**APPLICATION HIGHLIGHTS**
- ViaWest, Inc. is applying for the 10-year Data Center Sales Tax and Personal Property Tax abatements.
- Meets the statutory requirement for job creation, average wage and capital investment.
- Estimated 10 new employees over statutory period (10 required over 5-year period)
- Estimated $49,278,038 capital investment over the 10-year period ($25 million over a 5-year period required)

**PROFILE**
At 30 data centers and growing, ViaWest is focused on providing our customers with Hybrid IT solutions delivered through local teams and facilities that are built to ensure the availability of your data and applications. We own and operate enterprise-class data centers in Colorado, Utah, Oregon, Nevada, Texas, Minnesota, Arizona, and in Calgary, Canada. ViaWest offers a full-suite of IT services, from cloud storage solutions, colocation to IT consulting; and as a result, we have the flexibility to meet your needs now and in the future. Source: Viawest.com

**SIGNIFICANCE OF ABATEMENTS IN THE COMPANY’S DECISION TO RELOCATE/EXPAND**
ViaWest has experienced a significant growth trajectory in the state of Nevada driven by strong customer demand. As a result we are expanding our operations within the state. We have seen significant and increasing interest among our customer base in researching states and data centers that offer tax abatement programs. These tax abatements would enable ViaWest to pass additional benefits along to our current and future customers, further strengthening the value we bring to our clients and enabling us to continue to grow our business. Source: Viawest.com

**REQUIREMENTS**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Statutory</th>
<th>Application</th>
<th>Sufficient</th>
<th>% Over / Under</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Creation (5 years)</td>
<td>10</td>
<td>10</td>
<td>Yes</td>
<td>0%</td>
</tr>
<tr>
<td>Average Wage</td>
<td>$20.89</td>
<td>$31.90</td>
<td>Yes</td>
<td>53%</td>
</tr>
<tr>
<td>Capital Investment (5 years)</td>
<td>$25,000,000</td>
<td>$49,278,038</td>
<td>Yes</td>
<td>97%</td>
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**INVESTMENTS (NOT REQUIRED)**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Statutory</th>
<th>Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipment</td>
<td>10 yr (est)</td>
<td>$49,278,038</td>
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</table>

**INCENTIVES**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Requested Terms</th>
<th>Estimated $ Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Tax Abmt. (Equip.)</td>
<td>Abated to 2% for 10 yrs.</td>
<td>$2,799,193</td>
</tr>
<tr>
<td>Personal Prop. Tax Abmt. (Equip.)</td>
<td>75% for 10 yrs.</td>
<td>$986,570</td>
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<tr>
<td>Total</td>
<td></td>
<td>$3,785,763</td>
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**JOB CREATION**

<table>
<thead>
<tr>
<th>Type</th>
<th>Contracted</th>
<th>5-Year Projection</th>
<th>10-Year Projection</th>
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</thead>
<tbody>
<tr>
<td>Total Jobs Supported</td>
<td>10</td>
<td>18</td>
<td>20</td>
</tr>
<tr>
<td>Total Payroll Supported</td>
<td>$20,036,070</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Output Estimate</td>
<td>$66,002,320</td>
<td></td>
<td></td>
</tr>
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</table>

