

# goIWx

*Hosting (Y)our Strategy!*

With nearly 15 years experience in hosting applications, GoIWx has deep domain expertise with ERP applications and seek to dominate the Microsoft Dynamics space.

We do this by leveraging superior facilities, infrastructure, processes and administration systems to provide our partners significant competitive advantages to deploy and maintain ERP.



[www.goiwx.com](http://www.goiwx.com)

选择的力量 选择的力量

1.952.258.6333

**Microsoft**  
GOLD CERTIFIED

*Partner*

# *Thank you for taking time to find out more about our exciting company, GoIWx.*

“Go” meaning motion, to move, going forward towards a goal, “IW” meaning Information Worker (users) and “x” meaning we are an extension of our channel Partners. In 1999 the company was created with the primary purpose to allow for people to “Work Anywhere at Anytime” and built with “hassle free IT” in mind.



## ***Hosting (Y)our Strategy***

GoIWx is a Cloud Hosting Service Provider (HSP), Software Plus Service (S+S), and Software as a Service hosting (SaaS) IT company to Small, Mid-size, (SMBs) and Enterprise businesses. We are a partner driven organization, working through our partners, with over 1,000 customers connecting to ERP, CRM, collaboration, and communication applications and software on a daily basis.

Our Partners find that by working with GoIWx they can focus on their core competencies rather than building a data center, negotiating contracts for bandwidth, power and staffing a N.O.C. Our Partners also appreciate not having to fear competition with GoIWx with their customer's business.

IT Hosting with GoIWx provides a platform of IT infrastructure that offers a clear competitive advantage for our Partners and End Customers.

- Provide Access Anywhere, At Anytime, and Any Device to your Data
- Prepare for Audit w. Back-Up & Disaster Recovery Strategies
- Increase the Security of your Data
- Conduct Software Upgrades, Hot Fixes and Patches Rapidly
- Eliminate Expensive PC upgrades
- If a PC dies, replace with an inexpensive “thin” client
- A Faster Start of an Implementation
- Rented (SPLA) or Customer Owned (Managed) Licenses
- Online or Semi-Online Workflow
- Realize a Faster Return On Investment

## ***GoIWx is 100% Partner Driven.***

We work with partners to provide a critical link between the seller, the buyer and technology. Software and hardware is increasingly more and more complex, and it's our mission to assure the whole business solution provides tremendous value.

