

# GETTING STARTED IN THE CLOUD

## SNS Services & Packages for SMBs

aws

**PARTNER**  
Solution Provider

aws

**PARTNER**  
Advanced Tier  
Services

aws

**PARTNER**  
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Competency

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**PARTNER**  
Public Sector

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Windows Server  
Delivery

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Select Tier  
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aws

**PARTNER**  
Immersion Day

aws

**PARTNER**  
Well-Architected  
Partner Program

# SNS

SATURN NETWORKING SOLUTIONS

# GETTING STARTED IN THE CLOUD WITH SNS



Increase Your IT Security Posture

Save Costs by avoiding IT overhead

Flexible Architecture and constant improvements

Competitive Advantages through IT modernization

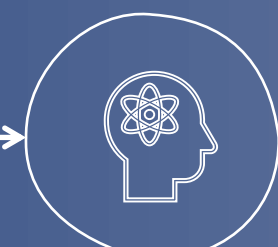
## WHY SNS?

- Over 27 years experience in building IT solutions
- Hybrid IT Knowledge – On-premise and Cloud
- Migration & Modernization of your IT environment
- First Storage Competency Partner in DACH area
- Local Cloud Support Operation Team in Austria
- Standardized Packages based on IT best practices

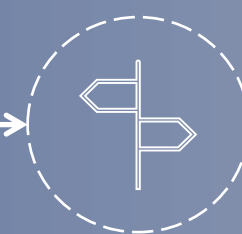
- Securely move your Data to the Cloud... with more than over 230 security and compliance features ensuring military-grade security.
- Build a save environment with our Cloud Foundation... with the most comprehensive AWS landing zone setup and central cost management.
- Handover operations for your workloads and save money while doing it... through SNS operation automation as well as AWS pricing models to reduce costs up to 75%.
- Start innovating with the cloud and the broadest set of technology... with over 200+ services globally and 99,99% availability.



CONTACT SNS  
+43 (0) 5 06 333  
aws@sns.at



EVALUATE CURRENT CLOUD  
STAGE & SPECIFIC NEEDS



CHOOSE YOUR INDIVIDUAL  
PACKAGES



KICK-START YOUR CLOUD  
JOURNEY WITH FIRST POC



# SNS CLOUD SERVICES.

## SMB CLOUD TRANSFORMATION.

Accelerate your cloud transformation with our professional cloud experience

### „STRATEGY“

#### Start your Cloud Journey

A comprehensive cloud strategy based on the AWS Cloud Adaption Framework that is strongly aligned with your business needs

### „ADOPTION“

#### Advance your Cloud Journey

We work with you through all phases of a migration to the AWS cloud of one single workload or the entire datacenter. Starting with the development of a business case for decision-making, through the mobilization of your IT to the execution of planned migrations

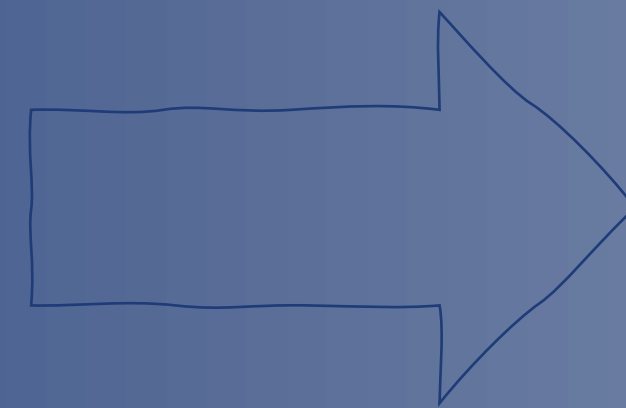
### „MODERNIZATION“

#### Advance your Cloud Journey

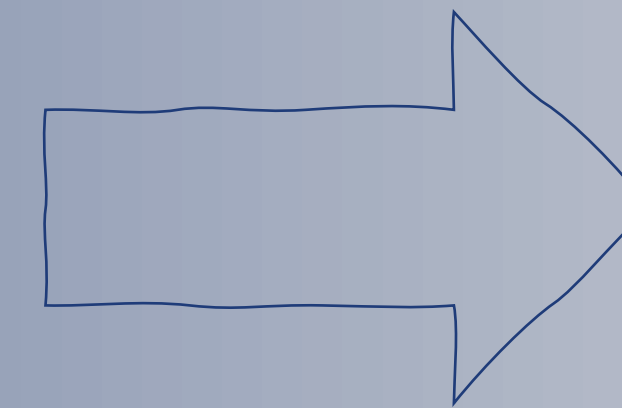
Leveraging cloud native approaches and managed services empower your business to take full advantage of the cloud and to stay ahead.