**ECONOMIC IMPACT ESTIMATES**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Total Jobs Supported</th>
<th>Total Payroll Supported</th>
<th>Total Output Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Source: Viawest.com</td>
<td>41</td>
<td>$20,036,070</td>
<td>$66,002,320</td>
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**NEW TAX REVENUE ESTIMATES**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Direct</th>
<th>Indirect</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Taxes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property</td>
<td>$1,268,327</td>
<td>$475,941</td>
<td>$1,744,268</td>
</tr>
<tr>
<td>Sales</td>
<td>$436,381</td>
<td>$372,129</td>
<td>$808,510</td>
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<tr>
<td>Lodging</td>
<td>$0</td>
<td>$20,669</td>
<td>$20,669</td>
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<tr>
<td>State Taxes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property</td>
<td>$74,706</td>
<td>$28,542</td>
<td>$103,248</td>
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<tr>
<td>Sales</td>
<td>$1,060,844</td>
<td>$124,223</td>
<td>$1,185,067</td>
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<tr>
<td>Modified Business</td>
<td>$121,595</td>
<td>$117,285</td>
<td>$238,880</td>
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<tr>
<td>Commerce</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td>Lodging</td>
<td>$0</td>
<td>$5,167</td>
<td>$5,167</td>
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<tr>
<td>Total</td>
<td>$2,961,853</td>
<td>$1,143,956</td>
<td>$4,105,809</td>
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**COST-BENEFIT ASSESSMENT**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Economic Impact per Abated Dollar</th>
<th>New Total Tax per Abated Dollar</th>
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</thead>
<tbody>
<tr>
<td>Source: Viawest.com</td>
<td>$17</td>
<td>$1.08</td>
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</table>

**EMPLOYEE BENEFITS**
- Percentage of health insurance covered by company: 91%.
- Health care package cost per employee - $6,556 annually with options for dependents.
- Overtime, Merit Increases, PTO/Sick/Vacation, Bonus, Retirement Plan.

**NOTES**
- Company average hourly wage is significantly higher than the statewide average hourly wage of $20.89.
- ViaWest previously applied for abatements in 2013 and first audit cycle reflects company substantially compliant.
April 12, 2016

Mr. Steve Hill
Executive Director
Governor’s Office of Economic Development
808 W. Nye Lane
Carson City, NV 89703

Dear Mr. Hill:

ViaWest, Inc. is submitting an application to the state for Data Center Sales & Use Tax Abatement and Data Center Personal Property Tax Abatement. We have requested this company be placed on the May 2016 commission meeting agenda.

When ViaWest, Inc. operation expands operations in North Las Vegas, they will employ an additional 10 employees and will pay an average hourly wage of $31.90. In order to accomplish this, they will make a capital investment of approximately $16,274,471.13 and an additional $33,003,567 in collocated businesses.

ViaWest, Inc.’s representatives became interested in these programs through discussion with Las Vegas Global Economic Alliance. We have reviewed this application and found it to comply with the statutory requirements for abatements. This application has the full support of the Las Vegas Global Economic Alliance.

Warmest regards,

[Signature]

Michael Walsh
Vice President of Economic Development

MW
Enclosures
April 6, 2016

Mr. Steve Hill
Executive Director
Governor’s Office of Economic Development
808 West Nye Lane
Carson City, NV 89703

Dear Mr. Hill,

In response to customer demand, ViaWest, Inc. (“ViaWest”) is planning to expand its data center footprint within the State of Nevada, and by way of the attached application ViaWest is requesting tax incentives to assist with the expansion.

ViaWest operates three data centers in Nevada—two in the City of Las Vegas, and one, the Lone Mountain data center, in the City of North Las Vegas. Lone Mountain is our largest data center in the State, and ViaWest plans to expand its available white floor customer space within Lone Mountain by up to an additional 40,000 square feet. In connection with the Lone Mountain expansion, ViaWest anticipates hiring an additional 10 full-time employees at an average wage of $31.90 in the next five years.

A brief history of ViaWest together with an overview of ViaWest’s products and services is attached for your consideration. ViaWest is a leading Hybrid IT solutions provider offering cloud, colocation, compliance services and security solutions. Founded in 1999, ViaWest is focused on providing high quality and infrastructure solutions, backed by customer-centric support. In September 2014, ViaWest was acquired by Shaw Communications Inc. (NYSE: SCI) and operates as an independent wholly-owned subsidiary of Shaw.

ViaWest began operating in the state of Nevada in 2000, and celebrates a culture of giving and service. All ViaWest employees receive one paid day per year to volunteer at a charity of their choice. In Nevada, we actively support local organizations such as Three Square food bank, and are involved locally in the technology ecosystem. ViaWest team members are on the board of several local organizations and societies, including the City of North Las Vegas and College of Southern Nevada Advisory Board. We’re also active participants in the Las Vegas Chamber of Commerce, the Association of Information Technology Professionals, Las Vegas VMware User Group and the annual SciTech Hookup.

