



## Why Alliant?

At Alliant Technologies, our goal is to maximize the effectiveness of your IT budget. We do this through our Continuous Infrastructure Service (CIS™) which enables greater financial and operational performance while ensuring you meet your ever-changing business needs. CIS™ delivers IT infrastructure as a service across four interconnected and business-essential IT infrastructure platforms: Wide Area Network (WAN), Local Area Network (LAN), Unified Communications (UC), and Data Center (DC). We encapsulate these technology platforms with services that address the full IT infrastructure lifecycle—design, deployment, monitoring, repair, administration, and even technology refresh. We address all the functions required to manage your day-to-day operations, leaving you free to focus on the business information systems, data analytics, and strategic initiatives that drive growth and value for your organization.

Alliant designs, deploys and manages global IT infrastructure for some of the most well-known brands in the world. With CIS™, our customers significantly reduce IT infrastructure operational costs by as much as 30-40% and decrease budgets associated with running core platforms by at least 15%. Our customers attain performance and technological improvements, including considerably increased bandwidth and achievement of cost savings and major operational goals.

Alliant's high performance is based on a carefully constructed, thoughtful approach to the specific needs and objectives of our customers. The following ten principles guide our approach to delivering IT Infrastructure that just works.

## Top Ten Principles for IT Infrastructure That Just Works

### 1. Simplify and test for rapid deployment and reduced defects.

As a completely independent entity, Alliant utilizes only “best of breed” hardware, software, and circuits. Based on many years of rigorous testing, utilization, and implementation of hardware and software from virtually all manufacturers in this space, we have minimized the number of different providers in a given configuration. Our experience, as well as modeling, proves the more vendors in a system, the greater the probability of downtime. Worse yet, it means more time required to determine cause and effect and return the system to full operating status. From these selected vendors, we include only Tier 1 components and configurations that optimize performance, accelerate rapid deployment and deliver the security and compliance requirements of your industry. These reference architectures have been rigorously tested to identify the equipment and configurations that work best and minimize security risks. This pre-testing not only gets your infrastructure up and running faster, but ensures it stays running at peak performance.

### 2. One size does NOT fit all.

While the goals and objectives of various IT departments may be similar, each is unique unto itself. As a customer-centric company, we start relationships with our proprietary Technical Consultative Engagement (TCE), where we perform an in-depth discovery and analysis of current and future

business, operational and technical requirements. This analysis establishes a current IT infrastructure and operational baseline. By combining our years of experience and the knowledge gained through the TCE, we personalize your solution to support your evolving business needs.

### 3. Absolutely no finger pointing.

With CIS™, customers only deal with one vendor for a single, seamless infrastructure. As a result of managing the end-to-end solution across WAN, LAN, UC and DC platforms, we are equipped to quickly identify underlying issues and restore systems. There is no finger pointing, which means no time is lost waiting for someone to step up and take ownership of a problem. If an issue arises, we are the single point of accountability and own the issue without question.

### 4. Stay in control with co-management.

Alliant operates in a co-management mode, similar to a pilot and co-pilot. We work side-by-side with you and share the same network visibility across all IT infrastructure platforms (WAN, LAN, UC and DC). Unlike many other providers, we don't lock you out from your IT infrastructure; you remain in control. This co-management provides significant benefits to your IT department and Alliant alike, as it facilitates prevention and remediation of incidents. Perhaps more importantly, it reinforces dialogue between our teams, ensuring goals and objectives are attained while simultaneously driving continuous improvement.



## 5. Go beyond the “Cloud”.

The ongoing evolution of IT Departments is undoubtedly progressing toward a “utility model,” in which you purchase what you need while retaining the ability to add or delete services as your business circumstances and conditions evolve. Up to this point, the “as-a-Service” model has been constrained to the computing space. Alliant has pioneered the CIS™ utility model to deliver the pay-as-you-use OpEx structure for all IT infrastructure platforms (WAN, LAN, UC and DC), not just compute. Now IT departments like yours can operate these platforms with a variable cost structure instead of the traditional, cyclical CapEx process. This results in more predictable expenses and increased responsiveness to business needs that may not have been budgeted for in the CapEx cycle.

## 6. Keep your technology current.

CIS™ provides a proactive technology refresh with no deployment costs so your technology stays current and uptime is increased. The bottom line: we make sure you get what you need, when you need it and you never have to worry about end-of-life equipment.

## 7. Gain flexibility and agility.

Your business demands agility. We all know that if the IT department is unable to respond quickly, shadow IT occurs and it’s not easy to manage. Due largely to the power of Infrastructure-as-a-Service (IaaS), our customers are free to add or delete various components as their business conditions and circumstances dictate. You pay for what you need and only what you need. This is an extremely powerful asset, as it provides the ability to quickly and cost effectively meet the changing needs of your business. As a result, your IT department is able to directly and significantly influence your organization’s competitive posture.

## 8. Shift from “keeping the lights on” to driving business value.

Industry analysts regard the well managed IT Department as one that spends approximately 50% of its budget on the routine “keeping the IT lights on” with the balance available for new projects that deliver important strategic initiatives. However, those same analysts maintain that most enterprises currently allocate 70-80% of technology spend to running

and maintaining their IT infrastructure. With CIS™, CIOs are improving operational performance and focusing more on transformative projects. This is the direct result of the time and budget made available through our offering’s inherent cost savings and efficiencies. As definitive proof, our customers have reduced IT infrastructure operational costs by as much as 30-40% and reduced the budget associated with running core platforms by at least 15%. As an added bonus, the CIOs we work with are able to minimize IT churn by focusing their critical IT staff on high value, engaging projects.

## 9. Fortify your security posture.

While no system devised can ever be totally invasion-proof, our approach advances an enterprise’s security posture through the way in which it operates as well as the security services it offers. Alliant reduces risk by removing variables and maintaining tighter controls. As a result, complexity and vulnerabilities are minimized. Security is also embedded in the method by which we remotely monitor and manage IT infrastructure—we never require you to open inbound ports or perimeter security from the outside. We never view your data, nor does it leave your site.

Our Network Configuration Management (NCM) system, captures any changes to your environment and alerts our Operations Engineering team to trigger immediate investigation and action. Since IT environments are rarely static, we require all network environment changes go through a disciplined and responsive Request for Change (RFC) process in order to further minimize risk. We also offer a comprehensive set of security solutions, which include network-based and premises-based firewalls, intrusion prevention systems (IPS), identity service engines (ISE), Virtual Private Networks (VPNs), and URL filtering, among others.

## 10. Be ready for the explosive growth of data and devices.

Data and devices are virtually exploding in the era of the “Internet of Things”; however, budgets remain constrained. Going forward, the well-managed and progressive IT department will need to find new efficiencies and paths to increased productivity, all while providing an exceptional end-user experience. Alliant’s customer success record is proof that CIS™ enables you to do just that.

[For more information](#)

Want to find out more? We hope so. Contact us anytime at [info@allianttech.com](mailto:info@allianttech.com) or call +1 973 267 5236.

[About Alliant Technologies](#)

We design, deploy and manage global IT infrastructure for some of the most well known brands in the world. We do this through our scalable Continuous Infrastructure Service™ (CIS™)—an IT Infrastructure-as-a-Service utility for enterprise Wide Area Network, Local Area Network, Unified Communications and Data Center systems. Alliant Technologies is unique in the industry in the way it provides simplicity and peace of mind, while lowering operating costs and risk for commercial enterprises.