

END-TO-END POSTSALES SERVICES



1. PLAN

- Handover & Validation
- Project Kick-off
- Risk & Change Mgmt.
- Implementation Plan



2. PREPARE

- Site Readiness
- Staging & Preconfig.
- Compatibility Check
- Inventory & Licensing



3. DEPLOY

- Hardware Installation
- OS, Network & Storage
- Security & Software
- Backup & DR Setup



4. INTEGRATE

- System & App Integration
- Identity & Access
- Monitoring & Logging
- Cloud & Hybrid Integration



5. MIGRATE

- Data, App & VM Migration
- Database Migration
- Email & File Migration
- Legacy Modernization



6. VALIDATE

- Functional & Perf. Testing
- HA & Failover Testing
- Security Validation
- UAT & Sign-off



7. HANDOVER

- Documentation
- Training & KT
- Credentials Handover
- Support & Warranty

COMPUTE & SERVER DEPLOYMENT

- Server Installation & Configuration
- Firmware, BIOS & RAID Setup
- OS Deployment (Windows / Linux)
- Drivers, Patches & Hardening
- Cluster & High Availability Setup
- Performance & Burn-in Testing
- Monitoring & Health Checks

STORAGE & DATA MANAGEMENT

- SAN / NAS / DAS Deployment
- RAID, Pools & Tiering Configuration
- Thin Provisioning & Snapshots
- Replication & Data Protection
- Encryption & Access Control
- Performance & Capacity Tuning
- Storage Migration & Expansion

VIRTUALIZATION & PRIVATE CLOUD

- Hypervisor Installation (VMware/ Hyper-V/KVM)
- Cluster, HA, vMotion/Live Migration
- Virtual Networking & Switching
- Resource Scheduling & Optimization
- HCI & vSAN / Hyper-Converged
- VM Backup & DR Integration
- Cloud & Hybrid Cloud Integration

NETWORK & CONNECTIVITY

- Switching, Routing & WLAN Setup
- VLAN, ACL, QoS & STP Configuration
- Link Aggregation & Redundancy
- WAN, VPN, SD-WAN & Failover
- Wireless Security & Guest Access
- Network Monitoring & Management
- Performance & Failover Testing

CYBERSECURITY SERVICES

- Next-Gen Firewall & UTM Deployment
- VPN, IPS/IDS & Web Filtering
- Endpoint Protection (EDR/XDR)
- SIEM, Log Mgmt. & SOC Integration
- Identity & Access Management
- MFA, SSO & Privileged Access
- DLP, Email & Web Security
- Vulnerability Assessment
- Security Hardening & Compliance
- ISO 27001 & 27002 Implementation Support

SOFTWARE & APPLICATION DEPLOYMENT

- Application Installation & Configuration
- Database & Middleware Deployment
- Web, Portal & Mobile Backend Deployment
- API & Third-Party Integration
- Environment Setup (Dev/Test/Prod)
- Data Migration & Conversion
- User Management & Permissions
- SSL Certificates & Domain Setup
- Performance & Load Testing
- Release, Version & Patch Management

DATABASE & MIDDLEWARE

- Database Installation & Configuration
- High Availability (Cluster / RAC)
- Backup, Recovery & Replication
- Performance Tuning & Optimization
- Security, Auditing & Access Control
- Database Migration & Upgrade
- Middleware & Application Server Deployment
- Monitoring & Alerting

BACKUP & DISASTER RECOVERY

- Backup Platform Installation
- Backup Policy & Scheduling
- Offsite / Cloud Backup & Replication
- Snapshot, Cloning & Recovery
- RPO / RTO Planning & Validation
- DR Site Setup & Testing
- Disaster Recovery Drills
- Business Continuity Planning

CLOUD & HYBRID PLATFORM SERVICES

- Cloud Environment Setup (Public/Private)
- Landing Zone, VPC & Networking
- Identity & Access Management
- Cloud Security & Compliance
- Workload Deployment & Migration
- Monitoring, Logging & Cost Management
- Hybrid Connectivity & Integration

DATA CENTRE & INFRASTRUCTURE IMPLEMENTATION

- Rack, PDU, UPS & Power Setup
- Structured Cabling (Copper & Fiber)
- Cooling, Airflow & Environmental Monitoring
- Physical Security & Access Control
- Fire Detection & Suppression Coordination
- Asset Tagging & Documentation
- Data Centre Audits & Optimization

TESTING, VALIDATION & QUALITY ASSURANCE

- Functional, Integration & System Testing
- Performance & Stress Testing
- HA, Redundancy & Failover Testing
- Security & Vulnerability Testing
- Backup & Restore Testing
- User Acceptance Testing (UAT)
- Production Readiness Validation

MANAGED SUPPORT & LIFECYCLE SERVICES

- 24/7 Monitoring & Incident Management
- Preventive Maintenance & Health Checks
- Patch, Firmware & Security Updates
- Performance & Capacity Monitoring
- Problem Management & Root Cause
- Vendor Coordination & Escalation
- SLA Driven Support & Reporting

KEY POSTSALES DELIVERABLES

- As-Built Documentation
- Network, Rack & IP Diagrams
- Configuration Backups
- Testing & UAT Reports
- Admin Guides & SOPs
- Training & Knowledge Transfer
- Project Sign-off & Handover

CERTIFIED RESOURCES. PROVEN EXPERTISE.