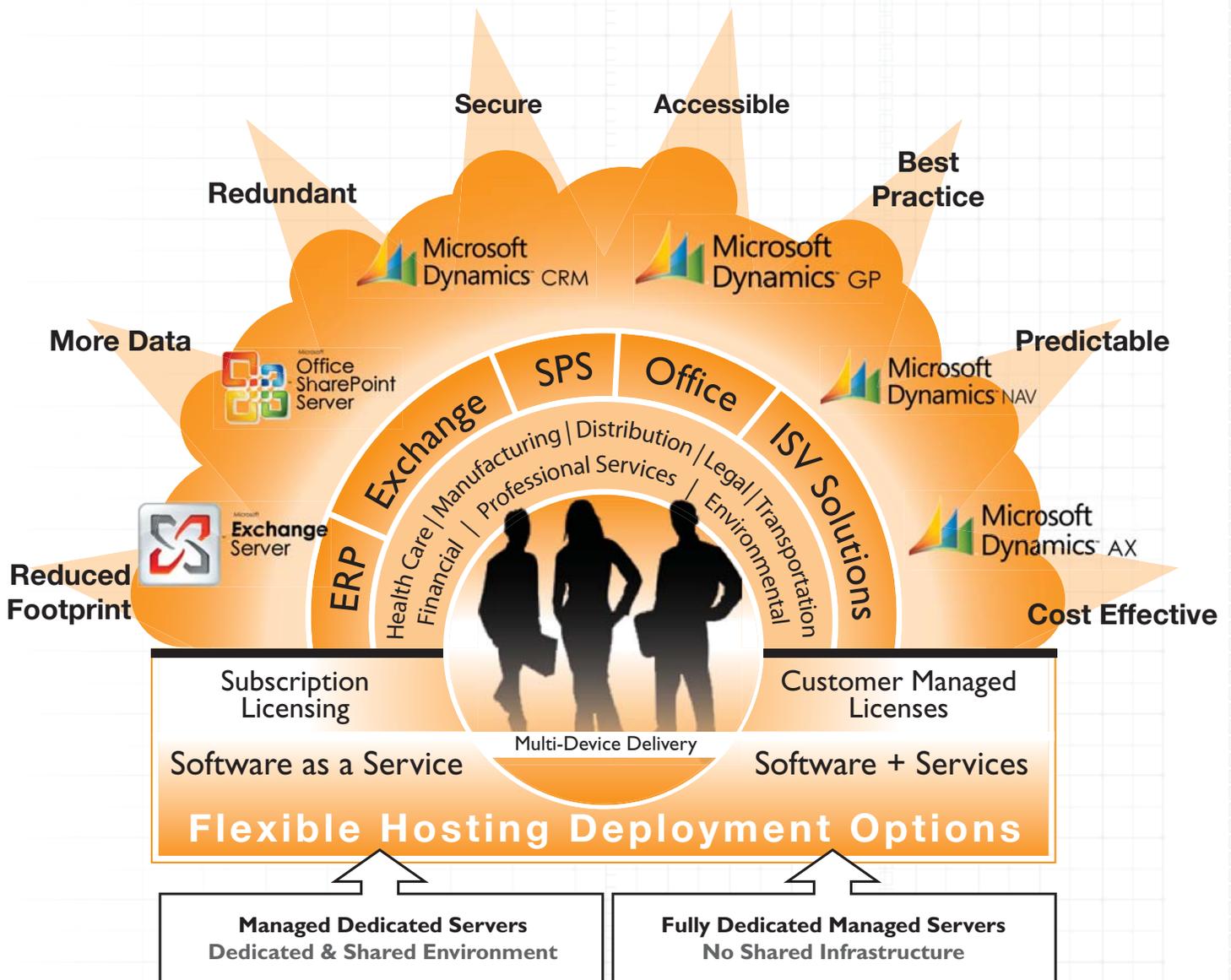
## ***Hosting with GoIWx creates opportunities for:***

- Control
- Expansion
- Collaboration
- Quick Implementation

## ***Partnerships that work to your advantage...***

We work with our partners to offer companies a way to host or access applications in our Tier III, telco grade, 911 ready hosting facilities. With access to more than 75 hosting locations across North America, we maintain a national footprint with a local presence and an international base of users. With GoIWx, you will find no broader hosting offering that is as easy to work with.

# The *goIWx* Cloud Strategy



## Dedicated to our Customer's Success

GoIWx provides you with full-service IT support and reliability, managing your information needs, off-site, and in a secure environment. We handle hardware, software, maintenance and technical support requirements, twenty-four hours a day, seven days a week so you're free to concentrate on your business.

Our staff is utilized to augment and extend existing IT staff or serve as your primary IT hosting resource. Our customers find that by off-loading administrative tasks associated with managing their IT environment, their IT staff can become more strategic and valuable, allowing them to better serve company initiatives that are critical to maintaining a competitive edge.

<i>Benefits For Our End Customers:</i>	<i>Benefits For (Y)our Partners:</i>
<ul style="list-style-type: none"> <li>- Work anywhere, at anytime</li> <li>- More data, less IT overhead</li> <li>- Flexible licensing options</li> <li>- Predictable cash-flow</li> <li>- Focus on core competencies</li> <li>- Access to over 75 hosting facilities</li> <li>- Increased data security</li> <li>- Data integrity and back-up</li> <li>- No/low risk</li> <li>- 24/7 reliability</li> <li>- 24/7 technical support</li> <li>- Flexible Hosting Plans</li> </ul>	<ul style="list-style-type: none"> <li>- Ability to focus on their implementations</li> <li>- Leverage existing customer bases to offer more robust solutions</li> <li>- Our experts can act as the Sales Engineer</li> <li>- We invest in PR and market our partners</li> <li>- Leverage our Network Operations Center</li> <li>- We have great references and case studies</li> <li>- Stable business with over 15 Years ERP and CRM experience</li> <li>- 100+ implementations</li> <li>- Partners assume no risk or downside</li> </ul>

### *What is a Managed Dedicated Server Environment and is it right for you?*

This offering can be comprised of both physical and or virtual servers. It has an element of dedicated and shared servers in the environment. GoIWx will typically set up and even manage Active Directory on the behalf of the customer and charge on a per users basis. The computing is spread over several servers based on what is required for the ERP application. Most of what is hosted in this environment is delivered via a desktop, but can also be delivered through a browser. The Managed aspect of what we do is all of the monitoring, patching, versioning and maintenance of the hardware, and network on your behalf.

