

Creating Business Values From Personal Values



CORPORATE MISSION

We are dedicated to fulfill the business needs of our customer ensuring quality of product and services.

We are a customer driven company and offered solutions are measurable.

UNIXPLUS BUSINESS ACTIVITIES

- ❖ Ensure availability of IT Infrastructure hardware irrespective of its status or aging/end of life products(obsolete product).
- ❖ Ensuring high availability of IT Infra committed by our customer to end customer.
- ❖ We help our customers to achieve their business goals which may be target of increasing profitability for a project or organization.
- ❖ We support our customer to move from CAPEX to OPEX model for projects having small life cycle.
- ❖ 20 years of strong backend support to large AMC-FMS service providers in the field of IT.

UNIXPLUS REACH & CAPABILITY

- ❖ Unixplus has partnered with IT service providers in metro A,B & C class cities.
- ❖ unixplus observe their presence through partners as their biggest strength:
 - HQ in NCR
 - 2 Active support centers
 - 50 partners spread across north, south & western part of the country.
 - 33 Technically skilled IT hardware professionals
 - Central stocking with strong logistics tie ups to deliver spares across India.

EXPERTIES

- Hardware Expertise
(Break fix, spare availability & ready to use devices)

IBM

HP

DELL

3COM

CISCO

FUJITSU

DLINK

SAMSUNG

LENOVO

Next-Age Unixplus

- Shubham intend to create next age business values out of the personal values created in past two decades.
- To serve our customers with existing and emerging technologies, we have expanded our board by adding industry veterans.
- We are ready to serve upcoming IT system integrators & T3 SI for entire lifecycle of a business case starting with pre sales function to sales to implementation till end of O&M phase.

What are the common challenges faced by upcoming IT system integrators

1. Weak presales functions because overall market lags availability of subject matter specialist. Most of SME are engaged with T1 & T2 players and there is a large gap in T3 or new SI segment(Needless to say that this function builds or break client trust on you and is key to make or break a deal)
2. Lack of skills to conduct POC (Needless to say that POC is a verification for the sake of business continuity and avoid any failure.
3. Failure to implement project IN DEFINED TIME LIMIT leading to depletion o f project margins.
4. Training and handholding of client and making him aware of implemented solution. This is key factors to obtain timely sign off and build long term trust with clients.
5. Cost effective operation and maintenance support including deployment of manpower as per the need of the project.

Unixplus to be your virtual pre-sales/solution architect, implementation and post implementation partner.

WELCOME ON BOARD

UNIX⁺

Ramanuj Prasad Singh



Make notes here

Gold medalist – Electronics
PRINCE 2,CCSA, CCNP, MCP, ITIL V3,
HP-APP, Solution Architect – AWS &
VMWare

Unix⁺

Unix+ is a venture started by **Ramanuj Prasad Singh** who possess **2 decades** of experience in IT Infrastructure Management covering areas of Data Centre Services and Telecom Application/Technical Architecture.

With ample expertise of the field and results-oriented approach, we provide **high-end technology solutions** as per the client's requirements including installing, upgrading and enhancing IT facilities.

Besides high-end technical solutions we also assess, design, develop and deliver **technical training solutions** at all levels of staff for multiple technical functions.

Unix+ offers a full range of services to help clients to increase the effectiveness of implementation of solutions. Our Services include:

- Database Production Support
- Team Management & Training
- Agile Project Management
- Estimation & Proof of Concept
- Vendor Management
- Escalation Management
- Application Enhancement and Migration
- Disaster Recovery/BCP
- AWS Solution Architecture

Areas of Expertise

Training

- Amazon Web Services (AWS) solution architect- Associates
- ITIL Foundation Practitioners
- Prince 2
- CCSA – checkpoint certified security administrator
- SCS storage foundation 4.0 Administration
- MCP & CCNP

Cloud Tools

- EC2
- Autoscaling
- Container
- Cloudfront
- EFS
- DynamoDB
- Redshift
- Route53
- Glacier
- Direct Connect
- RDS
- Landa
- VPC
- S3
- EBS

Virtualization

- PowerVM
- VMware ESXi
- KVM
- HyperV
- OVM
- Xen

Platforms

- AIX 5.x, 6.1, 7.1
- Red hat LINUX
- HP-UX
- Novell Netware
- SCO UNIX
- UnixWare
- Windows 2k,
- 2k3 NT 4.0

