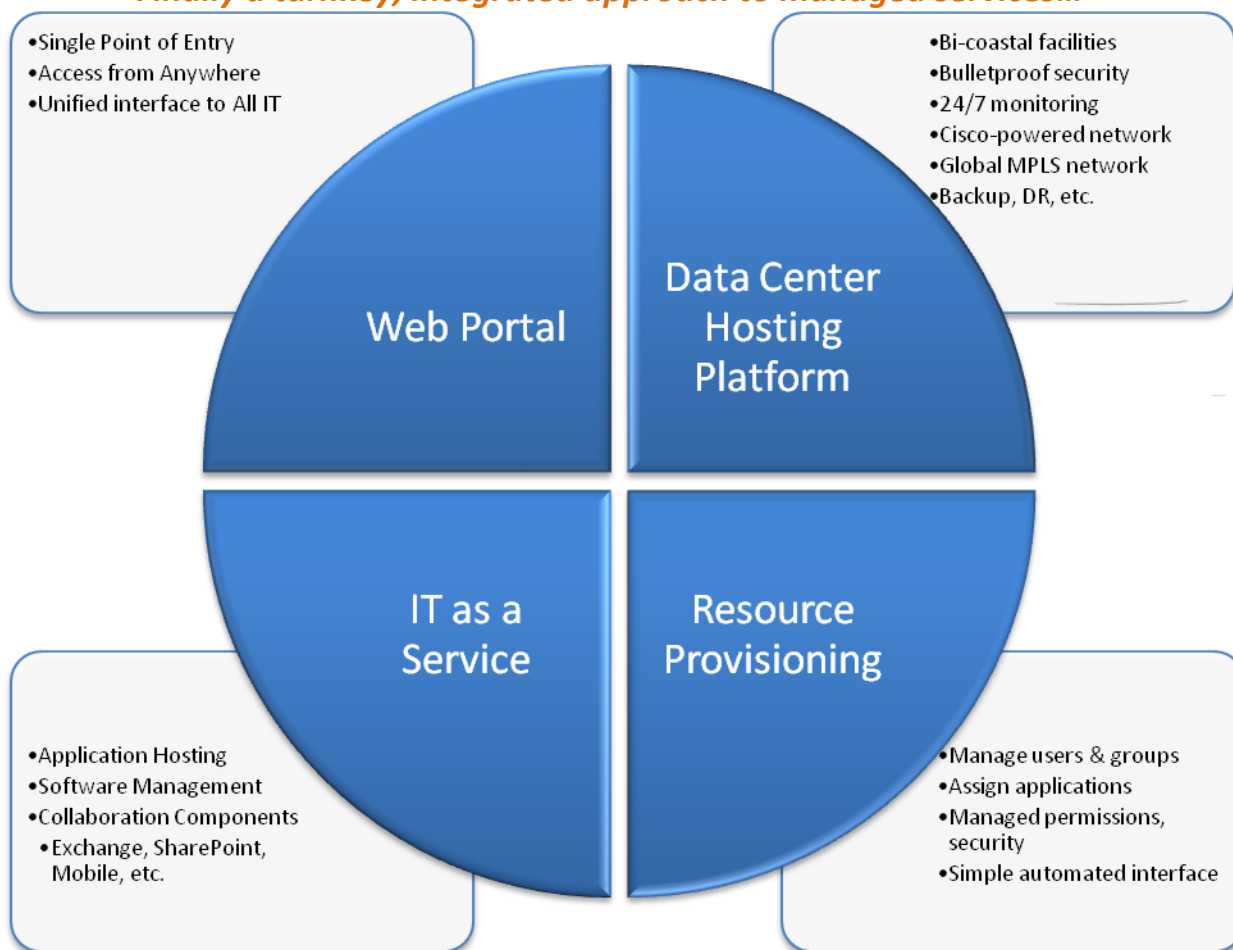## Your clients need a cost-effective IT solution.

External IT is the solution.

External IT's platform provides partners with the ability to easily provision and manage their clients, users, groups, etc. Partners can deploy resources on demand from our enterprise-level infrastructure which is housed within our fully-managed data center facilities. **Enable your clients to outsource their servers, data, applications and support while securely working from anywhere, at anytime.** The External IT platform facilitates our partners' complete "Outsourced IT Department" offerings.

Let Our Solution Become Your Solution

Take our platform, add your values and expertise, and provide your clients with a cost-effective solution that would otherwise be prohibitively expensive and difficult to maintain. **Become an External IT Partner.**

Finally a turnkey, integrated approach to managed services…

- Single Point of Entry
- Access from Anywhere
- Unified interface to All IT

- Bi-coastal facilities
- Bulletproof security
- 24/7 monitoring
- Cisco-powered network
- Global MPLS network
- Backup, DR, etc.