### *What is a Fully Dedicated Managed Server Environment and is it right for you?*

This product offering is all of a Managed Dedicated Server Environment, but there are no shared servers. The environment is built on the behalf of the end customers, fully dedicated for that customer. GoIWx will typically not set up AD other than loading operating systems, but will allow the customer to use AD tools to manage their own environment. This can be set up to bill on a per user basis or on a flat fee monthly basis. The Managed aspect of what we do is all of the monitoring, patching, versioning and maintenance of the hardware and network on your behalf.

## Get more value from your IT resources and get a faster ROI on your ERP, CRM and other Line of Business Applications from a Cloud deployment...

Our application and software hosting provides users with high performance, high availability, and a highly secure IT infrastructure that match the capabilities of a Fortune 500 IT department. Remove the risk and variability of a premise based IT infrastructure by hosting with GoIWx. Our highly skilled team of IT professionals focus solely on managing your IT environment day and night.

### Improved Security and Data Access

Companies are faced with increased pressure to maintain better control and security over mission critical data, from financial records to employee email, and find that we can greatly improve readiness in the event of Disaster Recovery situations, their ability to maintain Sarbanes Oxley compliance and other risk management oriented concerns.

### Improved Business Performance

Companies are realizing that in today's fasted paced global economy, it is not enough to simply install a packaged business application and hope that it will deliver benefit to the organization. Our primary goal at GoIWx is to help companies improve the effectiveness of their IT infrastructure and more importantly improve the performance of Information Worker staff members. GoIWx provides Executives, Information Workers (users) and IT professionals hosting and select services that allow their organizations to realize the full potential of the software they use to perform in their roles.

### Common reasons for migrating to hosted software often include...

- Multiple locations or offices due to growth, merger or acquisition
- Deploying new or updating ERP and Line of Business Applications
- Organization needs additional hardware or has some that is near end of life
- Is experiencing personnel turn over
- Is struggling with focusing on core competencies

Stability

Speed

Security

Control

Performance

Communication

Collaboration

Quick Implementation

Data Security & Disaster Recovery

## Managed Hosting Data Backup Services

*Managed data backup and archiving service for our managed hosting solutions support your organization.*

GoIWx uses Data Protection Manager (DPM), part of the System Center family of management products from Microsoft. We deliver unified data protection for Windows servers such as SQL Server, Exchange, SharePoint, Virtualization and file servers -- as well as Windows desktops and laptops.

GoIWx leverages DPM to seamlessly use disk, tape, and cloud-based repositories to deliver an easy-to-use and best-of-breed backup and recovery solution for Windows environments from Microsoft. Our partners and customers of all sizes rely on Microsoft to provide a scalable and manageable protection solution that is cost-effective, secure, and reliable.

- Roaming laptops can get centrally managed policies around desktop protection.
- Laptop data can be protected whether connected to the corporate network or travelling.
- DPM also provides native site-to-site replication for Disaster Recovery.
- Centrally managed System State and Bare Metal Recovery.

## Managed Hosting Data Security

*Data security is a critical concern for GoIWx and its customers, including the backup of critical and confidential data. GoIWx implements a tiered security infrastructure to help protect its customer's data.*

Data security is a critical concern for GoIWx and its customers, including the backup of critical and confidential data. GoIWx implements a tiered security infrastructure to help protect its customer's data, abbreviated below.

**1st layer of security:** The first level of security in GoIWx's hosting infrastructure is physical security.

**2nd layer of security:** Access to back up media is available only through a Dell digitized keyed vault which is held in a locked cage at the hosting facility.

**3rd layer of security:** For customers that choose off-site storage of files, GoIWx will work with a provider of your choice, keeping back up on hand and in compliance with your back up policies.