Our team holds globally recognized certifications across leading technologies and best practices.



WHY PARTNER WITH US?

- Experienced & Certified Technical Team
- Quality, Security & Compliance Focused
- On-Time Delivery Assurance
- End-to-End Ownership & Accountability
- Process-Driven Implementation
- Long-Term Support Partnership

OUR COMMITMENT

We ensure your technology investment delivers maximum value through expert deployment, secure integration, rigorous testing, and reliable long-term support.

YOUR TRUST. OUR RESPONSIBILITY.





OUR PRESALES ACTIVITIES – END TO END



1. ENGAGE
Understand your business, IT environment and objectives



2. ANALYZE
Assess current infrastructure, gather requirements and identify gaps



3. DESIGN
Architect the right solution aligned to your technical and business needs



4. SIZE & OPTIMIZE
Right-size for performance, capacity, availability and future growth with cost-optimal mix



5. PROPOSE
Prepare comprehensive technical & commercial proposal with BOQ, SOW and roadmap



6. ADVISE
Present, demonstrate and help you make the best decision with confidence

SERVER SOLUTIONS

- Workload analysis & requirement mapping
- Physical / Virtual / Cloud server sizing
- Compute (CPU, Memory, Storage) optimization
- High Availability & Clustering
- OS & Virtualization (VMware, Hyper-V, Proxmox, etc.)
- Licensing advisory
- Bill of Materials (BOM) & Costing
- Future growth & scalability planning

STORAGE SOLUTIONS

- Storage requirement analysis
- DAS / NAS / SAN / Object / Unified storage advisory
- Capacity planning (Raw / Usable / Effective)
- Performance sizing (IOPS, Throughput, Latency)
- RAID, Tiering, Cache & Thin Provisioning design
- Data Protection (Snapshots, Replication, RPO/RTO)
- Backup & DR solution design

NETWORK SOLUTIONS

- Network assessment & topology design
- LAN/WAN, VLAN, Routing, Switching
- Core / Distribution / Access architecture
- Switching (L2/L3, Stacking, PoE, Port density, Redundancy)
- Wireless (Wi-Fi 5/6/6E/7 design)
- Security in network (Segmentation, ACL, QoS)
- WAN, VPN, SD-WAN & Multi-site connectivity
- Bandwidth calculation & link redundancy

DATA CENTRE SOLUTION

- Data centre assessment & design
- Rack layout, Cabling & Structured design
- Power planning (Watts, kVA, Redundancy, UPS, PDU, Generator)
- Cooling planning (Heat Load, CRAC, In-row, Airflow)
- Physical security, Fire safety & Environmental monitoring
- High Availability (N, N+1, 2N, 2N+1)
- Tiering, DR Site & Business Continuity planning

CYBER SECURITY SOLUTIONS

- Security assessment & risk analysis
- Next-Gen Firewall design & sizing
- Threat Protection (IPS, AV, Web, Application Control)
- VPN, SSL Inspection, IPSec, ZTNA
- Endpoint Security (EDR, XDR)
- Identity & Access Management (IAM, MFA, SSO)
- SIEM, SOAR, DLP, NAC, Email Security, WAF
- Vulnerability Management & Penetration Testing
- Compliance (ISO 27001, NIST, PCI-DSS, CIS, etc.)

SOFTWARE & APPLICATIONS

- Business & functional requirement analysis
- Application architecture & integration design
- Database sizing & performance evaluation
- User licensing models advisory (Per User / Device / Core / Server / Subscription etc.)
- Customization, reporting & workflow advisory
- Deployment options (On-Prem / Cloud / Hybrid / SaaS)
- Compliance & data security alignment

CLOUD SOLUTIONS

- Cloud strategy (Public / Private / Hybrid / Multi-Cloud)
- Workload assessment & migration planning
- IaaS, PaaS, SaaS advisory
- Cloud architecture & landing zone design
- Cloud networking, security & identity design
- Cost estimation & optimization (TCO / Pay-as-you-go / Reserved)
- DR & Backup in Cloud

BACKUP & DISASTER RECOVERY

- Data protection strategy & policy
- Backup solution design (On-Prem / Cloud / Hybrid / Immutable)
- 3-2-1 Backup Rule implementation
- RPO & RTO definitions
- Replication & DR site design
- Backup capacity & retention planning
- DR testing & validation planning

OUR PRESALES PROCESS

- DISCOVER**
Understand business goals, challenges & success criteria
- ASSESS**
Evaluate current environment, applications & pain points
- DESIGN**
Create solution architecture, options & recommendations
- SIZE & COST**
Right-size, optimize & build TCO/ROI models
- PROPOSE**
Deliver complete proposal with BOQ, SOW, roadmap & value
- PRESENT & ADVISE**
Present to stakeholders & support decision making

WHAT WE DELIVER

- ✓ High-Level Design (HLD)
- ✓ Low-Level Design (LLD)
- ✓ Network Topology Diagrams
- ✓ Rack Layout & Power Diagrams
- ✓ Bill of Quantities (BOQ)
- ✓ Commercial Proposal & Pricing
- ