

Corporate Profile 2012

Centix is unusual

Centix is not satisfied with the conventional manner of doing business.

We may be called stubborn, obstinate or determined. Just don't call us ordinary.

By acting differently, Centix has emerged as the largest independent Belgian ICT Virtualization consultant



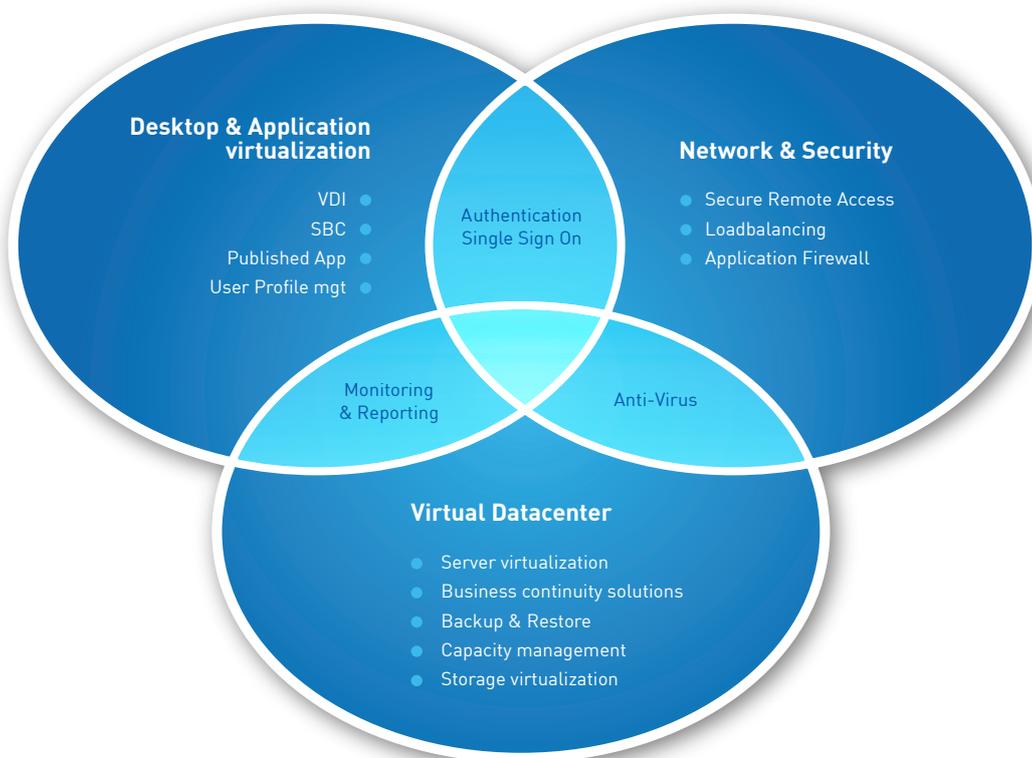
This unique strategy permits Centix to deliver unusually good results.

Centix is **not...** just another ICT consultant

We have chosen a clear niche and expertise: our certified engineers and architects are focused on virtualization solutions. But we have also a broad experience with ICT infrastructure.

We are not a 'one-stop-shop' ICT company. We are focused and specialized. For the few things we do, you will not find a better partner.

Come and challenge us for :



Our engineers and consultants will advise you towards an optimal solution. This means a fully operational infrastructure. Therefore we go beyond the virtualization technology as such and integrate components for:

The Centix team will not only **Advise**, but also **Design**.

Off course our expert engineers will **Implement** and **Support** these infrastructures for you.



Partnerships

with the best technology providers...

Centix' solutions are based on 'best-of-breed' architectures. We combine proven technologies from market-leading vendors. Our relations with these vendors are based upon mutual trust and commitment. We invest in training and knowledge; the vendors back us with short support lines and technology previews.

Our main partnerships are:

- Citrix** Gold Solution Advisor
- VMWare** Enterprise Partner
- RES Software** Gold Partner
- NetApp** Silver Partner - Prof. Services Certified
- Veeam** Gold Partner
- Virtual Sharp**
- Trend Micro** Silver Partner
- Microsoft** Silver Certified Virtualization Partner



These virtualization solutions are complemented with technologies from following vendors in order to offer You an end-to-end virtualization architecture:



People

are our most important assets...