## ***A growing list of hosted applications***

Most companies seek to deploy several mission critical business application solutions combined with Microsoft productivity tools and collaboration solutions. In addition, the technology industry continues to change at an ever increasing rate. As new technology advances emerge, their inclusion into the IT topology can impede performance if they are not integrated correctly.

GoWx has carefully identified software solutions and industries that are within our domain expertise. As part as our internal SLM (Service Level Management) governing rules, we are required to obtain the necessary competencies suggested by the developers of various solutions we host.

With the Dynamic Data Center Toolkit from Microsoft, GoWx can deliver these services, built on Microsoft® Windows Server® 2008 Hyper-V™ and Microsoft System Center. We provide stellar service level agreements (SLAs) and create portals that you and (Y)our customers can use to directly provision, manage, and monitor their infrastructure.

With GoWx managed hosting, we deliver you on demand virtualized servers, clustering, and network services that help you implement solutions with confidence, faster, and at a greater margin.

### ***Hosted Microsoft Products***

- Microsoft Dynamics
- Microsoft Dynamics AX 2009 (Formerly Axtapa)
- Microsoft Dynamics NAV (Formerly Navision)
- Microsoft Dynamics CRM 4.0
- Microsoft Dynamics GP (Great Plains)
- Microsoft Office 2003 Standard & Professional
- Microsoft Office 2007 Standard & Professional
- Microsoft Performance Point
- Microsoft SQL Server 2000
- Microsoft SQL Server 2005
- Microsoft SQL Server 2008
- Microsoft SQL Reporting Services (SaaS)
- Microsoft Exchange Server 2003
- Microsoft Exchange Server 2007
- Microsoft Office Communications Server 2007
- Microsoft Office SharePoint Server 2007(MOSS)
- Windows SharePoint Server 3.0 (WSS)
- Microsoft ForeFront Security for SharePoint
- Microsoft Small Business Server 2008
- Microsoft Windows Server 2000
- Microsoft Windows Server 2003
- Microsoft Windows Server 2008

### ***Other Software Technologies***

- Scribe
- ProfitBase Hosted BI
- PALS Professional Assisted Living Software
- Experlogix Parametric Configurator

### ***Business, Service, and Hardware Partners***

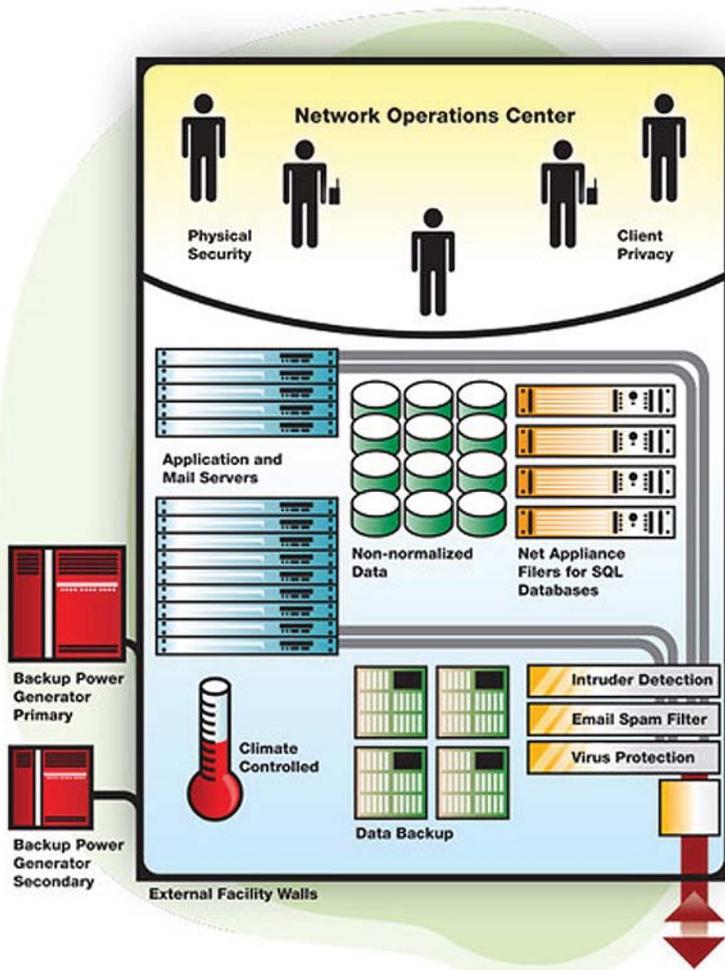
- tw Telecom
- Dell
- Cisco
- NetApp
- Blackberry
- You Say IT
- Northland Systems
- ExtendASP
- Symantec
- Midwave
- Postini
- Scribe
- VMware
- Zenith InfoTech
- EMPO
- RSM McGladrey
- Gray, Plant, Mooty

- and many more...