We have had an exceptionally positive experience with representatives from the Las Vegas Global Economic Alliance, and we look forward to receiving your approval of our application. Feel free to contact me directly at (720) 891-2524 or by email at joe.guerriero@viawest.com if you have any questions or need additional information.

Sincerely,

[Signature]

ViaWest, Inc.

Joseph A. Guerriero
Senior Vice President, General Counsel
Data Center Tax Abatement Incentive Application

Company Name: ViaWest, Inc.
Date of Application: April 1, 2016

Section 1 - Type of Incentives
Please check all that the company is applying for on this application:
☐ Data Center Sales & Use Tax Abatement: abated to 2% up to 10 or 20 years for Tangible Personal Property
☐ Data Center Personal Property Tax Abatement: 75% up to 10 or 20 years for Eligible Machinery or Equipment
☐ Other: 

Section 2 - Corporate Information
COMPANY NAME (Legal name under which business will be transacted in Nevada)
ViaWest, Inc.

FEDERAL TAX ID # 84-1499078

CORPORATE ADDRESS
6400 S. Fiddler’s Green Circle, Suite 2000

CITY / TOWN Greenwood Village
STATE / PROVINCE CO
ZIP 80111

MAILING ADDRESS TO RECEIVE DOCUMENTS (if different from above)
3300 E. Lone Mountain Road

CITY / TOWN North Las Vegas
STATE / PROVINCE NV
ZIP 89081

TELEPHONE NUMBER 720-891-1000

WEBSITE www.viawest.com

COMPANY CONTACT NAME 
Joseph Guerriero

COMPANY CONTACT TITLE 
Senior Vice President, General Counsel

E-MAIL ADDRESS jguerriero@viawest.com

PREFERRED PHONE NUMBER 720-891-2524

Has your company ever applied and been approved for incentives available by the Governor’s Office of Economic Development? ☐ Yes ☐ No

If Yes, list the program awarded, date of approval, and status of the accounts (attach separate sheet if necessary):

On January 24, 2013, ViaWest and the Nevada GOED entered into an agreement for tax abatement, a copy of which is included with this application.

Section 3 - Job Creation Requirement
Please check the applicable category the company intends to qualify under with this application:
☐ 10 Year Abatement: Data Center shall have or have added 10 or more full-time Nevada employees within 5 years from the effective date
☐ 20 Year Abatement: Data Center shall have or have added 50 or more full-time Nevada employees within 5 years from the effective date

Section 4 - Capital Investment Requirement (check applicable duration consistent with the category above)
Please check the applicable category the company intends to qualify under with this application:
☐ 10 Year Abatement: Within 5 years from the effective date, the data center and one or more colocated businesses in each county shall make a cumulative capital investment of at least $25,000,000 in capital assets that will be used or located at the date center.
☐ 20 Year Abatement: Within 5 years from the effective date, the data center and one or more colocated businesses in each county shall make a cumulative capital investment $100,000,000 in capital assets that will be used or located at the date center.

Section 5 - Nevada Facility

Type of Facility (Check all that apply):
☐ Headquarters ☐ Public Cloud Provider
☐ Private Data Center ☐ Scientific Computing Center
☐ Co-Location Data Center ☐ Other: 

EXPECTED DATE OF NEW OPERATION (MONTH/YEAR) Commencing November 1, 2015

EXPECTED DATE OF EXPANDED OPERATION (MONTH / YEAR)

NAICS CODE / SIC 518210 / 4813
INDUSTRY TYPE Datacenter Services

DESCRIPTION OF COMPANY’S NEVADA OPERATIONS
ViaWest operates three datacenters in Nevada: two in Las Vegas and its Lone Mountain datacenter in the City of North Las Vegas. The datacenters include electronic commerce, data storage, hosting services and cloud computing.