Server Hardware

- Small, Mid and Enterprise RISC Servers from IBM Power and Oracle (SUN)
- Intel Based CISC servers from HCL, IBM, ACER, DELL and HP

Working Profiles

- IT Infrastructure management
- Network management
- GNOC and Security projects
- L3 support management
- Database Implementation and Support projects

Functional Expertise

- Pre-sales support
- Platform design and solution
- Infrastructure installation and commissioning
- Platform readiness
- DB readiness and migration
- Audit & Compliance
- Post Implementation Support

Designing the solution as per customer expectations

Post implementation L3 Support for H/w, N/w, OS and Database related issues

DB Software Installation, Database creation, performance tuning, Migration of data for Expansion Projects

Certifications by Ramanuj

- PRINCE 2
- CCSA
- CCNP
- MCP
- ITIL V3
- HP-APP
- Solution Architect – AWS & VMWare

Contact Information

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Storage

- EMC Unity, VNX
- EMC Clarion
- Netapp
- IBM XIV and DS Series Storage
- HP -3PAR,EVA &MSA

Backup

- EMC Avamar
- Datadomain
- Networker
- IBM TSM
- Netbackup
- Comvault
- Hp DP

Unix Tools

- NIM server
- EtherChannel
- PXE-Remote booting
- Samba
- (Fail-over/ Load Balancing)
- LVM
- NIS
- NFS
- LVM

Patching & Monitoring Tools

- IBM Tivoli Endpoint
- BMC Remedy
- ServiceNow
- PC Anywhere
- VNC Viewer
- putty and Fsecure SSh
- Peregrine
- Hp OpenView
- BMC Patrol
- Nagios based GNOC

Born

1972

B.Sc.
Electronics

1994

M.Sc.
Electronics

1997

Crescent
Comp.

1999

Webel
Informatics Ltd.

2003

QUANTUM Net
Technologies

2006

Mahindra
Comviva Ltd.

2018

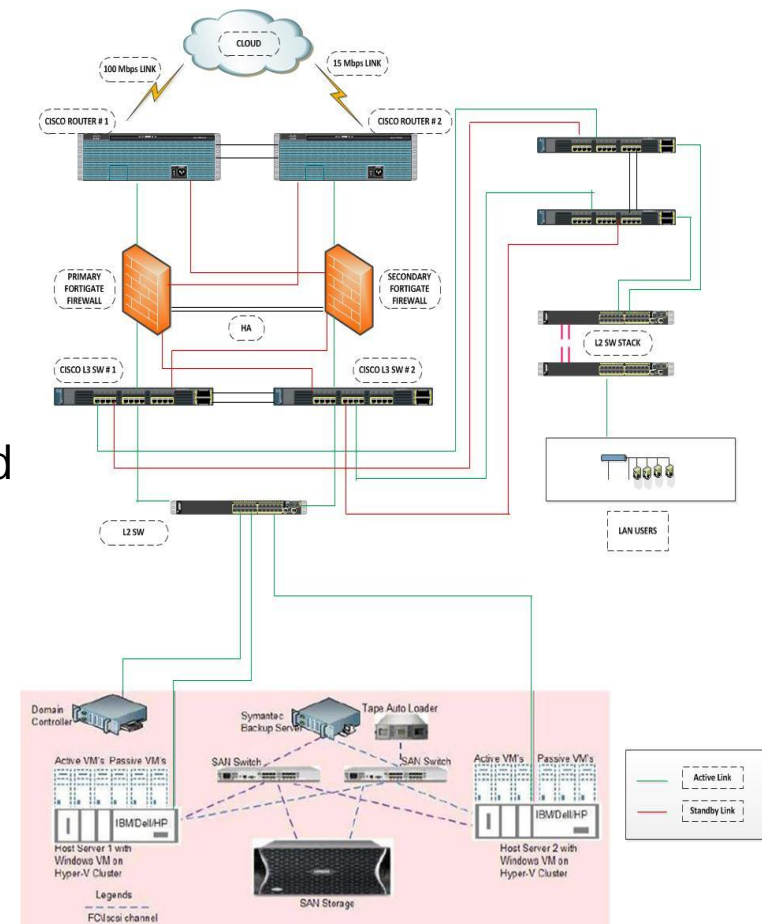
Case Study 1: Survey, Study, Implement and Migrate to a New Data Centre for a Economic Research Organization

✓ Service Location: New Delhi

✓ Scope:

