



Telecommunications Update 4th Quarter 2011

Following the trend voice services have set with every provider offering VoIP, Cloud Services can help reduce capital expenditures for services that can be secured utilizing the Internet. Essentially, this will alleviate the need to purchase expensive hardware and software and eliminate the need for server replacement, obsolescence concerns, disaster planning and what seems like constant security upgrades and patches.

Today it's feasible to purchase just about any type of service like SAAS (Software as a Service) or email hosting which allows businesses to pay on an as needed basis and avoid costly licensing fees. This type of "Infrastructure" is becoming more and more popular in all types and sizes of businesses as they focus more and more on expenses. Cloud services allow businesses to view Internet Technology (IT) differently from a financial perspective. IT is no longer a sunk cost as Cloud allows for growth and changes to hardware and software quickly and with the flexibility to change as the business dictates.

Setup of Cloud services is minimal since most of these services are delivered through the Internet via a secure website. This is the perfect solution for mobile users who require access to these tools no matter where they may be it's also an excellent fit for at home workers. As the Internet becomes more and more accessible, and bandwidth speeds increase, Cloud driven services will increase to the end user.

It's rather important to ensure the Cloud services provider you choose is in your companies and clients best interest. Be sure to understand how the provider you are working with is managing and securing your data. The provider you choose should comply with all security and storage requirements defined by SAS 70 and SAES 16. These independent benchmarks allow for data auditing and security checks and they ensure your data is being managed by the highest of standards.

Since your connection to the Internet is your connection to all of the Cloud services, it is critical that your data circuits are properly sized, priced, scalable, and provide the necessary redundancy for uninterrupted operations.

The telecom experts at UtiliTech can provide consulting, auditing, and procurement services to ensure a successful move to the Cloud! Please call us to discuss your technical options and bottom line impact.

Remember, as a UtiliTech customer, we monitor price fluctuations and market changes for you. For over 20 years, UtiliTech has realized over \$80 million in savings and refunds for our clients!

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