# GoWx™ Facilities and Standards

## Standardized on tw telecom's Enterprise Tier 3 Telco:

- Telcordia/Bellcore GR-1275 standards which includes IEEE Standard 383, National Electrical Code, and Underwriters Laboratories Standard UL 94.
- Telcordia covers everything from ability of equipment to withstand lightning surges to Central Office switch installations.
- FCC regulated public utility has references in GR-1275 documents to MIL-SPEC (Military Specification).



## Access to more than 75 hosting facility locations across North America

- Albany, NY
- Albuquerque, NM
- Atlanta, GA - 2 locations
- Austin, TX
- Bakersfield, CA
- Baltimore, MD
- Binghamton, NY
- Birmingham, AL
- Boise, ID - 2 locations
- Charlotte, NC - 2 locations
- Chicago, IL
- Cincinnati, OH
- Colorado Springs, CO
- Columbia, SC - 2 locations
- Columbus, GA
- Columbus, OH - 2 locations
- Dallas, TX
- Dayton, OH
- Denver, CO
- El Paso, TX
- Fresno, CA
- Ft Lauderdale, FL
- Greensboro, NC - 2 locations
- Honolulu, HI - 2 locations
- Houston, TX
- Indianapolis, IN
- Inland Empire - 2 locations
- Jacksonville, FL
- Jersey City, NJ
- Lake Charles, LA
- Las Vegas, NV
- Lexington, KY
- Little Rock, AR
- Louisville, KY
- Memphis, TN - 2 locations
- Minneapolis, MN - 2 locations
- Mobile, AL
- Montgomery, AL - 2 locations
- Nashville, TN - 2 locations
- New Orleans, LA
- Oakland, CA
- Orange County, CA
- Orlando, FL
- Phoenix, AZ - 2 locations
- Portland, OR - 3 locations
- Raleigh, NC - 2 locations
- Rochester, NY
- San Antonio, TX
- San Diego, CA
- San Francisco, CA
- San Luis Obispo, CA
- Santa Barbara, CA
- Seattle, WA - 2 locations
- Spokane, WA
- Syracuse, NY
- Tampa, FL
- Tucson, AZ
- Washington, DC



**GoIWx can work directly with You, The End Customer...**

**..to provide hosting of your application and software services through partnerships...**

First of all, if you are reading this its most likely because you are looking for a hosting company who can host your Microsoft or Infor applications, or you are looking for software services like Microsoft Exchange, SharePoint, Office Communication Server, SQL Report Services or more. Secondly, the company you work with is looking for a hosting company that has the expertise and resources to manage your day to day line of business applications and IT services.

We believe your search is over and your discovery has started. GoIWx is a Partner driven organization who has devised (Y)our strategy that will maximize the service we can provide your company. With that, GoIWx works directly with end customers at times when the customer doesn't have an established relationship with a partner. So we can work directly with your company to provide hosting for the applications and software services you need, plus the professional services you need to compliment the application and services.

**So how do we do that without compromising our Partner strategy?**

**It's easy . . .**

- We sell directly to the end customer at HPSL pricing as if you purchased through a GoIWx Partner.
- Depending on what we are hosting for you, we will offer Professional Services Credits (PSC's) towards Professional Services.
- These PSC's can be used towards upgrades, project work or support services.
- The services can be performed through GoIWx or GoIWx will reach out into the partner community to connect the right resources for the right requirement.
- If a Partner is used for the Professional Services work, GoIWx will compensate the Partner with the available PSC's. If additional work is needed, the end customer can pay the partner directly for the additional services.
- If a Partner is not used for Professional Services work, then GoIWx will consume the available PSC's and bill for any additional services that are needed.

