



KIS Corporate Datasheet



VMware Partnership

At **KIS**, we partner with the world's leading technology providers to understand the latest technologies and implement the best of breed solutions in order to meet our clients' business needs. When we saw the way virtualization was going to reshape the future of our Client's data infrastructure in the next generation data center, **KIS** began to foster a now 6 year partnership with VMware so as to provide you with proven virtualization solutions:

- **Server Consolidation** that allows you to Reduce Costs by Consolidating Hardware, Increasing Server Utilization, and Managing your Virtual Infrastructure from a Single Point of Control.
- **Virtualization Management** that gives you the broadest visibility and deepest management of your virtualized datacenter, from development and test labs to mission-critical applications.
- **Desktop Virtualization**, where you can configure, deploy and maintain hardware-independent desktop virtual machines from central locations for simpler users, desktop virtualization solutions deliver a familiar desktop experience that does not require application sharing, software modifications or user training.
- **Business Continuity** solution that allows you to eliminate planned downtime, ensure data protection, deliver high availability and be better prepared for disaster recovery.

With **KIS** and **VMware**, you will be able to realize the full benefits of a complete and dynamic virtual data center, such as:

- Lower Total Cost of Ownership
- Higher Utilization of Resources
- Increase Operational Efficiency
- Improved Manageability and Control

With the KIS team of virtualization experts, you can manage your organization's most critical asset: "Information"; this is done in a way that makes your business more agile.

KIS is a fully accredited **VMware Premier Partner** with Competencies in infrastructure virtualization, virtualization management, business continuity and virtual desktop. This allows us to provide the complete suite of VMware solutions, with the backing of expertly trained and certified engineers, who carry out VMware projects from initial assessments, architecting and implementing, to managing and maintaining virtual environments.

Professional Services

- 5 Specialized Teams
- 26 Practice Areas
- 106 Business Benefits

Proven Methodology

- Requirements /Assessments
- Design & Development
- Testing & Pilot
- Deployment
- Training
- Documentation

Value-Add Technology Provider

- Local, Certified Sales Experts
- Inside & Outside Teams
- Multiple solutions allow client to choose best

Practice Areas

- Virtualization
- Storage
- Security
- Network



Management Team

- Sean Canevaro, CEO & CIO
- John Marciano, COO & Director of Sales
- Allan Hurst, Technical Principal & Director of Enterprise Strategy
- Craig Miller, Technical Principal & Chief Engineer
- David Powell, Associate Partner

Our Partnerships

- VMware
- Microsoft
- Dell
- Citrix
- Novell

Office Locations

- Fremont, CA
- Fresno, CA
- Kansas City, MO
- Cleveland, OH
- Newark, NJ



K I S Spectrum of IT Services and Solutions

As a leader in IT Solutions, *K I S* provides corporate and enterprise computer systems and related products to our Clients. Our capabilities provide our Clients, companies of any size, with a complete and customizable solution to manage every aspect of the systems life cycle. *K I S*' experience helps our Clients qualify for the best software volume licensing programs from a wide range of vendors, including VMware, Microsoft, Dell, Cisco, Novell and Citrix.

Our vision is to invest in technology and develop partnerships to deliver effective IT solutions. We will provide high quality, diversified services in an environment that exceeds customer expectations and our goal is to be the most trusted provider of IT network solutions.

Practice Areas

Management: Project Management, Server Management, Network Management, Remote Management/Monitor Support, Staff Outsourcing/Augmentation, Risk Management/DR BC Process, HW/SW Contracts, License, Management, Warranty Renewal and Desktop Management.

Storage: SAN Storage Fibre Channel, Cluster/High Availability/Fault Torrance, Enterprise Backup HW/SW Solutions, SAN iSCSI, NAS and Data Replication for DR/BC.

Security: Edge Perimeter, Security Penetration Tests/Forensics, Single Sign On, End Point Security, Anti-Virus, Anti-Spyware, Anti-Spam, Secure Remote Access, Identity Management, Intrusion Prevention, SSL VPN Clientless VPN, /Intrusion Detection, Network Access Control and Directory Planning/ LDAP.

Network: Server based computing, Server OS Migration, Server HW Migrations, Server OS Upgrades/Installations, Email Migrations, Email Upgrades and Installations, Wireless Email Capabilities, Infrastructure Upgrades and Installations, WAN/ S-S VPN/MPL/IP Net/ISP and Secure Wireless.



Partnership Levels & Certifications

VMware

- VMware Premier Partner
- VMware VCP 3,4,5
- VMware VTSP Certification
- VMware VSP Certification

VMware Enrolled Competencies / Specializations:

- Infrastructure Virtualization Competency
- Desktop Virtualization Competency
- Business Continuity Competency

Microsoft

- Microsoft Gold Certified Partner
- Microsoft Certified Solutions Provider
- Microsoft Certified Systems Engineer
- Microsoft Certified Professional (MCP)

Microsoft Enrolled Competencies / Specializations:

- Advanced Infrastructure Solutions- Active Directory and Identity Management
- Security Solutions Provider
- Networking Infrastructure Solutions- Messaging and Collaboration

Citrix

- Citrix Gold Partner
- Citrix Certified Administrator (CCA)
- Citrix Certified Enterprise Administrator (CCEA)

Cisco

- Cisco Premier Partner-Express Foundation
- Cisco Specialized Wireless Partner
- Cisco SMB Select Partner
- Cisco Certified Network Associate (CCNA)
- Cisco Certified Design Associate (CCDA)
- Cisco Certified Network Professional (CCNP)
- Cisco Certified Design Professional (CCDP)
- Cisco Sales Expert v3
- Cisco Foundation Express Sales Specialist

Novell

- Novell Platinum Partner
- Novell Platinum Training Partner
- Novell Master Certified Engineer (MCNE)
- Novell Certified Directory Engineer (CDE)
- Certified Novell Instructor (CNI)
- Certified Linux Engineer (CLE)
- Certified Linux Professional (CLP)
- Certified Novell Engineer –Netware 6
- Certified Novell Administrator –Netware 6
- Linux Profession Institute (LPI)
- Linux Technical Specialist

Our technical principals collectively represent over 50 years of experience in computer network systems support for the corporate, industrial, and government sectors. Our technical associates have been recruited largely from service-oriented backgrounds, to assure our clients of the best proactive network service possible.

K I S is a recognized leader in IT Services and as a result has been the recipient of several prestigious awards and industry recognition. Being recognized by some of the most authoritative voices in the technology industry demonstrates our commitment to providing exceptional services and support.

