



CONSULT | DESIGN | BUILD | RUN

Transform Your Operations

CBTS provides a complete suite of end-to-end IT and communications solutions that allow businesses and organizations to improve operational efficiency, mitigate risk, enable innovation, and reduce expense.

We will evaluate your IT environment and select the technologies that directly align with your organization. This gives us the ability to create innovative, growth-driven solutions that are tailored to your needs.

CBTS Key Competencies

Whether your goal is to build complex architectures, implement a **dynamic cloud strategy**, deploy a **unified communications** solution, utilize managed **data center** services, or **protect your data** from unforeseen occurrences, CBTS is fully equipped to deliver end-to-end infrastructure and solutions.

CBTS' cutting-edge cloud services, built around our state-of-the-art Virtual Data Center infrastructure, have enabled many businesses to transform their operational models without compromising the security and integrity of their mission-critical data.

What Our Clients Are Saying

“CBTS has demonstrated every attribute we were looking for in a partner. You can call it the three Cs: Capability, Commitment, and Cost. They have done everything we’ve asked of them with a sense of urgency, and beyond that, they (brought) strategic thinking to us that reinforced our view of them as a partner.”

Mitchell Habib, CIO, Nielsen

Cloud Infrastructure

Choose CBTS' dynamic cloud services to grow your business

- Virtual Data Center (VDC)
- Public, Private, & Hybrid Cloud Environments
- Virtualized Servers, Storage, Data Backup & Networking



Applications

Take advantage of our managed services and on-premise support

- Unified Communications (including IP Telephony, video conferencing, contact center)
- Information Security
- Oracle, SAP and more



Consulting Services

Work with highly skilled experts to maximize your IT investment

- Professional Services
- Staff Augmentation
- Outsourced Recruiting
- Project Management





Ascend with CBTS Clouds – The Financial Equation

According to a Gartner study, 20 percent of businesses will not own IT hardware by 2012, due to the rise of cloud enabled services. Why? These businesses will be attracted to the scalability and pay-as-you-go benefits made available through virtualization.

Do You Need Cloud Services?

To make the right choice, you must decide whether your business requires a capital or operating expense solution. CBTS is prepared to manage either situation. The following chart will help you analyze your business needs.

Check List	Capital Expense Solution (In-House)	Operating Expense Solution (Cloud)
Stand-up Cost	Large initial capital outlay; often requires additional staff	Minimal capital outlay with monthly operating expense; engineering expertise included
Operating Costs	Requires real estate, utilities, and staff, plus monitoring and management software or a partnership with CBTS	Included in monthly payment
Management	Often requires additional staff or a maintenance contract with a technology partner like CBTS	Included in monthly payment; ability to redirect IT staff to other business-centric activities
Maintenance	Requires additional capital outlay for technology upgrade and break/fix	Technology refresh and break/fix option can be included in the monthly payment; ability to redirect IT staff to other business-centric activities
Utilization	Average utilization is between 40% and 70% (or as low as 15% with virtualization); often requires overbuy for future growth	Pay for utilization; scalable as your needs change
Availability	Difficult to achieve Tier 3 metrics in corporate-owned data centers	24x7x365 staffing, 100% redundancy, SLAs, 7 layers of security, and multiple data centers
Scalability	Requires purchase when current infrastructure is at capacity	On demand via portal; automatic burstable bandwidth to handle unexpected loads

Leading Technology Partnerships

Our partnerships with the best-of-breed technology providers allow us to offer you the most current technology and services. Whether you take advantage of our managed services or require on-premise solutions, we can provide the resources you need to build, maintain, or upgrade your IT environment.

Our Partners Include:



And many more.