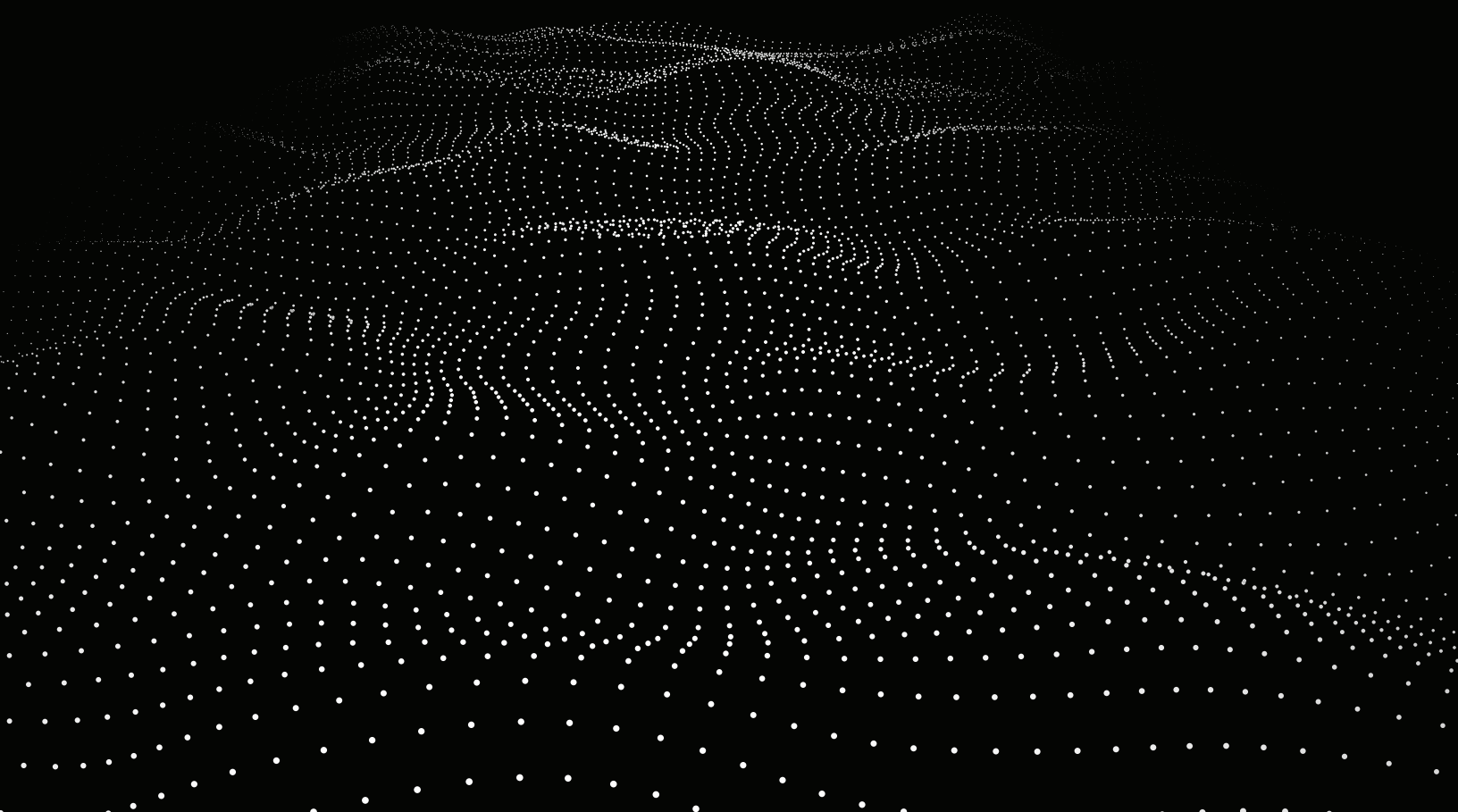Peraton

YOUR JOURNEY TO IT MODERNIZATION:
PERATON XAAS

CAPABILITIES, BENEFITS, AND COMPONENTS

INTRODUCTION

Peraton is an industry leader in On Premises Infrastructure-as-a-Service (IaaS) and Anything-as-a-Service (XaaS) solutions. Since 2003, our services have enabled federal, state, and local government agencies to transform their data center operations. As a flexible consumption model, XaaS customers benefit from efficient, affordable, and sustainable IT modernization that is conveniently delivered in a "cloud" or "cloudlike" experience.