PROPOSED / ACTUAL NEVADA FACILITY ADDRESS 
3330 East Lone Mountain Road

CITY / TOWN North Las Vegas
COUNTY Clark County
ZIP 89081

WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY’S RELOCATION / EXPANSION / STARTUP?
ViaWest evaluates opportunities for additional expansion in all 50 states.
**Section 6 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)**

Check the applicable box when form has been completed.

- 6 (A) ☑ Real Estate and Construction
- 6 (B) ☑ Capital Equipment List
- 6 (C) ☑ Co-Located Tenants List
- 6 (D) ☑ Data Center General Taxable Items List
- 6 (E) ☑ Employment Schedule
- 6 (F) ☑ Health Plan Evaluation

**Section 7 - Employment**

*Fill in either New Operations/Startup or Expansion, not both*

<table>
<thead>
<tr>
<th></th>
<th>New Operations / Start Up</th>
<th>Expansions</th>
</tr>
</thead>
<tbody>
<tr>
<td>How many full-time equivalent (FTE*) employees will be created by the end of the first fourth quarter of new operations?:</td>
<td></td>
<td>10</td>
</tr>
<tr>
<td>Average hourly wage of these new employees:</td>
<td></td>
<td>$31.90</td>
</tr>
<tr>
<td>How many full-time equivalent (FTE*) employees will be created by the end of the first fourth quarter of expanded operations?:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average hourly wage of these new employees:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>How many FTE employees prior to expansion?:</td>
<td></td>
<td>21</td>
</tr>
<tr>
<td>Average hourly wage of these existing employees:</td>
<td></td>
<td>$34.67</td>
</tr>
<tr>
<td>Total number of employees after expansion:</td>
<td></td>
<td>31</td>
</tr>
</tbody>
</table>

* FTE means a person who is in a permanent position of employment, works an average of 30 hours per week, and is eligible for company-sponsored health benefits.

**OTHER COMPENSATION**

- ☐ Overtime
- ☐ Merit Increase
- ☐ Tuition assistance
- ☐ Bonus
- ☐ PTO / Sick / Vacation
- ☐ COLA adjustments
- ☐ Retirement Plan / Profit Sharing / 401(k)
- ☐ Other: __________________________

BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):

**Section 8 - Employee Health Insurance Benefit Program**

Is health insurance for employees and an option for dependents offered?: ☐ Yes (copy of benefit plan must be attached) ☐ No

Package includes (check all that apply):

- ☐ Medical
- ☐ Vision
- ☐ Dental
- ☐ Other: __________________________

Qualified after (check one):

- ☐ Upon employment
- ☐ Three months after hire date
- ☐ Six months after hire date
- ☐ Other: First day of the month following 30 days of employment

Health Insurance Costs:

| Cost of health insurance for company (annual amount per employee): | $6,556.47 |
| Health Plan annual out-of-pocket maximum (individual): | $5,000.00 |

Percentage of health insurance coverage by:

- Company: 91%
- Employee: 9%

[signature page follows]
Section 9 - Certification

I, the undersigned, hereby grant to the Governor's Office of Economic Development access to all pertinent and relevant records and documents of the aforementioned company. I understand this requirement is necessary to qualify and to monitor for compliance of all statutory and regulatory provisions pertaining to this application.

Being owner, member, partner, officer or employee with signatory authorization for the company, I do hereby declare that the facts herein stated are true and that all licensing and permitting requirements will be met prior to the commencement of operations. In addition, I and/or the company’s legal counsel have reviewed the terms of the GOED Tax Abatement and Incentives Agreement, the company recognizes this agreement is generally not subject to change, and any material revisions have been discussed with GOED in advance of board approval.