Centix is a Virtualization Competence Center. All our people share the same passion and help each other on the various individual assignments by sharing knowledge. Therefore, when you engage a Centix engineer, you are not just engaging that individual but you will benefit from the knowledge of our complete team.

Knowledge is something one must invest in. Experience is invaluable; Training will enforce experience and provide new insights. That's why we at Centix highly value training and certification.

Here's an overview of some relevant technical certifications that our people have:

Citrix Certifications

- 2 x Citrix Certified Infrastructure Architect (CCIA)
- 5 x Citrix Certified Enterprise Engineer (CCEE/CCEA)
- 10 x Citrix Certified Administrator for XenApp (CCA)
- 6 x Citrix Certified Administrator for XenDesktop (CCA)
- 4 x Citrix Certified Administrator for XenServer (CCA)
- 3 x Citrix Certified Administrator for NetScaler (CCA)
- 3 x Citrix Certified Administrator for Provisioning Server (CCA)
- 2 x Citrix Certified Administrator for Edgesight (CCA)

VMWare Certifications

- 1 x VMWare Certified Design Expert (VCDX – in progress)
- 6 x VMWare Certified Professional (VCP5)

NetApp Certifications

- 3 x NetApp Certified Data Administrator (NCDA)
- 2 x NetApp Certified SAN Implementation Eng (NCIE-SAN)

7 core values

guide our way of thinking, acting and being.

Reputation

Fair pricing

Prudence

Integrity

Commitment

Service quality

Independence

CENTIX' strategy is to **grow** further as a **strong, independent** ICT company with respect for our **7 core values**.

Centix was founded in 2007 by three experienced ICT architects. Since January 2012, Econocom has invested in the company. Being an Industrial partner, Econocom further encourages the focus as a virtualization competence center company.

The 3 founding partners still own a majority of 60% of the shares and are involved in the day-to-day management of the company and its Customers. This construction is our best guarantee to the respect of our core values.

The board of directors with respective management responsibilities are:

Wilfried Baeten	CEO and Sales & Marketing
Kris Van Opstaele	COO and Desktop Virtualization Technologies
Erik De Nert	CTO/CFO and Datacenter Virtualization Technologies

“Growth is not a random phenomenon; it is the result of the consistent way we do business.”

- Allan McCollum -

Since our start in 2007 we have accomplished a healthy growth every year.



Typical projects...

for confidentiality reasons without names.

An organization with about 1.000 PC users migrated to a Virtual Desktop architecture. Centix designed and implemented a Citrix architecture. We used a mix of XenDesktop VDI and XenApp published desktops. Both XenApp and XenDesktop are provisioned with Citrix Provisioning Server and run on a Citrix XenServer hypervisor.

Several of our customers, International industrial groups, searched for a solution to give service desk and system engineering more insight in the dynamics of a Citrix solution. We implemented Citrix Edgesight as a monitoring and reporting tool on the Citrix components which provides end-to-end insight in the data-flow and performance.

A service organisation had consolidated their datacenter using VMWare technology. As a next step they looked for guidance to design and implement a disaster recovery solution. Centix performed an RPO/RTO (Recovery Point / Time Objective) analysis and designed the VMWare environment in the backup location accordingly. We implemented VMWare Site Recovery Manager to guarantee disaster recovery SLA's.