We specialize in high-trust partnerships. With over $5B in XaaS contracts, our customers continue to rely on our services for their most critical IT systems. The XaaS model is a transformational framework serving over 30 federal customers within defense and civilian agencies.

This purpose of this paper is to define the Peraton XaaS model, key capabilities, and value proposition.

PERATON KEY CAPABILITY	XAAS EITAAS OFFERINGS
Cloud	**Purpose Built Platforms (Client-customized)** • Private, Hybrid, and Multi-Cloud • On Premises Infrastructure-as-a-service (IaaS) **End to End Data Center Solutions** • Data Center Consolidation and Optimization • Data Migration **Program Delivery-Flexible** • Program Management • Managed Services • On Demand Professional Services

Figure 1: Peraton XaaS Key Capabilities

SIMPLY DEFINED

Peraton XaaS is an as-a-Service consumption model for "utilizing" Enterprise IT Infrastructure tailored to customer preferences for OEM equipment, data center location, managed services, and on demand professional services. As a flexible infrastructure, it "scales up" and "scales down" providing elastic IT capacity to meet customer operational needs.

Peraton owns, installs, and maintains all XaaS Enterprise IT infrastructure physically located on-premises at the customer site or a co-location facility and within a government firewall. We build private and hybrid cloud infrastructures that align with the NIST SP 800-145 definition for cloud computing.

KEY CAPABILITIES

Peraton has key enterprise-class data center and edge offerings that reflect government agencies most requested technologies. For over twenty years, the XaaS team has specialized in delivering purpose-built, client-customized platforms and service options. Customers can start small by modernizing a legacy environment, and scale to multiple environments across the enterprise to innovate a full end-to-end data center solution.

The XaaS Enterprise IT as-a-Service (EITaaS) offerings illustrated in **Figure 1** are part of Peraton's Key Cloud Capabilities. Section 4. The *XaaS Model* details flexible options for program delivery and compute, networking, software, and storage technologies.

BENEFITS

COMMON CHALLENGES

Today's government IT organizations are subject to inexorable IT demands to achieve and maintain a resilient security posture, scale enterprise performance, and comply with industry standards and federal policy mandates. For data center environments, sustaining IT operations amid IT modernization initiatives add even more complexities. Threats to data security and the unavailability of mission critical systems can lead to disastrous consequences.

Our customers use Peraton XaaS to eliminate obstacles that often stagnate IT modernization initiatives. These include:

- Shifting enterprise IT/data center requirements (capacity, protection, migration/consolidation)
- Paying for underutilized/excess IT capacity
- Security and cost impacts to maintain legacy infrastructure
- Burdensome traditional capital investment with long acquisition cycles
- Inadequate, unavailable, or delayed funding for true centralized IT
- Shortage of skilled staff with technical expertise
- Lack of compliance with federal mandates
- Lack of cost recovery mechanisms
- Expired Authorities to Operate (ATOs)
- OEM vendor lock-in

CUSTOMER VALUE

The XaaS model is an efficient, flexible, and affordable path to sustainable IT modernization. As a *transformational framework*, it accelerates modernization by removing common government obstacles. It allows customers to transfer numerous burdens and risks associated with traditional IT purchases to a Peraton team of multi-vendor industry experts.

XaaS delivers value to customers in cost savings, resource optimization, and ease of use as evidenced by the differentiating factors of a "cloudlike" customer experience, multi-vendor industry expertise, and operational agility.

"Cloudlike" Customer Experience
Elasticity and Consumption Economics

As a flexible consumption model, XaaS delivers elastic IT capacity that scales to programmatic operational needs, adjusting for variabilities in workload demands and compute performance. Our customers gain cost savings on annual infrastructure expenses by paying only for actual usage or a provisioned amount of IT capacity that is adjustable monthly.

Multi-vendor Industry Expertise
Mission Enabling Productivity

Government customers gain operational efficiencies that empower their workforces to focus on business that advances their mission and vision. Our extensive relationships with leading OEMs and niche technology vendors allow us to innovatively design, deliver, and manage modern infrastructure with high functionality. Our contracts often include multiple OEM vendors to collaboratively deliver mission-enabling infrastructure.