Joseph A. Gueriero  
Name of person authorized for signature

Senior Vice President, General Counsel and Secretary  
Title

Signature  
April 5, 2016  
Date

Nevada Governor's Office of Economic Development  
555 E. Washington Ave., Ste 5400 • Las Vegas, Nevada 89101 • 702.486.2700 • (Fax) 702.486.2701 • www.diversifynevada.com
## Site Selection Factors

### Section 1 - Site Selection Ratings

Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

<table>
<thead>
<tr>
<th>Factor</th>
<th>Rating</th>
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</thead>
<tbody>
<tr>
<td>Availability of qualified workforce</td>
<td>5</td>
</tr>
<tr>
<td>Labor costs</td>
<td>2</td>
</tr>
<tr>
<td>Real estate availability</td>
<td>5</td>
</tr>
<tr>
<td>Real estate costs</td>
<td>5</td>
</tr>
<tr>
<td>Utility infrastructure</td>
<td>5</td>
</tr>
<tr>
<td>Utility costs</td>
<td>4</td>
</tr>
<tr>
<td>Transportation infrastructure</td>
<td>3</td>
</tr>
<tr>
<td>Transportation costs</td>
<td>2</td>
</tr>
<tr>
<td>State and local tax structure</td>
<td>3</td>
</tr>
<tr>
<td>State and local incentives</td>
<td>4</td>
</tr>
<tr>
<td>Business permitting &amp; regulatory structure</td>
<td>3</td>
</tr>
<tr>
<td>Access to higher education resources</td>
<td>3</td>
</tr>
</tbody>
</table>

OTHER FACTORS & RATINGS:
6(F) Evaluation of Health Plans Offered by Company

Company Name: VisWest, Inc.

Total Number of Full-Time Employees: 21

Average Hourly Wage per Employee: $34.67
Average Annual Wage per Employee (Implied): $72,113.60

Annual Cost of Health Insurance per Employee: $7,204.92
Percentage of Cost Covered by:
  Company (must be at least 50%): 91%
  Employee: 9%

Health Plan Annual Out-of-Pocket Maximum: $6,000

Generalized Criteria for Essential Health Benefits (EHB)
[Following requirements outlined in the Affordable Care Act and US Code, including 42 USC Section 18022]

Covered employee’s premium not to exceed 9.5% of annual wage: 1.0% [MMQ]

Annual Out-of-Pocket Maximum not to exceed $6,500 (2015): $5,000 [MMQ]

Minimum essential health benefits covered (Company offers PPO):
(A) Ambulatory patient services
(B) Emergency services
(C) Hospitalization
(D) Maternity and newborn care
(E) Mental health/substance use disorder/behavioral health treatment
(F) Prescription drugs
(G) Rehabilitative and habilitative services and devices
(H) Laboratory services
(I) Preventive and wellness services and chronic disease management
(J) Pediatric services, including oral and vision care

No Annual Limits on Essential Health Benefits

I, the undersigned, hereby declare to the Governor’s Office of Economic Development that the facts herein stated are true, and that I have attached sufficient plan information for GOED to independently confirm the same.

Anne Rooney McCurd
Name of person authorized for signature

VP of Human Resources
Title

Signature
Date: 3/22/2016
Equipment Schedule, Detailed

The Office has determined the detailed equipment schedule as described in this application constitutes confidential proprietary information of ViaWest, Inc., and is not a public record.
Employment Schedule, Detailed

The Office has determined the detailed employment schedule as described in this application constitutes confidential proprietary information of ViaWest, Inc., and is not a public record.
# VIAWEST INCORPORATED

## Business Entity Information

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<thead>
<tr>
<th>Status</th>
<th>File Date</th>
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<tbody>
<tr>
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<tr>
<td>Type</td>
<td>Foreign Corporation</td>
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<td>Entity Number</td>
<td>C4678-2000</td>
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<tr>
<td>Qualifying State</td>
<td>CO</td>
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<td>On Admin Hold</td>
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<tr>
<td>NV Business ID</td>
<td>NV20001217030</td>
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## Additional Information

<table>
<thead>
<tr>
<th>Central Index Key</th>
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</table>