SNS CLOUD  
POTENTIAL  
ANALYSIS  
PACKAGES



SNS CLOUD  
FOUNDATION  
PACKAGES



SNS CLOUD  
SUPPORT  
OPERATION  
PACKAGES

# SMB CLOUD POTENTIAL ANALYSIS

Proven Assessments to Kick-Start and Optimize Your Cloud Journey



**SNS**  
SATURN NETWORKING SOLUTIONS



# SMB CLOUD POTENTIAL ANALYSIS PACKAGES



## KICK-START AND OPTIMIZE YOUR CLOUD JOURNEY

### Customer Challenges

- Identifying potential workloads to be migrated to the and optimized in the cloud
- Balancing cloud expenses while ensuring scalability and performance
- Navigating the complex landscape of data protection and regulatory requirements in the cloud

### SNS Approach

- Technical and business assessment to build a holistic business base for your cloud journey
- Security Assessment of your on-premises environment to show the potential increase in your security posture through cloud adoption
- Building business cases together, to enhance the core value of your business through the cloud

### Contact SNS

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**+43 (0) 5 06 333**

send an email to:

**aws@sns.at**

### Customer Benefits

- **Cost-effectiveness** | Identify savings opportunities, optimizing your IT spend with cloud
- **Security solutions** | Tailor cloud security measures to ensure compliance and protect your assets
- **Business Perspective** | Create a comprehensive view on IT solutions and the impact on your business

### SNS Packages

- **Basic** | Creation of a sophisticated Business Case for your cloud journey (TCO and Modernization Plan)
- **Advanced** | Advance your case by assessing your general security posture
- **Premium** | Get the most comprehensive assessment by including all perspectives for a well-planned cloud journey



SHAPE YOUR  
CLOUD  
JOURNEY  
WITH...

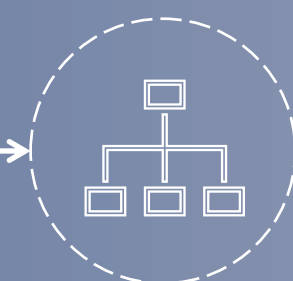
**SNS**  
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KICKOFF WORKSHOP



ASSESSMENT REQUIREMENTS



ASSESSMENT EXECUTION



PRESENTATION OF  
OUTCOMES

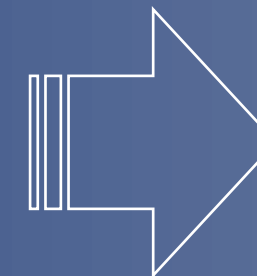
# SMB CLOUD POTENTIAL ANALYSIS PACKAGES



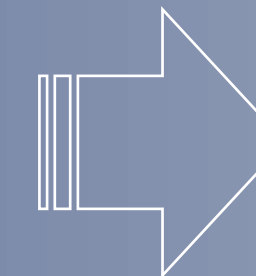
VALUE ADDING BASED ON YOUR CLOUD JOURNEY STAGE

	Basic	Advanced	Premium
 Optimization & Licensing Assessment (OLA)	✓	✓	✓
 On-Premises Security Assessment		✓	✓
 Cloud Risk Assessment for existing Cloud Workloads		✓	✓
 Storage Discovery and Analysis			✓
 Migration Readiness Assessment			✓
<b>Cost</b>	<b>FREE</b>	<b>2MD</b>	<b>5MD</b>

