



Bringing Enterprise Solutions to the On Demand Marketplace



The MSI Portfolio of IT Solutions

MSI Systems Integrators aggressively seeks out IT innovations as well as proven hardware and software products, incorporates them into enterprise solutions and tailors those solutions for customers competing in the on demand marketplace.

MSI's unrelenting commitment to excellence is reflected in a business model that places a premium on technical skills. Fully 45 percent of our employees are engineers and solutions architects. Trained to the highest levels in the industry and experienced in multiple IT environments, these experts ensure that each enterprise solution drives MSI's customers' competitive edge and profitability. The proof of the success of this exceptional commitment is reflected in MSI's growth in top line revenue of 86 percent over the last four years.

Founded over a decade ago, the company is headquartered in Omaha, Nebraska, and has offices throughout the central and western United States.



● *An IT Solutions Architecture for Your Business*

As a successful executive, you know that the marketplace is sophisticated and always challenging – and you wouldn't have it any other way. It's the place that's defined you and your organization. It's been the canvas for your skills as a creative problem solver.

Responding to Customers on Demand

And yet you've come to see that there has been a metamorphosis in the underlying character of your competitive environment. In today's market, a product or service must adapt to volatile and unpredictable customer demands. Not once a year, not once a month, but day by day, hour by hour.

And not because one segment of your corporate structure is resilient, but because all of it is – from top to bottom, end to end. This capacity to react enterprise-wide to the new marketplace is what you've come to know as being responsive to customers on demand.

MSI is prepared to help you address the on demand marketplace in the only cost-effective way possible – enterprise-wide. Our analysis targets the underlying business processes that control performance throughout your corporate structure. The result will be solutions tailored to encompass all connections, opportunities and resources that make the difference in the color of ink on your balance sheet.



● *MSI Enterprise Solutions*

Too often, attempts to maximize IT effectiveness are fragmented and compartmentalized. MSI, however, uses a very different strategy. We understand that IT issues are always interrelated. For example, solving security concerns may involve addressing data management practices or simplifying your IT structure could require integrating software applications. Rather than applying a partial fix, MSI considers your enterprise's entire system as well as its interaction with your business processes.

To organize an approach to solving the innumerable problems a business may face, MSI focuses on a portfolio of eight primary solutions.

● *Enterprise Management Solutions*

It's hard to imagine any function of an enterprise operating without an IT system. It's easy, however, to imagine the disruption, frustration and costs that result when systems are down or performing poorly. To boost the efficiency and reliability of your IT system and to maximize its potential for improving business processes, MSI offers Enterprise Management Solutions.

Enterprise Management Solutions use the strength of IT to manage its own functions, such as monitoring software inventory, using tape backups, tracking system changes, and reporting system utilization. The result is a reliable and well-managed IT system that saves time, increases responsiveness, and reduces the human effort required to maximize IT operations throughout your enterprise.

● *Enterprise Security Solutions*

Worms. Viruses. Trojan horses. Theft by eavesdroppers, destruction from hackers.

A vulnerable IT system faces threats that can cripple your business, interrupting day-to-day operations, reducing the competitive advantage of your organization, exposing you to legal liability for violating privacy or security regulations, and damaging your reputation among consumers.

MSI's Enterprise Security Solutions consist of a review of your business's security goals, a thorough assessment of its risks and an intensive analysis of its vulnerabilities. MSI's Architects can then design and deploy security measures that integrate key technologies to provide comprehensive protection while keeping pace with the constantly changing requirements of today's on demand business environment.

● *Business Intelligence Solutions*

Somewhere within the massive volume of data collected by your company lie answers to an array of critical business questions: which customer will buy your new product, when do market trends justify expansion, where can you save money in your operations, how is your financial performance best measured? But to transform your data into useful knowledge, you must locate the right information, transfer it into a format designed for analysis, interpret it and apply the results.

MSI's Business Intelligence Solutions give you the tools to carry out all of these functions in a carefully coordinated sequence. Using a specially designed combination of IT products and services, MSI's architects give you the capacity to create a knowledge base that is far-reaching, expanding and practical in its application.

● *Business Integration Solutions*

IT systems don't evolve in a neat, uniform fashion. In fact, they are likely to consist of a combination of packaged, customized and legacy applications that, when forced to work together, are sluggish, inefficient and subject to unacceptably high error rates. As a consequence, even critical business functions may require manual intervention to bridge the gap among applications.

Using MSI's Business Integration Solutions, our architects will transform your IT environment into a seamless system that includes your diverse internal applications as well as those of your customers, suppliers and business partners.

● *Business Continuity Solutions*

Traditionally, fire and tornadoes have captured the attention of executives responsible for maintaining continuous business operations. In the contemporary business environment, however, it's an extended loss of networking capacity that is likely to result in catastrophic business damage.

While MSI's Solutions Architects recognize the significance of the traditional approach to ensuring business continuity, they realize that today it must also incorporate a strategy for maintaining continuous IT service. Business processes, whether a 24-hour customer support center, a supply chain management system or web-based sales, are the foundation of your business and must be protected as aggressively as data itself. MSI's Solutions Architects will design an enterprise-wide approach that lowers risk, mitigates disruptions and reduces recovery time.