Web Portal

Data Center Hosting Platform

IT as a Service

Resource Provisioning

- Application Hosting
- Software Management
- Collaboration Components
  - Exchange, SharePoint, Mobile, etc.

- Manage users & groups
- Assign applications
- Managed permissions, security
- Simple automated interface

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IT as a Service

Application hosting & software management

- Citrix® application delivery platform
- All applications hosted from External IT Data Centers
- Applications of any complexity – common, 3rd party, web-based, etc.
- Laptop/offline support
- Software maintenance, updates, upgrades, and new installs
- Eliminates local computer configuration, software installation, etc.
- Various industry compliance solutions
- Customized add-on services
- Highly qualified team of systems engineers

Core Collaborative Components

- Hosted MS Exchange Server® for enterprise-level email and collaboration
- Public folders, distribution lists, group scheduling, resource sharing, etc.
- Outlook Web Access (OWA)® via portal
- Mobile messaging support for Blackberry® and other PDA's
- Incoming and outgoing email security and spam filtering
- Archiving and compliance options
- Centralized file system with unlimited storage
- Hosted MS Sharepoint® for content management
- Unified Messaging (UM)® for combining voice, fax, and email
- Enterprise search tools for instant access to corporate resources

Data Center Hosting Platform

Depend on world-class outsourced IT infrastructure

- Bicoastal External IT Data Centers
- Bulletproof physical security, flood and fire protection
- UPS battery backup, diesel powered generators
- Cisco®-powered network infrastructure for reliability, security, and speed
- Global MPLS network for fully managed, secure, and dependable client connectivity
- Top tier, performance driven IBM® Servers
- Server virtualization powered by VMware® and Microsoft®
- 24/7 monitoring of all equipment and around the clock onsite personnel
- Server upgrades, repairs, and maintenance
- Rigorous data backup system powered by CommVault® and DataDomain®
- Access to unlimited storage powered by IBM SAN®
- Business continuity and synchronized disaster recovery sites
- Instantly offer your clients a complete IT department

With External IT you get an experienced partner and an unbeatable IT Service Provider!

Instantly offer your clients a complete IT department…

Enable your clients to outsource their servers, data, applications and support while securely working from anywhere, at anytime.

Working with External IT:
We offer you the opportunity to deliver an enterprise-level IT department to your clients as one single integrated solution, in **4 Easy Steps:**

1 -Evaluate & Learn

Through our webinars, Q&A sessions, and one-on-one meetings, you learn about External IT's integrated platform solution, our tools and technologies, as well as our approach. This information supports you in defining how best to integrate our solution into your own unique sales strategy.

2 -Sign up as a VAR

You'll need to review the specifics of our VAR terms, pricing, etc. and once approved, External IT will provide all of the information and expert support to sustain your success.

3 – Training

External IT works directly with VARs to provide detailed 'A-Z' training on our platform, the migration process, our tools, how to set up client accounts, and more. We also encourage VARs to migrate to the platform themselves. In doing so, they enjoy the same benefits and obtain first hand expertise in using the system.

4 - Sell & Deploy

External IT's white-label "Outsourced IT Department" is an industry leading platform upon which our VARs build their own fully branded solutions successfully and with maximum ease and reliability. Our VARS sell and deploy while remaining free to focus on value-add, not on infrastructure development or stability.

We're always available…

* Dedicated partner managers for developing daily operations and long-term strategies
* Sales assistance anytime
* Live product and sales training for your company
* Joint press and marketing opportunities to compliment your own marketing initiatives
* Notification of new products & services before they become live

Get Started Now…

BY EMAIL

Contact Randy Noval at rnoval@externalit.com.

BY PHONE

Call us at (646) 808-3774.

JOIN A WEBINAR

Join us on one of our informative webinars where we introduce the platform, the portal and more. You can sign up for the webinars on our website or by contacting us using the information above.

IT as a Service: Delivering "The Outsourced IT Department" To Your Clients

45-minute overview of The External IT platform and the potential value of partner-delivered solution & the portal.
Tuesdays @ 11:00am EST

Managing Clients: User & Group Administration, Provisioning Applications, Resources, & More

60-minute overview of the provisioning & administration tools used to create companies, user accounts, define permissions, assign applications, and much more.
Thursdays @ 11:00am EST

For more information, visit us at www.externalit.com/partners.asp

External IT serves clients nationally from…

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