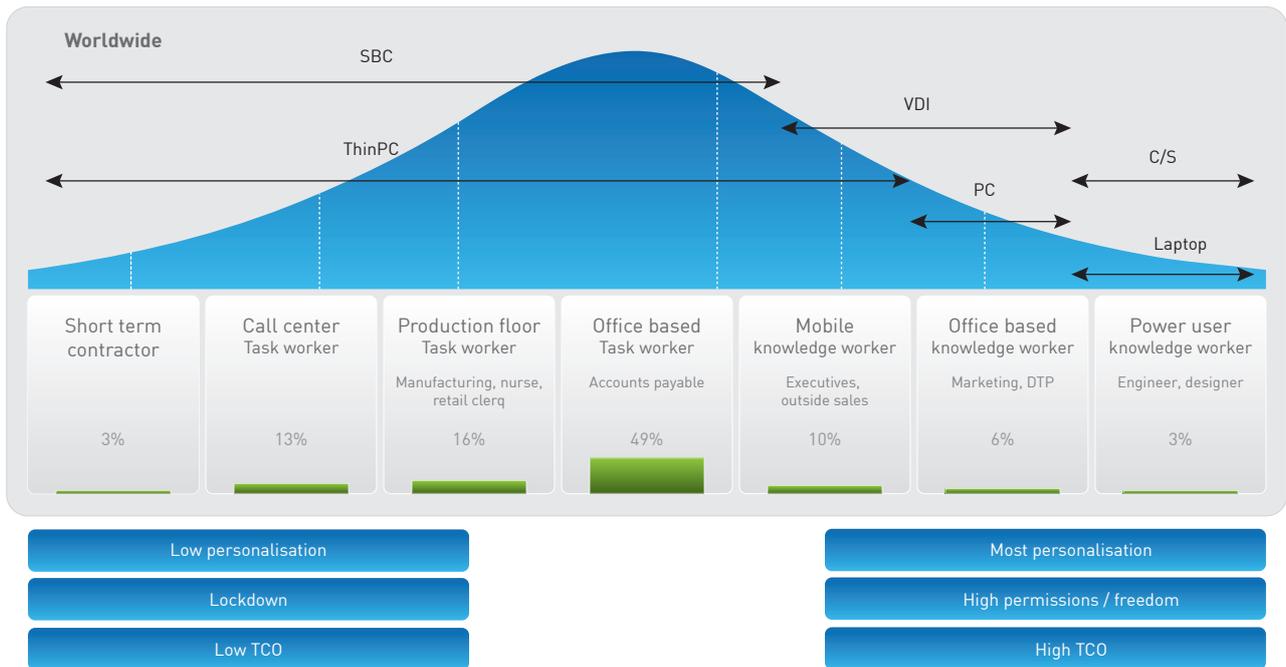
A large education organisation looked for a load-balancing and application firewall solution. Centix delivered and implemented Citrix Netscaler as load-balancing solution for all their public and student-oriented websites. Furthermore, the Netscaler solution will also provide layer7 application firewall protection.

These are just a few examples of our Customer assignments. Our projects vary from expert system engineering for a few days, up to long term assignment of dedicated staff. We perform project based assignments and recurring support tasks. Our Sales team has a very in-depth knowledge of the licensing models of the various Virtualization vendors. They can assist you in choosing the optimal licensing model and they will make sure your licenses never expire by reminding you in due time all required renewals.

Centix is a technology provider, not bound to any specific business sectors. Our Customers can be found in all sectors: Government; Education; Industry; Logistics; Services; Banking etc.

Centix Expertise in Desktop & Application Virtualization

Many organizations have migrated or think about migrating towards a 'Workplace as a Service' desktop (WAAS) model. Main drivers are flexibility and agility of ICT towards the end-users and decreasing Total Cost of Ownership for the Desktop services.



Centix can help you by:

Analyzing your environment and making recommendations for an optimal WAAS architecture based upon the requirements from your end-users, applications and company topology.

Design & Implementation of the market leading solutions:

- Citrix XenApp based Hosted Shared Desktops
- Citrix XenDesktop based Virtual Desktops
- VMWare View based Virtual Desktops

Optimization and management of the environment by using technologies like:

- Citrix Provisioning Server for managing server and desktop images
- VMWare View Composer for managing desktop images
- Application virtualization using Microsoft App-V or VMWare ThinApp
- Monitoring the desktop with Citrix Edgesight
- Application assessment and Windows7 migration with App-DNA

User profile management determines the acceptance of the solution by your end-users. Nowadays there are many approaches addressing this challenge. Centix can assist you with their expert advice on this matter and the implementation of solutions like:

- Citrix User Profile Manager (UPM)
- Citrix RingCube
- VMWare Persona Management
- RES Workspace Manager

Centix Expertise in Networking & Security

Cloud enablement of applications and desktops is a major trend. New challenges arise and Security gets the highest priority.

Centix has in-depth competences on the Networking & Security solutions from its preferred vendors.

Typical projects cover

Secure Remote Access to virtual desktops or other internal systems, using

- Citrix NetScaler Access Gateway
- VMWare Security Manager

Load balancing of Web Servers or Microsoft Exchange and SharePoint installations with the NetScaler Application Delivery Controller.

Application Firewall with NetScaler, providing a comprehensive application security solution that blocks known and unknown attacks targeting web and web services applications.