## Registered Agent Information

<table>
<thead>
<tr>
<th>Name</th>
<th>Address 1: 2215-B RENAISSANCE DR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address 2:</td>
<td>City: LAS VEGAS</td>
</tr>
<tr>
<td>State: NV</td>
<td>Zip Code: 89119</td>
</tr>
<tr>
<td>Mailing Address 1:</td>
<td>Mailing City: LAS VEGAS</td>
</tr>
<tr>
<td>Mailing Address 2:</td>
<td>Mailing State: NV</td>
</tr>
<tr>
<td>Mailing Zip Code:</td>
<td>Status: Active</td>
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<tr>
<td>Agent Type:</td>
<td>Jurisdiction: NEVADA</td>
</tr>
<tr>
<td>Commercial Registered Agent - Corporation</td>
<td></td>
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</table>

View all business entities under this registered agent ()

## Financial Information

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<thead>
<tr>
<th>No Par Share Count:</th>
<th>Capital Amount: $ 10.00</th>
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</thead>
<tbody>
<tr>
<td>Par Share Count:</td>
<td>$ .01</td>
</tr>
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</table>

## Officers

### Secretary - JOSEPH A GUERRIERO

<table>
<thead>
<tr>
<th>Address 1: 6400 S. FIDDLER'S GREEN CIRCLE</th>
<th>Address 2:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City: GREENWOOD VILLAGE</td>
<td>State: CO</td>
</tr>
<tr>
<td>Zip Code: 80111</td>
<td>Country: USA</td>
</tr>
<tr>
<td>Status: Active</td>
<td>Email:</td>
</tr>
</tbody>
</table>

### Director - JOSEPH A GUERRIERO

<table>
<thead>
<tr>
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<th>Address 2:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City: GREENWOOD VILLAGE</td>
<td>State: CO</td>
</tr>
<tr>
<td>Zip Code: 80111</td>
<td>Country: USA</td>
</tr>
<tr>
<td>Status: Active</td>
<td>Email:</td>
</tr>
</tbody>
</table>

### Treasurer - MICHAEL KRZA

<table>
<thead>
<tr>
<th>Address 1: 6400 S. FIDDLER'S GREEN CIRCLE</th>
<th>Address 2:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City: GREENWOOD VILLAGE</td>
<td>State: CO</td>
</tr>
<tr>
<td>Zip Code: 80111</td>
<td>Country: USA</td>
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<tr>
<td>Status: Active</td>
<td>Email:</td>
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</table>

### Director - MICHAEL KRZA

<table>
<thead>
<tr>
<th>Address 1: 6400 S. FIDDLER'S GREEN CIRCLE</th>
<th>Address 2:</th>
</tr>
</thead>
<tbody>
<tr>
<td>City: GREENWOOD VILLAGE</td>
<td>State: CO</td>
</tr>
<tr>
<td>Zip Code: 80111</td>
<td>Country: USA</td>
</tr>
<tr>
<td>Status: Active</td>
<td>Email:</td>
</tr>
<tr>
<td>Status</td>
<td>Email</td>
</tr>
<tr>
<td>--------</td>
<td>-------</td>
</tr>
<tr>
<td>Active</td>
<td></td>
</tr>
</tbody>
</table>

**President - NANCY PHILLIPS**

- **Address 1:** 6400 S. FIDDLER'S GREEN CIRCLE
- **City:** GREENWOOD VILLAGE
- **Zip Code:** 80111
- **State:** CO
- **Country:** USA

**Director - NANCY PHILLIPS**

- **Address 1:** 6400 S. FIDDLER'S GREEN CIRCLE
- **City:** GREENWOOD VILLAGE
- **Zip Code:** 80111
- **State:** CO
- **Country:** USA

**Actions/Amendments**

Click here to view 18 actions/amendments associated with this company ()

Supported Internet Browser versions or above: Apple iOS 9, Internet Explorer 11, FireFox 45, Google Chrome 49

**Disclaimer**
Introduction to ViaWest

ViaWest is a leading provider of IaaS strategies and platforms. We build Hybrid IT Solutions across existing customer infrastructure, multi-cloud platforms, and data center colocation.