**READY FOR THE CLOUD?**

Choose your SNS Cloud Potential Analysis Package



Choose your SNS Cloud Foundation Package








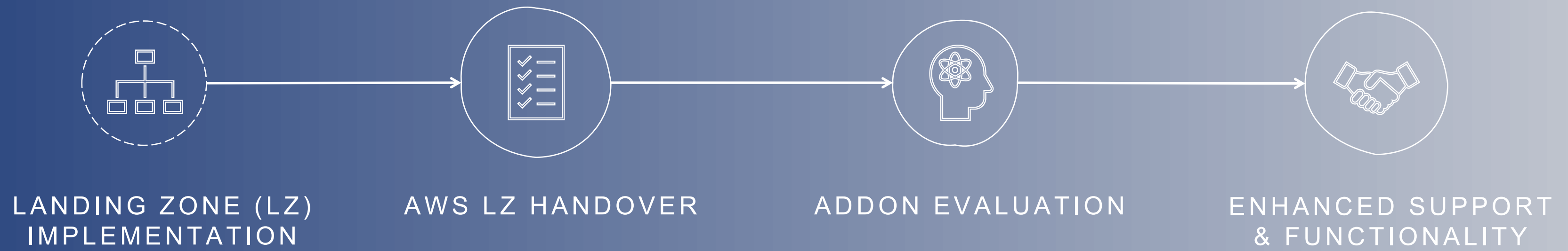
**Join the SNS Solution Provider Organization for additional benefits!**

# SNS CLOUD POTENTIAL ANALYSIS ADDONS



## BUILD YOUR INDIVIDUAL ANALYSIS & ASSESSMENT SCOPE

	Basic	Advanced	Premium	Cost
 AWS Cost Management & Billing Review	+	+	+	1MD
☆☆☆ AWS Well Architected Review (WAR)	+	+	+	1MD
 AWS Sustainability Assessment	+	+	+	1MD
 AWS DevOps & CI / CD pipelines Review	+	+	+	2MD
 Artificial Intelligence – Starter Workshop	+	+	+	10MD
 Artificial Intelligence – Predictive Maintenance/IoT	+	+	+	10MD



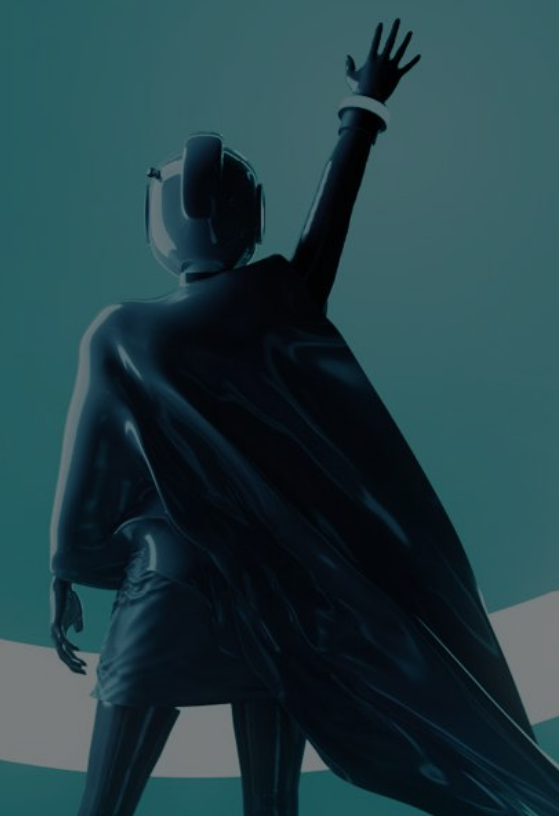
# SMB AWS CLOUD FOUNDATION

Your Automated AWS Control Hub / Landing Zone



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# SMB CLOUD FOUNDATION PACKAGES



## CLOUD INFRASTRUCTURE EXPERTISE FOR YOUR SECURE ENVIRONMENT

### Customer Challenges

- Secure, flexible and cost-efficient cloud environment from the very beginning of your cloud journey
- Centralized governance for your cloud environment and confidence in a strong management foundation future success
- Integrate AWS environment seamlessly into current IT organization and identity provider