Operational Agility
Transformational Framework for Flexible Hybrid IT

Hybrid IT blends on premises and off premises infrastructure to sustainably transform and incrementally modernize the enterprise, extending its functionality to Cloud, Edge Computing, IoT Blockchain, and Artificial Intelligence. Customers can operate with more agility, transparency, and governance over IT environments, enabling them to easily introduce and experiment with state-of-the-art technology.
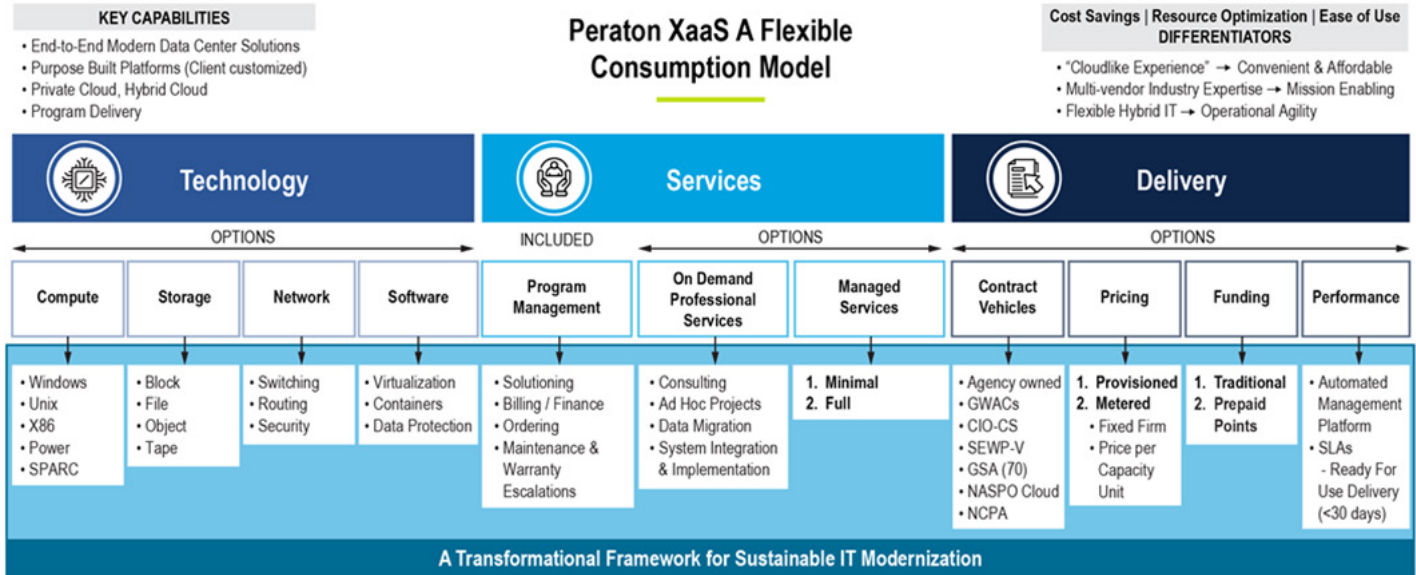
The XaaS model contains three primary components: Technology, Services, and Delivery. **Figure 2** illustrates the framework and various subcomponents that serve as the infrastructure building blocks.[1]

The Peraton XaaS team conducts customer discovery to assess and design the right solution for each customer as it relates to compute, storage, network, and software. We discuss customer technology preferences and perform a technical evaluation to comparatively analyze OEM solutions that best serves the unique work production needs of each customer. Peraton and its OEM partners collaboratively design the architecture, then deliver and manage the XaaS solution(s).

XAAS MODEL

TECHNOLOGY COMPONENTS

The chart shown in **Figure 3** lists the various categories of the technology components that serve as primary building blocks for Enterprise IT modernization. The list includes several OEM partners that Peraton frequently works with.

Figure 2: The XaaS Model

SERVICE COMPONENTS

Peraton XaaS primary service components include Program Management, Managed Services, and On Demand Professional Services as illustrated in **Figure 4**. As new customer needs arise, additional services can be easily ordered, implemented, and modified.