WAN Optimization using the NetScaler Branch Repeater. This tool optimizes the user experience for all services delivered to branch offices and mobile users for applications such as Citrix XenDesktop, Citrix XenApp, Microsoft Exchange and SharePoint etc.

Strong Authentication solutions with the VASCO tokens. Centix can deliver and integrate the VASCO solutions with your VDI or SBC solutions.

Centix Expertise in The Virtual Datacenter

Virtual Server Infrastructure has become a cornerstone of state-of-the-art datacenters. Since its start, Centix has specialized in the design and implementation of Virtual Server Infrastructure architectures. As the technology has now reached maturity and is broadly adopted, focus shifts to the manageability of the virtual infrastructure.

Our Expertise covers all disciplines such as:

- Business continuity planning
- Backup & Restore
- Monitoring
- Capacity planning
- Efficient Anti-virus management
- Storage virtualization



Server virtualization

State-of-the-art design and implementation of the market leading solutions such as VMWare vSphere, Microsoft Hyper-V or Citrix XenServer.

Backup and Restore

Classic backup solutions are build for the physical world. Backup & Restore with these tools will not give the expected results or will invoke much longer restore times than allowed through the Service Level Agreements with your business.

Centix advises Veeam Backup & Replication.

Disaster Recovery

Once servers are virtualized, the question of Disaster Recovery Planning (DRP) becomes a 'next-priority'.

Centix has developed an approach to assist organizations with their strategy. This approach starts with an analysis of applications and SLA's in order to determine per application the required recovery time objective (RTO) and maximal allowed data loss (RPO – Recovery Point Objective). Based upon these objective data, the adequate Disaster Recovery Plan and Architecture can be defined.

DRP solutions itself will consist out of:

- Data Replication solutions
- Recovery Runbook solutions
- DRP monitoring solutions,
- DRP testing

Centix recommends in this domain solutions like Veeam Backup&Replication, VMWare Site Recovery Manager or VirtualSharp ReliableDR

The Evolution of Disaster Recovery Assurance



IT Service Recovery Oriented	Disaster Recovery Assurance <small>Reliable, automated, non-disruptive, business policy-based, configuration drift control, measurable, certifiable RPO/RTO</small>	Automated Process
Recovery Plan Oriented	Disaster Recovery Testing <small>Complex, labor intensive, infrequent testing, no configuration drift control, highly disruptive, uncertain RPO/RTO</small>	↑
Data Protection Oriented	Replication <small>Block & file level, synchronous, asynchronous, snapshot, CDP, manual failover</small>	↑
	Backup & Restore <small>On-site tape, tape stored off-site, labor intensive, slow recovery process, unreliable recovery</small>	Manual Process

Datacenter security

Anti-malware management of virtualized infrastructure is a very specific, but important, discipline. A beautiful marriage in this field consists of combining 2 solutions from market leading vendors. Centix is certified in both technologies, and recommends this approach in their best-practices blueprint.

VMware vShield is a rich set of perimeter network security services including DHCP, NAT, firewall, VPN and web load balancing help secure the datacenter from network based threats.

Trendmicro Deep Security ensures server, application, and data security across physical, virtual, and cloud servers, as well as virtual desktops. Deep Security operates on the Hypervisor level, integrating with VMWare vShield, and offers immediate and agentless protection of Virtual Machines, including servers and virtual desktops. This way, a much higher VM and VDI density can be achieved making this product the primary choice for virtual environments and VDI deployments.

Monitoring and Operations Management

As more and more critical environments are being virtualized, traditional tools for operations management are becoming insufficient and don't provide the controls needed to effectively manage these environments.

Specific monitoring and capacity planning solutions recommended by Centix are:

- VMware vCenter Operations Management Suite
- Veeam ONE

Centix provides services both in the technical setup as in the interpretation & recommendation phase once the tools are in productive use.

NetApp storage

Centix architects can design and scale virtualization architectures with all major Storage Vendors. One vendor however is extremely efficient by design in the virtualization space. Therefore we have decided to offer also implementation services for this one.

NetApp is the ideal storage for all virtualization platforms thanks to its high level of integration in the virtualization layer and unique techniques for snapshots, backups, cloning, caching, deduplication and many more.

Centix is recognized as one of the few Belgian 'NetApp Professional Services Certified' Partners.



Silver Partner
Professional Services Certified

centix
VIRTUALIZATION SOLUTIONS

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