It is that easy. The end customer can work directly with GoIWx, with a Partner or with both. The bottom line is the End Customer has the best of all worlds. Working directly with GoIWx for all of its needs, working with GoIWx and a Partner of choice, or working directly with their already established and trusted Partner exclusively. This strategy cannot be beat.

As our customer you gain an IT department that rivals a Fortune 500 company. Attain greater control over cash flow with increased connectivity to your secure, backed up data, from anywhere, at anytime.



Hosting (Y)our Strategy!

## Hosting (Y)our Strategy

GoIWx is a Hosting Service Provider (HSP), Software Plus Service (S+S), and Software as a Service hosting (SaaS) IT company to Small, Mid-size, (SMBs) and Enterprise businesses. We are a partner driven organization, working through our partners, with over 1,000 of (Y)our customers connecting to applications and software services on a daily basis.

## Technology Partners

GoIWx takes great care in choosing "Best of Class" technologies in which our customers businesses reside. We are proud to work with the companies below. They are listed in no particular order.

**Microsoft** is committed to being a responsible industry partner by working with businesses, communities, and governments to help advance social and economic well-being and to enable people around the world to realize their full potential.

**TW Telecom** is one of the top three business Ethernet service providers nationwide. But what really sets them apart from other providers is a deep-rooted, customer-first mindset at every level of their company, from our CEO on down. No bureaucracy or runaround, just committed people who listen carefully, respond quickly and make things happen. Maybe that's why over 80% of our customers say they'd recommend us with confidence.

**Dell** is the world's leading computer systems company. They design, build and customize products and services to satisfy a range of customer requirements.

**Cisco** enables people to make powerful connections—whether in business, education, philanthropy, or creativity. Cisco hardware, software, and service offerings are used to create the Internet solutions that make networks possible—providing easy access to information anywhere, at any time.

**Network Appliance (NetApp)** is an industry-leading provider of storage and data management solutions. We bring unmatched simplicity to the complex world of data management through data-center-proven solutions for storing, managing, protecting, and retaining corporate data.

**ExtendASP** has over 15 years in the Hosting marketplace, their team knows all the trials and issues that hosters go through. With their ties to the HMC platform, they plan on supporting all future versions, and enhancing HMC with features it doesn't currently supply. They have a commitment to their current clients to deliver the most feature rich HMC system in the marketplace. To that end, they are constantly adding new features.

**Postini** Filters out all messaging threats including spam and viruses before they reach our networks. By routing inbound and outbound email through data centers, our administrators activate robust security policies that keep your organization secure and compliant.

**BlackBerry - Research In Motion** With the BlackBerry® Alliance Program our company gains access to industry-leading resources in development, marketing, sales and training that help us expand your business opportunities and realize your full potential.

**Scribe** Scribe Insight has been specifically designed to support the effective deployment of a number of market leading business applications or Software as a Service (SaaS) platforms, including but not limited to Microsoft Dynamics CRM, Microsoft Dynamics GP, Microsoft Dynamics NAV, and Microsoft Dynamics AX.

**VMware** GoIWx is a member of the VMware Partner Network - Service Provider Program.

**Zenith InfoTech** Zenith's Managed Services Back Office combines the software, people and processes to help your business grow. Intelligent monitoring, NOC services and industry leading anti-virus and remote management software are included in these services. Learn why over 4000 IT Service Providers have chosen Zenith as their Managed Service Partner.

**Symantec** is focused on helping customers protect their infrastructures, information, and interactions. Headquartered in Cupertino, CA., Symantec has operations in 40 countries.

**SayIT** are experts who work for and with Microsoft in the HMC, DDC space and provide implementation services for top hosting companies around the world.

**Midwave** is an IT services firm dedicated to helping medium to large companies and government agencies tackle the most complex IT issues. Through a wide spectrum of capabilities ranging from macro level advisory services to niche, deeply technical integration and support services, Midwave helps our clients see the forest, the trees, and the leaves. We call it Design-Build IT Services™.

**Northland Systems** has been providing IT solutions to over 4000 clients in small business, government and Fortune 500 companies for over a decade now, developing unique solutions to fit their changing needs.