TECHNOLOGY OPTIONS:	CATEGORIES: INCLUDES BUT IS NOT LIMITED TO:	OEM VENDORS: INCLUDES BUT IS NOT LIMITED TO:
Compute	**Server Technologies for physical server operating system environments:** • Windows • Unix • X86 • Power • SPARC • Mainframe	• Dell • IBM • Cisco • Fujitsu • Hewlett Packard Enterprise • International Business Machines • Oracle • Super Micro
Storage	**Storage Technologies:** • Block • File • Object • Tape **Storage Area Network (SAN) Directors:** • Switches • Fiber channel extenders for Fiber Channel (FC) • Fiber Connection (FICON) • Fiber • Channel over Ethernet (FCoE) • Non-volatile Memory Express (NVME) over fabric services	• Brocade • Cisco • Cloudian • Dell • Hewlett Packard Enterprise • Hitachi • International Business Machines • NetApp • Oracle • Quantum • Scality
Networking	**Ethernet Technologies:** • Switching • Routing • Network Appliances • Security	• Aruba • Cisco • ForcePoint • Fortinet • Palo Alto Network
Software	• Virtualization • Containers • Data Protection	• Cohesity • Commvault • Rubrik • Veeam • VMWare

Figure 3: Technology Options

DELIVERY COMPONENTS

Customers can customize XaaS service delivery through various options for available contract vehicles, funding, pricing, and performance.

Our flexible delivery options offer more governance and cost predictability to customers as they navigate unique and changing needs in their modernization journey, paying only for the level of customer-driven IT capacity each month.

SERVICE OPTIONS:	DESCRIPTION:	EXAMPLES:	
Program Management	Includes program management staff. Use PM framework based on Peraton standards, Project Management Institute (PMI) and other leading industry practices.	• Program Manager • Capacity planning • Maintenance escalations	
Managed Services	1. Minimally Managed: acquire, ship, unpack, install equipment as a complete service ready solution, however, a set of prescribed operations tasks are reserved for the customer. 2. Fully Managed: full scope of Operational Responsibilities The flexibility of the model also allows for no managed services	• Ready For Use • Operations and Maintenance • Incident Reporting • SLA Related • Systems Administrator • Database Administrator • OS Management	• Event Monitoring • Orchestration • Performance trending • Engineering • Operations
On Demand Professional Services	Ordered as needed by the customer for specialized tasks outside IT operations and maintenance tasks. Includes a wide array of capabilities and functions often available as onsite or remote support.	• Specialized Project Work • Staff Augmentation • Migration Efforts	• Architecture Design • Security assessments • Application mapping and profiling

Figure 4: XaaS Provided Services

Contract Vehicles

We offer XaaS services to the public sector through contract vehicles shown in **Figure 5**, directly held by Peraton and/or indirectly held by Peraton as a result of the recent acquisitions of Knight Point Systems and ViON Corporation.

CONTRACT VEHICLE	CONTRACT NUMBER
GSA MAS (specific to IT 70 Schedule)	KNIGHT POINT SYSTEMS, LLC GS-35F-0646S
GSA Alliant 2 (GWAC)	Peraton Inc. - 47QTCK18D0011
NIH NITAAC CIO-SP3	Peraton Inc. - HHSN316201200025W
NIH CIO-CS	ViON Corporation - HHSN316201500009W
NASA SEWP V	Utilized via prime/subcontractor relationship
NASPO Cloud	Peraton - AR3115
NCPA Technology Solutions	Peraton - 01-49

Figure 5: Available Peraton Contract Vehicles

Funding

To best accommodate government agencies, operating funds can be used to incrementally purchase XaaS services monthly or as an advance purchase of points-based credit.

Options:

1. Traditional: the government is billed after services are received and upon customer acceptance using traditional invoicing practices for IT professional services. Government agencies obligate funds via a contractual instrument and may order services electronically as provided for by FAR clause 52-216-18.

2. Prepaid Points: the government can buy pre-paid credits for use throughout the contract period of performance that allow points to carry over from one fiscal year to the next. Payments for monthly invoicing drawn from the Prepaid Points balance. Point credits can be purchased at any time of the active contract. Government agencies obligate funds via a contractual instrument and may order services electronically as provided for by FAR clause 52-216-18.

Both traditional and prepaid points funding options can be used in conjunction with provisioned and metered pricing, which is described in the next section.

Pricing

Peraton calculates XaaS consumption-based pricing using a firm, fixed price per unit of capacity for each device in measurement units of RAM, terabyte, or number of network ports. Billing is based on monthly "actual usage" or a set capacity threshold that can be adjusted monthly.