● *Content Management Solutions*

Today your business receives information from a variety of sources, including handwritten reports, photographs, e-mails, computer files and web postings. Stored in file cabinets, isolated in IT systems spread throughout the company and locked in individual e-mail accounts, this information is expensive and labor-intensive to locate and use.

MSI's Content Management Solutions allow access through a single interface to all of the information within your enterprise. The solutions transform all types of information into a digital format, store it in one location, and sort it into files for efficient search and retrieval. Content Management Solutions make your information quick to access, simple to organize, inexpensive to store, and easy to secure.

● *Output Management Solutions*

Printing documents, whether with ink on paper or pixels on monitors, occurs hundreds of thousands of times a day in companies around the world. And yet, cost containment efforts seldom give serious consideration to print management expenses that can run as high as \$30,000 for every \$1 million in revenue.

MSI's Solutions Architects understand that 95 percent of those costs are buried in operating expenses, inefficient business processes and lost employee productivity. MSI brings its customers enterprise-wide output management solutions by

- eliminating redundant devices
- creating compatibility with back-end systems such as servers and storage
- identifying inefficient maintenance contracts
- streamlining output management processes
- slashing lost employee time

● *Infrastructure Simplification Solutions*

Today's IT landscape is littered with unused hardware and software spread physically across entire corporate structures. With these fractured IT systems, companies are challenged to contain costs while adapting to the pressures of an on demand marketplace.

MSI's Infrastructure Simplification Solutions offer a cost-effective passage out of the crippling expense of maintaining systems that aren't meeting corporate needs. That passage consists of a long-term approach to cost containment that doesn't replace but systematically leverages, redeploys and consolidates current IT assets.

Solution Components

MSI's Enterprise Solutions are implemented through Solution Components, which consist of hardware and software products and services. MSI's architects design Enterprise Solutions by selecting the kind and combination of components that will best address your business problems. Because MSI partners with more than 30 premier vendors in the industry, the architects are able to select the precise component right for your specialized situation.

There are six categories of MSI's Solution Components:

 ***Enterprise Software & Services***

 ***Servers***

 ***Storage***

 ***Networking***

 ***Print & Output***

 ***Data Center Facilities***

The MSI Portfolio of IT Enter

SOLUTION COMPONENTS	Enterprise Management	Enterprise Security	Business Intelligence	Bu Inte
 Enterprise Software & Services				
 Servers				
 Storage				
 Networking				
 Print & Output				
 Data Center Facilities				

Solution Components

 Enterprise Software & Services		 Servers		 Storage	
PRODUCTS	SERVICES	PRODUCTS	SERVICES	PRODUCTS	SERVICES
Websphere	Content Management	zSeries	Performance Tuning	Shark	Storage Consolidation
Tivoli	Data Management/ Warehousing	iSeries	Systems Migration	SVC	Storage Management
DB2	Application Development	pSeries	Systems Management	Disk	Disaster Recovery (DR)
Lotus	Portal Services	xSeries	Server Optimization & Virtualization	Tape	Backup & Recovery
Customer Relationship Management Software	Workplace Collaboration	Blade Center	High Availability Services	Directors	Electronic Vaulting
Passport Advantage	Project Management	High Availability Software	Logical Partitioning (LPAR)	Switches	Virtualization
	Software Maintenance	Management/ Performance Software	Remote Workstation Services	Management Software	Picture Archiving & Communications Systems
	Product Affinity Services	Security Software	Linux Migration Services	Security Software	
		Linux			

SOLUTIONS

Business Integration	Business Continuity	Content Management	Output Management	Infrastructure Simplification

Networking	
PRODUCTS	SERVICES
Switches	Video Conferencing Services
Routers	Network Security Services
Complete Networking Hardware	Virtual Private Networking (VPN)
Wireless Networking Equipment	Networking Assessments/Audits
Video Conferencing Equipment	Wireless Services
Network Security Equipment	Content Switching
Gateways	Carrier Services

Print & Output	
PRODUCTS	SERVICES
InfoPrint Manager	Enterprise Print Management
InfoPrint Server	Distributed Print Management
Content Manager On Demand	Print Production Management
Printers	Data Center Print Consolidation
Printing Supplies	Print Management Assessments

Data Center Facilities	
PRODUCTS	SERVICES
UPS	Hosting
Generators	Relocation
Management Software	
HVAC	
Environmental Systems	
Physical & Environmental Changes	
Rack System	

Testing Solutions Live

It's one thing to read a product description and something very different to experience a working solution live. As a result, we've built a laboratory in which you can handle, view and test products – the Technology Enablement Center (TEC™).

Collaboration generates the magic of a private briefing at an MSI TEC. The interaction of your team and ours, whether at the white board or hands-on with hardware, will inspire new ways to think about your immediate needs while establishing a framework for future growth. Together we'll analyze your operational needs along with your current IT environment, and within this realistic setting demonstrate the power of MSI solutions.

Stepping Back

MSI's TECs create the ideal conditions in which to address enterprise issues – the latest innovations in technology, an off-site location, a team to facilitate the process and a full menu of ideas. For you and your staff, it's a chance to step back, refine your understanding of your problem and test, question and analyze the alternatives.





MSI
systems integrators





The MSI Portfolio of IT Solutions



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