### SNS Approach

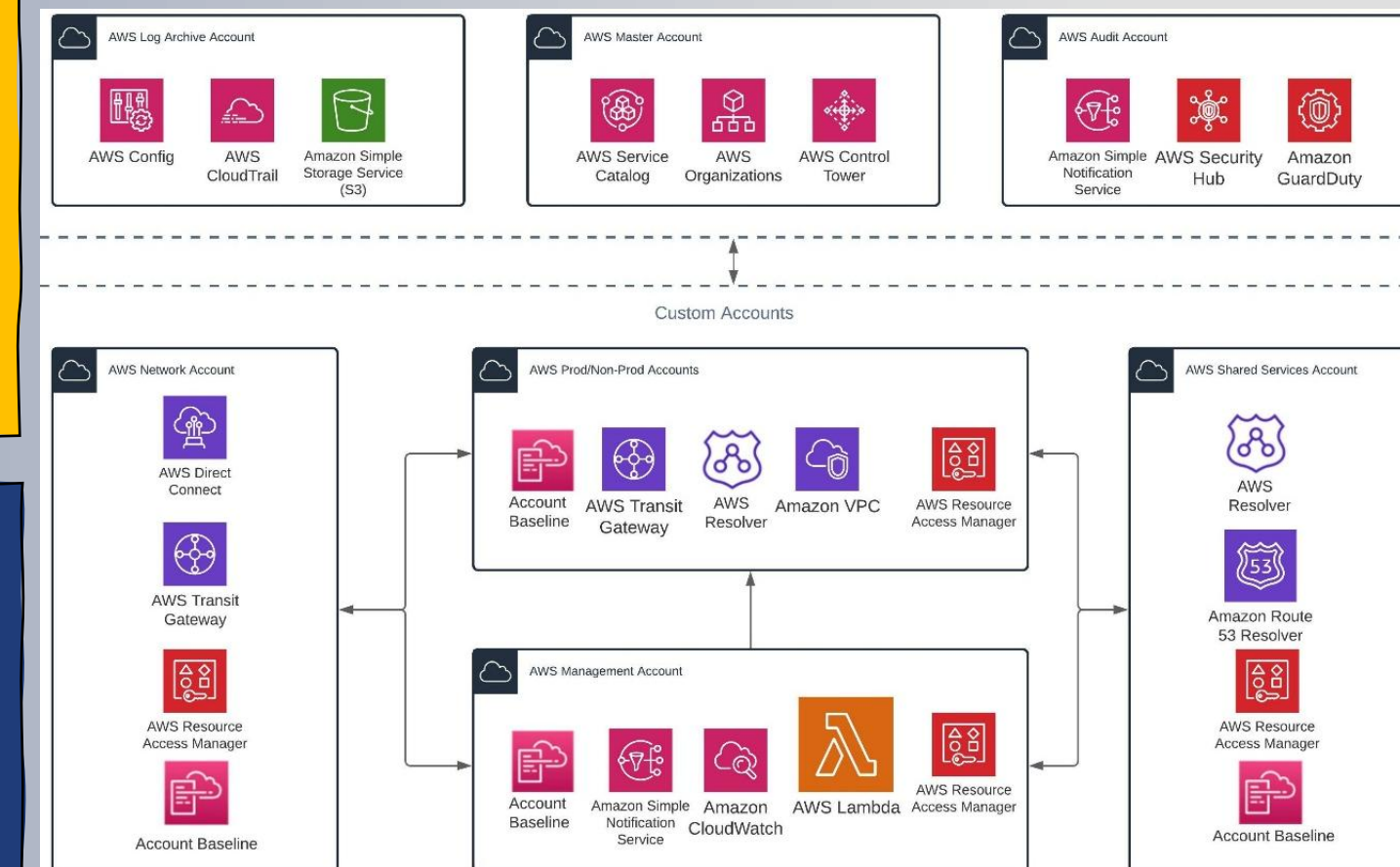
- Independent first consultation
- Assessment of compliance and requirements for your future cloud environment
- Implementation of a robust, secure and automated foundation for your AWS cloud environment
- 1-click integration into the SNS cloud organization for further benefits

### Customer Benefits

- **Proven Security** | Utilization of security features and best practices for highest security standards
- **Centralized Control** | Hierarchical account structure for granular enforcement of access permissions and policies
- **Flexible Architecture** | Architecture adaptable based on customer size and existing infrastructure

### SNS Packages

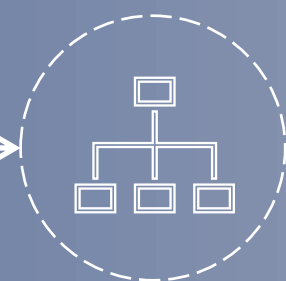
- **Basic** | Basic implementation of an AWS LandingZone including Accounts and Virtual Private Cloud Deployment
- **Advanced** | Advance your AWS LandingZone with hybrid and flexible Networking and SSO
- **Premium** | Get the most comprehensive AWS LandingZone by enabling a centralized cost management and a premium Security Concept



KICKOFF WORKSHOP



ASSESSMENT REQUIREMENTS & BUSINESS CASE



LZ IMPLEMENTATION



AWS LZ HANDOVER







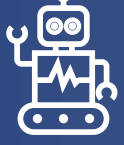




SHAPE YOUR CLOUD JOURNEY WITH...