Options:

3. Provisioned Rate: pricing is a monthly "order-based" amount of a customer's "forecasted" IT consumption needs and adjustable month-to-month.

4. Metered Rate: pricing is a monthly "meter-based" amount of the customer's "actual" consumed IT capacity. Peraton instrumentation software measures the actual consumed capacity of each device and provides itemized billing with firm fixed unit pricing rates by category and type of service.

Peraton may offer annual discounts, time-in-service discounts, volume discounts, and billing proration adjustments.

Performance

We provide customers with an automated management platform for vendor transparency and agency governance of IT equipment, ordered services, program financial, event monitoring, incident management, and performance reporting.

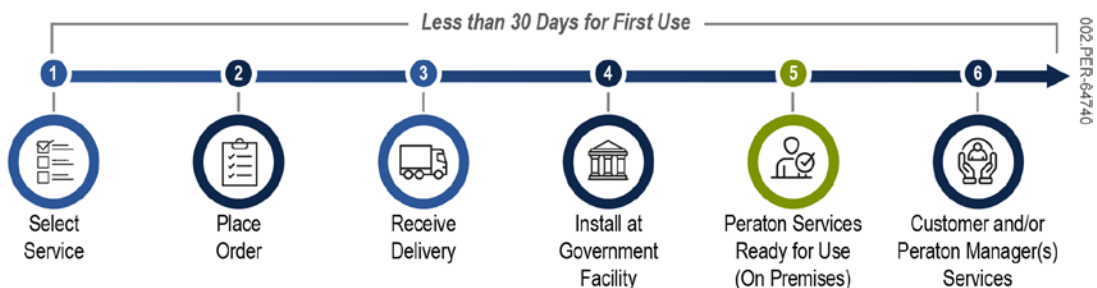### Automated *Management Platform: Peraton Marketplace*

Peraton Marketplace® is a highly customized instance of ServiceNow in the Government Community Cloud with a FedRAMP High; DOD Impact Level 4 cybersecurity posture.

Customers easily order and accept services, track finances, manage assets, and monitor performance, conduct incident management, and provide reporting. We create approval workflow processes to predict costs and other measurable outcomes for customers

Service Level Agreements

XaaS programs are driven by Service Level Agreements (SLA) to meet predetermined performance thresholds that measure Service Availability, OEM Vendor Maintenance, Incident Response, and Ready-for-Use (RFU) technology implementations. Some support services offer 100% availability on a 24/7/365 basis of hourly, weekly, and yearly thresholds.

Additionally, Ready-For-Use (RFU) SLAs make sure technical service orders are quickly delivered and ready for use by the customer. As illustrated in Figure 6, Peraton ships, unpacks, and installs equipment as a complete service-ready solution usable to the customer within a 30-day timeframe when not impacted by supply chains.

Less than 30 Days for First Use

1. Select Service
2. Place Order
3. Receive Delivery
4. Install at Government Facility
5. Peraton Services Ready for Use (On Premises)
6. Customer and/or Peraton Manager(s) Services

002.PER-64740

CONCLUSION

Every customer's need for enterprise IT modernization is unique to their business, mission, and vision. In response to complex 21st-century needs for continuous modernization, Peraton has pioneered a framework to support technological adaptability within government IT organizations, enabling the operational agility and control to securely evolve their IT infrastructure.

Peraton XaaS delivers value to customers in its convenient "cloudlike" experience and mission-enabling efficiencies related to IT performance, cost, and resources.