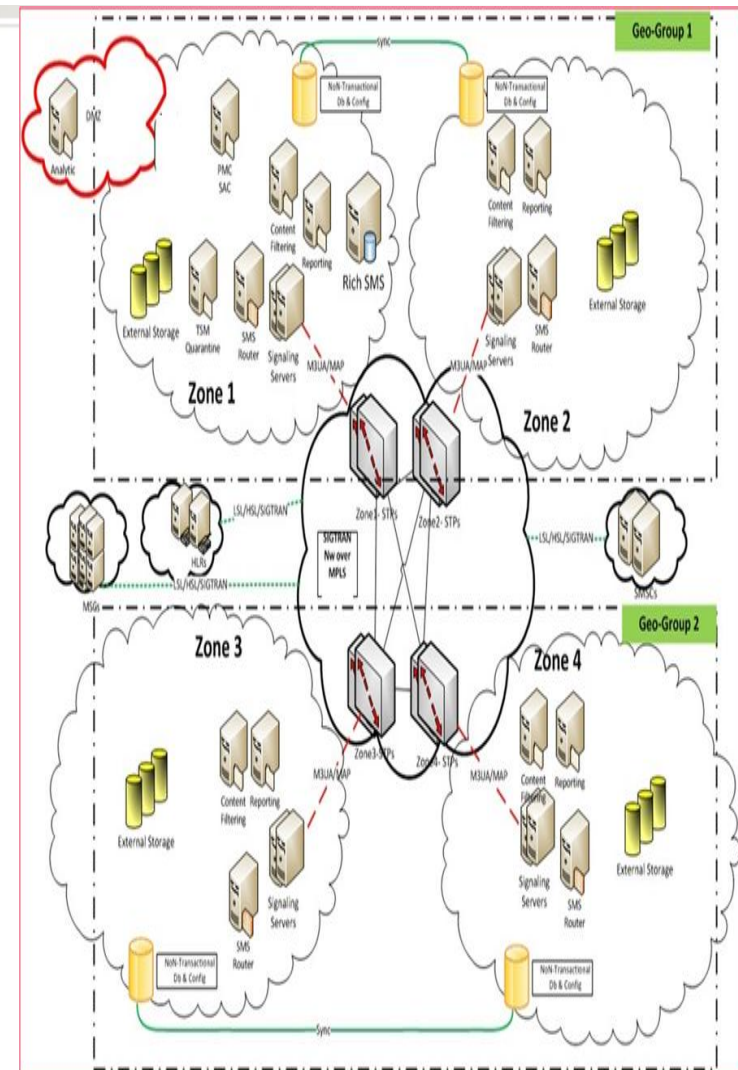
- Audit exiting DC and propose new architecture to achieve high availability as per business function of NCAER.
- Verification of BOM with respect to proposed architecture.
- Implementation of Network security; servers and backup storage including migration of current services along with data to new system.
- Give visibility with respect to the industry best practices to architecture engaged in building NON-IT infrastructure of new data center.
- Post migration support
- Shifting to entire DC to new location.

✓ No of resources deployed: 4



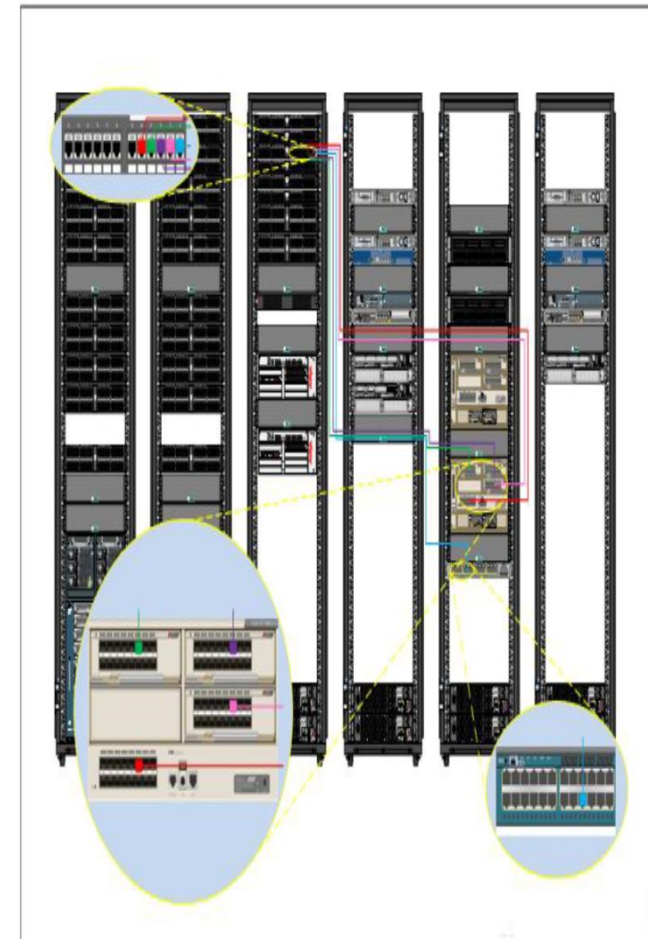
Case Study 2: Design, Supply, Implement, Maintain and Support of IT Infrastructure at DC & DR for A Premier Educational Institution in Mumbai