# SMB CLOUD FOUNDATION PACKAGES



VALUE ADDING BASED ON YOUR BUSINESS AND TECHNICAL NEEDS

	Basic	Advanced	Premium
 Cloud Foundation Workshop	✓	✓	✓
 AWS Consumption (1st month)	✓	✓	✓
 Integration in the SNS Cloud Support Center	✓	✓	✓
 AWS Account Setup and Structure	✓	✓	✓
 Automated Deployment of the Virtual Private Cloud	✓	✓	✓
 Hybrid Network Concept		✓	✓
 Single Sign-On Integration		✓	✓
 Centralized Cost Management Access			✓
 Premium Security Concept			✓
<b>Cost</b>	<b>1MD</b>	<b>2MD</b>	<b>3MD</b>

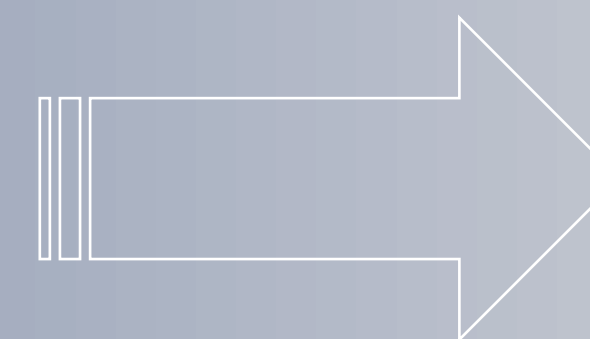
## ADDITIONAL BENEFITS?



Free Cost Optimization & Well Architected checks

-50% on your SNS Support Plan for the first 3 Months

Flexible billing in € & exclusive access to SNS solutions



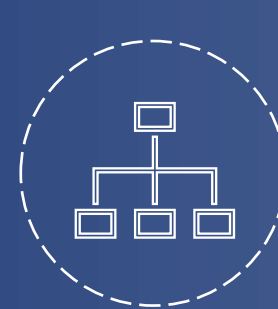
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# SMB CLOUD FOUNDATION ADDONS



## ENHANCED SUPPORT AND FUNCTIONALITY

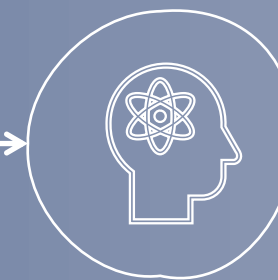
	Basic	Advanced	Premium
SNS Cloud Support Operations	+	+	+
Compliance Check: TM Vision One Security Assessment (HIPAA, NIS 2, etc)*	+	+	+
Enhanced Security: TM Vision One– Workload Security*		+	+
Enhanced Security: TM Vision One– Network Security*		+	+
Enhanced Security: TM Vision One– File Storage Security*		+	+



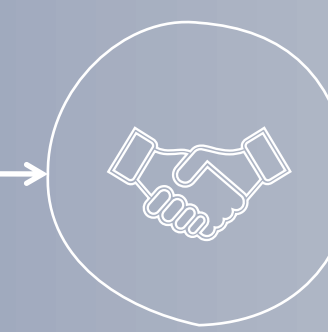
LZ IMPLEMENTATION



AWS LZ HANDOVER



ADDON EVALUATION



ENHANCED SUPPORT & FUNCTIONALITY

\*LICENSING PRICING WILL BE ADDITIONALLY PROVIDED

# SMB CLOUD SUPPORT OPERATIONS

Let Our Heroes Take Care of Your Cloud Workloads



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# SMB CLOUD SUPPORT OPERATION PACKAGES



## PROVEN TRACK-RECORD OF HIGHLY PROFESSIONAL IT OPERATIONS

### Customer Challenges

- High complexity to manage and operate hybrid IT infrastructures
- Ever growing complexity of cloud services and new business supporting software
- Finding and retaining skilled cloud professionals to manage cloud infrastructure effectively

### SNS Approach

- Integration into the SNS Cloud Support Operation Center
- 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> Level Support Technicians Available
- Proactive updating, patching, cost optimization, and well architected checks
- 1-click integration into the SNS cloud organization for further benefits

### Contact SNS

If you would like to know more about us, please call us at:

**+43 (0) 5 06 333**

send an email to:

**aws@sns.at**

### Customer Benefits

- **Professional SLA** | effective and standardized processes during your defined business hours
- **Hybrid Expertise** | Enjoy a Single Point of Contact for all your IT questions, needs and problems
- **People Perspective** | Enable your cloud know-how through our support and constant collaboration

### SNS Packages

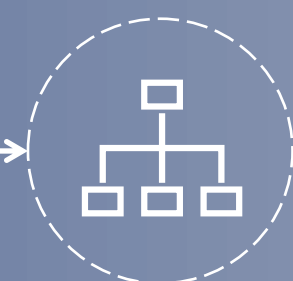
- **Basic** | professional support for one dedicated cloud workload defined by the customer
- **Advanced** | Advance your comfort factor by handing over more or all cloud workloads to SNS
- **Premium** | Get the most comprehensive cloud support with 24/7 support times.



KICKOFF WORKSHOP



ASSESS OPERATIONAL REQUIREMENTS



SOC-INTEGRATION



OPERATIONAL EXCELLENCE











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# SMB CLOUD SUPPORT OPERATION PACKAGES



VALUE ADDING BASED ON YOUR IT OPERATIONAL NEEDS

	Basic	Advanced	Premium
 Integration into the SNS Cloud Support Center	✓	✓	✓
 State of the art ticketing and monitoring system	✓	✓	✓
 Availability: 5/8	✓	✓	✓
 Constant Education of customer IT staff & dedicated Support Operation Manager	✓	✓	✓
 Monitoring & operation of one isolated Cloud Workload - for example: Backup	✓	✓	✓
 Monitoring & operation of more Cloud Workloads / the entire cloud environment		✓	✓
 Single Point of contact for the entire IT infrastructure (on-premise and cloud/s)		✓	✓
 Availability: 24/7			✓
<b>Cost</b>	<b>+1MD</b>	<b>+1MD</b>	<b>+3MD</b>

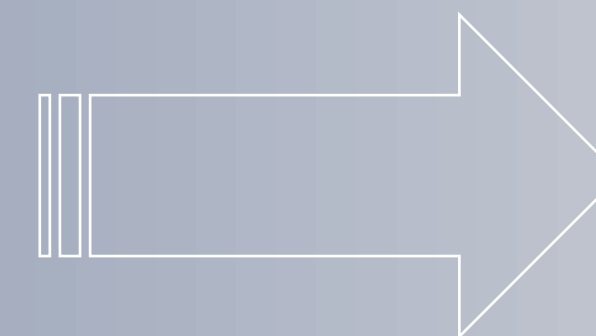
## ADDITIONAL BENEFITS?



Free Cost Optimization & Well Architected checks

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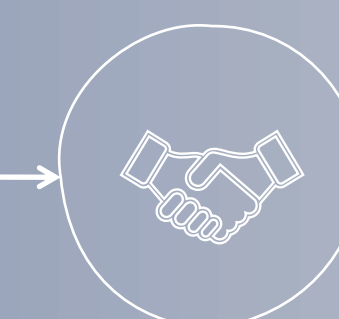
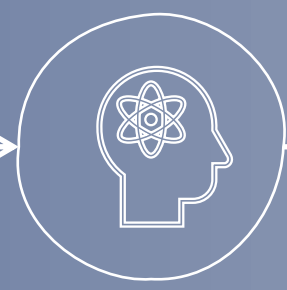
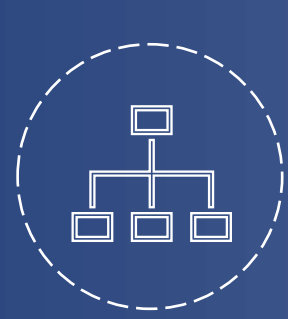
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# SMB CLOUD SUPPORT OPERATIONS ADDONS



VALUE ADDING BASED ON YOUR BUSINESS AND TECHNICAL NEEDS

	Basic	Advanced	Premium
SNS Cloud Potential Analysis Packages	+	+	+
SNS Cloud Foundation Packages	+	+	+



SOC INTEGRATION

OPERATIONAL EXCELLENCE

ADDON EVALUATION

ENHANCED FUNCTIONALITY

# SMB CLOUD VIRTUAL DESKTOP & APPS

Stream Your Office Desktop &  
Applications On-Demand



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# SMB CLOUD VDI PACKAGES



## EASILY PROVISION AND STREAM DIRECTLY FROM THE CLOUD

### Customer Challenges

- High licensing costs for Citrix Workloads
- Complex and resource-intensive IT operations
- Limited Scalability in response to changing business needs. Lack of efficient up-and down scaling
- Constant performance and security posture issues
- Lack of VDI / Citrix Know How within the company