Our customizable Service Level Agreements (SLAs) options can support mission-focused needs for availability, production, deployment, maintenance, incident response and more.
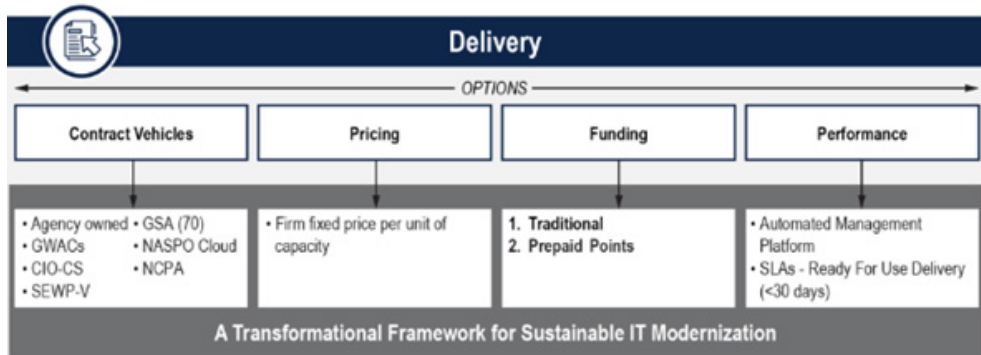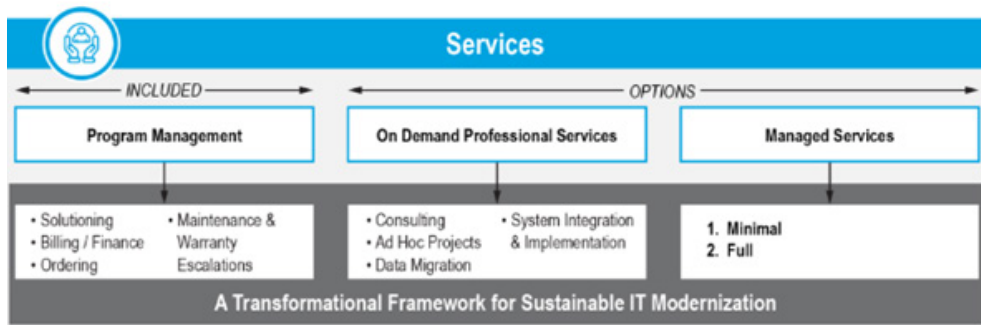
As the industry leader in government with a 20-year legacy of providing on premises Infrastructure-as-a-Service and Anything-as-a-Service, customers entrust Peraton to transform their enterprise IT. **Figure 6** illustrates a smaller subset of the Peraton XaaS portfolio that serves over 30 government customers. Wherever the government organizations need to modernize, we stand ready to do the can't be done.

CLIENT	TECHNOLOGY	CONTRACT	VALUE	PoP
DOD DISA	Computer/Comms	Direct Prime	$1.5B	10 Years
VA IaaMS	Compute, Storage, Network	Direct Prime	$490M	10 Years
USPTO	Compute, Storage, Network	Prime GSA Schedule 70	$240M	10 Years
IRS MIDS	Compute, Storage	Direct Prime	$184M	9 Years
DOI USGS	Compute, Storage	Direct Prime	$100M	5 Years
Navy NAVWAR	Compute, Storage, Network	Direct Prime	$50M	7 Years

Figure 6

APPENDIX

Peraton XaaS A Flexible Consumption Model

Technology

OPTIONS

Compute	Storage	Network	Software

- Windows • Power
- Unix • SPARC
- X86

- Block • Object
- File • Tape

- Switching
- Routing
- Security

- Virtualization
- Containers
- Data Protection

A Transformational Framework for Sustainable IT Modernization

Services

INCLUDED | OPTIONS

Program Management	On Demand Professional Services	Managed Services

- Solutioning • Maintenance &
- Billing / Finance   Warranty
- Ordering   Escalations

- Consulting • System Integration
- Ad Hoc Projects   & Implementation
- Data Migration

1. Minimal
2. Full

A Transformational Framework for Sustainable IT Modernization

Delivery

OPTIONS

Contract Vehicles	Pricing	Funding	Performance

- Agency owned • GSA (70)
- GWACs • NASPO Cloud
- CIO-CS • NCPA
- SEWP-V

- Firm fixed price per unit of capacity

1. Traditional
2. Prepaid Points

- Automated Management Platform
- SLAs - Ready For Use Delivery (<30 days)

A Transformational Framework for Sustainable IT Modernization

Appendix A: Peraton XaaS Model (Full Page Scale)

ABOUT PERATON

Peraton drives missions of consequence spanning the globe and extending to the farthest reaches of the galaxy. As the world's leading mission capability integrator and transformative enterprise IT provider, we deliver trusted and highly differentiated national security solutions and technologies that keep people safe and secure. Peraton serves as a valued partner to essential government agencies across the intelligence, space, cyber, defense, citizen security, health, and state and local markets. Every day, our employees do the can't be done, solving the most daunting challenges facing our customers.

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