Enterprise Needs

- Disaster Planning
- Security and Compliance
- Always On/High Availability
- Customized Service Delivery
- Manage Unpredictability
- Transactions Anywhere
- Cross-platform Legacy Management
- Opex vs Capex
- Time-to-Market

Core Capabilities

- Space and Power
- Network and Bandwidth
- Remote Hands
- Private Cloud
- Public Cloud
- Cloud DRaaS
- Compliance
- IT Consulting
- Security

Technical Expertise

- Cisco, VMware, Red Hat, CentOS, OpenStack, Zerto, MSFT, AWS
- Multi-cloud Architecture
- 24x7x365 Security Monitoring
- 16 years of Data Center Operations
- Carrier Neutral Networking

Trusted Architect and Solutions Provider
Comprehensive Capabilities and Geographic Reach

ViaWest’s Comprehensive Expertise

- Multi-platform competency – including legacy IT
- Best of breed technology partnerships including Cisco, VMware, Microsoft, NetApp and Zerto
- End-to-end security support: Architecture, Physical, Logical, Audit Ready, Disaster Recovery
- IT Consulting – CIO, CISO, Business Intelligence

- 16 years of deep technical experience
- 30 owned and operated North American data centers across 9 regions
- 9 regionally distributed and redundant cloud nodes
- 100% SLA and satisfaction guarantee
- Owned by Shaw Communications, a $4B USD leading provider of communications solutions
Hybrid Solutions from IT Platforms to Operations

Our comprehensive suite of Hybrid IT Solutions allow us to uniquely meet the specific platform, security and cloud requirements of each enterprise customer.

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<td>24x7 Security Monitoring and Operations</td>
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<td>Configuration Management and Orchestration</td>
<td>24x7 Expert Colocation, Cloud and Network Support</td>
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<td>Security and Disaster Recovery Configuration</td>
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<td>Multi-platform Architecture, Design and Migration</td>
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<td>Cloud Storage, Backup and Recovery</td>
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<td>Cloud Compute – VPC, DPC, and Public</td>
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<td>Compliant Colocation, Cloud and Hosting</td>
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<td>Blended IP and Colocation Services</td>
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What Makes ViaWest Different…

We have deep expertise architecting, building and managing multi-platform environments. We offer a full-spectrum of Hybrid IT Solutions that address a wide range of business IT needs.

**Trusted Architects**
We serve as expert designers integrating legacy and new platforms to meet customer requirements.

**Flexible**
We offer a flexible contract allowing customers to shift spend as their IT roadmap evolves.

**Hybrid Solutions**
We future-proof IT decisions as a one-stop-shop for colocation, cloud, and managed services.

**Operational Superiority**
We enable customers to meet regulatory responsibilities and security requirements.

**Local**
We are infrastructure agnostic with local presence and expertise to provide personalized and fast delivery.
Our Customer Centered Approach

With our flexible spending contract, customers can future-proof enterprise IT decisions with the ability to move contract dollars between services to accommodate evolving IT requirements.
Architecting Hybrid IT Solutions

Our steps are typical but our approach is not. We assign a cross-functional team with business strategy, technical and operational expertise to ensure we understand your end-to-end requirements.

**Discovery**
- What are the business drivers for outsourcing?
- Is the current environment working today?
- Are there vulnerabilities?
- What can be optimized?

**Requirements**
- Migration requirements
- Application and integration requirements
- Compliance and security requirements
- Scaling and growth requirements

**Evaluate**
- Run optimization scenarios
- Run budget scenarios
- Run future requirements scenarios
- Results in a solution and a roadmap with levers

**SOW**
- Comprehensive solution
- Flexible terms for short-term pain points and long-term strategy
- Fully supported solutions with migration and management

**Implement**
- Dedicated team
- Guaranteed delivery date
- 24x7 Support
- 24x7 Security monitoring
- QBRs
Representative Customers

ViaWest has a wide variety of satisfied customers across industry segments as well as enabling SaaS and IaaS providers.
Thank You!