### SNS Approach

- Analysis of the current infrastructure (incl. citrix farms)
- Assessment of compliance and requirements for your migration and modernization strategy
- Implementation of a robust, secure and flexible AWS cloud infrastructure based on your needs for a POC
- Deployment of tested and production ready Amazon WorkSpaces or Amazon AppStream 2.0 environment

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[aws@sns.at](mailto:aws@sns.at)

### Customer Benefits

- **Cost-effectiveness** | identify savings opportunities, optimizing your IT spend with cloud
- **Security solutions** | Tailor cloud security measures to ensure compliance and protect your assets
- **Hybrid Knowledge** | use performance & security benefits of native cloud services fully integrated in the cloud and in hybrid setups

### SNS Packages

- **Basic** | build knowledge foundation and POC for thorough implementation and operation strategy
- **Advanced** | advance your knowledge with an accompanied POC & MVP from local experts
- **Premium** | Get the most comprehensive Amazon WorkSpaces or AppStream 2.0 environment including premium scaling and networking features



SHAPE YOUR  
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# SMB CLOUD VDI PACKAGES



## THE APPROACH IN DETAIL – A PROVEN PROCESS



### VDI Immersion day

*to build awareness and interest in the project team*

*Advance with additional 1-to-1 or 1-to-many in-depth technical sessions for further knowledge-transfer*

### On-Premise assessment

*to analyze existing infrastructure (e.g.: Citrix)*

#### **Outcome:**

- *Overview of relevant software components*
- *Consolidation & communication matrix*
- *Scaling Strategy*
- *TCO*
- *Scope for POC*

### Accompanied POC & MVP

*with hands-on local support in Vienna to provide maximum guidance and fundings*

#### **Outcome:**

- *Tested MVP Amazon WorkSpaces / AppStream 2.0 environment*
- *Tested hybrid networking*
- *Tested additional AWS services*

### Production ready deployment

*with the highest security, robustness, flexibility and scalability*








#### **Outcome:**

- *Implemented scaling mechanisms based on scaling strategy*
- *Implemented infrastructure based on success criteria, timeline and milestones*
- *Documentation for operations*

# SMB CLOUD VDI PACKAGES



VALUE ADDING BASED ON YOUR BUSINESS AND TECHNICAL NEEDS

	Basic	Advanced	Premium
 VDI Immersion Day	✓	✓	✓
 On-Premise Assessment including outcome documents	✓	✓	✓
 Deployment of the AWS Virtual Private Cloud	✓	✓	✓
 Accompanied POC & MVP		✓	✓
 Deployment of Amazon WorkSpaces or AppStream 2.0 services			✓
 Deployment of Hybrid Networking and scaling infrastructure			✓
 Deployment of additional AWS Services			✓
<b>Cost</b>	<b>3MD</b>	<b>5MD</b>	<b>+5MD</b>

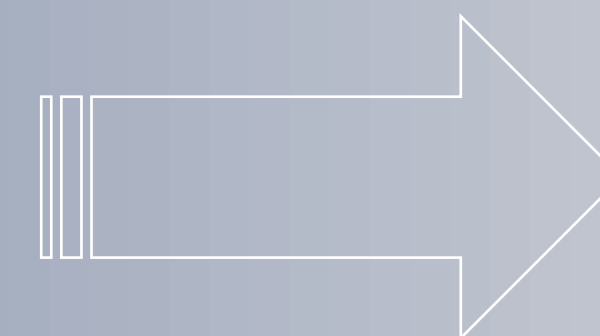
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# SMB CLOUD VDI ADDONS



## ENHANCED SUPPORT & FUNCTIONALITY FOR YOUR VDI EXPERIENCE

	Basic	Advanced	Premium
SNS Cloud Support Operations	+	+	+
Enhanced Security: TM Vision One– Workload Security*		+	+
Enhanced Security: TM Vision One– Network Security*		+	+
Enhanced Security: TM Vision One– File Storage Security*		+	+



MICROSOFT WORKLOADS IMPLEMENTATION

PRODUCTION ENVIRONMENT HANDOVER

ADDON EVALUATION

ENHANCED SUPPORT & FUNCTIONALITY

\*LICENSING PRICING WILL BE ADDITIONALLY PROVIDED