- Service Location: PAN INDIA
- Scope:
- Requirement Understanding – Site Survey, Hardware / Infrastructure estimation and Sizing
- Detailed Bill of Material and Specification of hardware and software platform consolidation
- Proposing Solution - High Level Architecture, Disaster Recovery Planning, Implementation Methodology, Service Delivery Approach, Scalability and Performance Requirements, High availability and Operational environment
- Design, Install, Configure, Test, and Go LIVE Support – Hardware & Software Components for Data Centre and Disaster Recovery Centre
- Post Go-Live Stabilization Support
- Operations and Maintenance Support for 2 years
- No of resources deployed: 5 (Hybrid Support)
- Duration of the Project: 9 years from 2017
- Status of the Project: successfully completed and Got customer appreciations



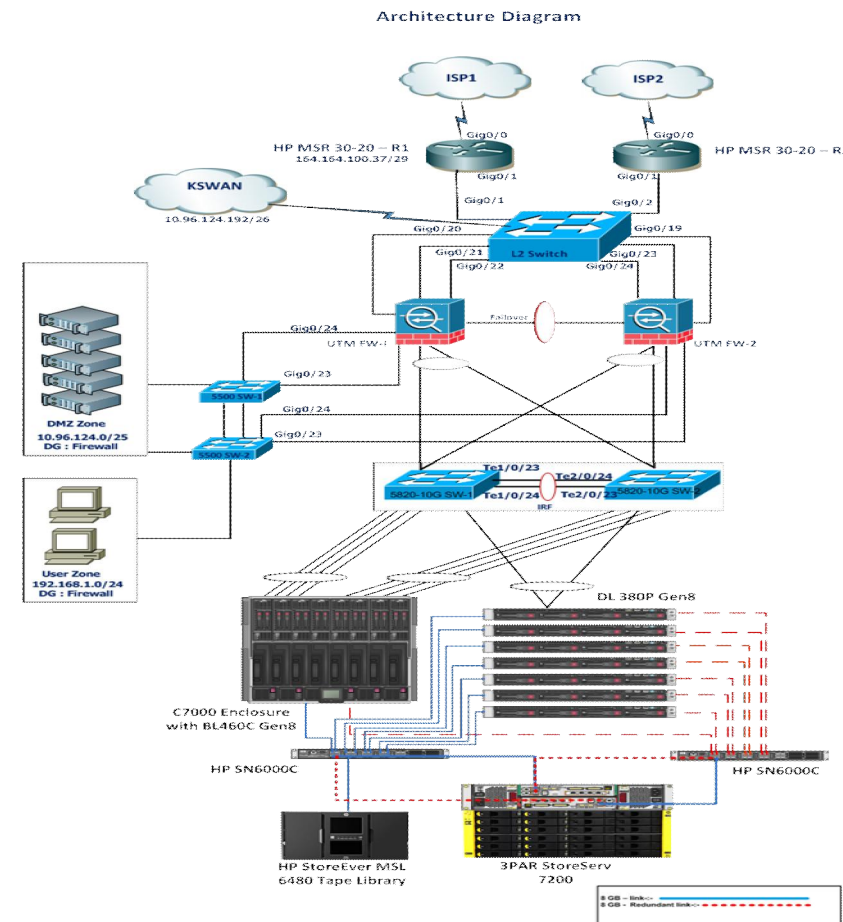
Case Study 3 : Supply, Implement, Warranty Support and Maintenance of IT Infrastructure at Data Centre for Back End Operations of a Global Retail Company

- ✓ Service Location: New Delhi (DNATA)
- ✓ Scope:
 - Install, Configure, migration and GO LIVE Support of End to End IT Infrastructure (Hardware & Software) Components for Data Centre :
 - High end Server Computing (Blade Servers)
 - Data Storage
 - Data Backup
 - Server Operating System
 - Hypervisor
 - Multi-Vendor products – HP, EMC, NetApp, Hyper V, Windows, etc.
 - Project Management
 - Co-ordination with Onsite Infrastructure Team
 - Acceptance Testing and Documentation
- ✓ No. of resources deployed : 4
- ✓ Duration of the Project: 3 months
- ✓ Status of the Project: Completed in 2016



Case Study 4: Supply, Implement, Warranty Support and Maintenance of IT Infrastructure for Data Centre to launch e-Governance Services in Urban Local Bodies in Karnataka

- ✓ Service Location: Bangalore
- ✓ Scope:
 - Design, Install, Configure and Warranty Support of End to End IT Infrastructure – Hardware & Software Components for Data Centre
 - Database Migration
 - Supply, Installation, Configuration and Migration of Application Server, Web Server, Virtualization and Backup software
 - Application Migration from Older Version to Latest Version
 - Acceptance Testing and Documentation
- ✓ No. of resources deployed : 10
- ✓ Duration of the Project: 1 year
- ✓ Status of the Project: Completed in 2016



Case Study 5: Data Centre and Infrastructure Management Support for a leading builder in Northern India

- ✓ Service Location: Gurgaon (UNITECH)
- ✓ Scope:
 - Data Centre Support and Consulting Services (HA and Backup software –Tivoli for ERP Platform)
 - Enterprise Networking Support Services
 - P series server Support Services –
 - Provisioning of Technical resources like Subject Matter Expert
- ✓ No of resources deployed: 4
- ✓ Project Duration – April 2015 to march 2018
- ✓ Status of the Project : Completed



Case Study 6: Campus Network - Switching & WIFI Solution for an Education Institution

Drivers

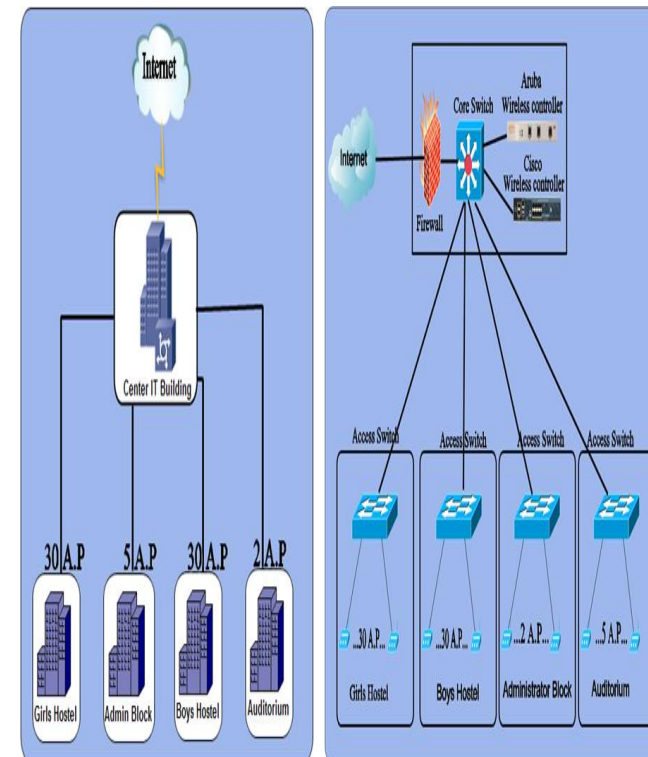
- Deploy secure wired & wireless network connectivity between buildings to make connectivity more reliable & secure.
- Isolating networks/users (Staff & Students)
- Active Directory integration for 802.1x authentication & Accounting.
- Streamline Students as well administrative tasks, from Access monitoring.
- To Simplify network management while ensuring highly reliable wireless communications
- Reduce reliance on paper and enable real-time electronic records
- Deploy a platform for wireless and other applications

Benefits

- Simple, centralized management
- Secured Wireless access with 802.1x Authentication
- Different Access policies Management for Students & Staff
- Secure, highly reliable wireless network meets demanding availability
- Wireless User Access Monitoring

Challenges

- Connectivity
- Authentications
- Manageability
- Multi vendor Environment
- Security



collaboration
SUCCESS
BUSINESS

THANK YOU

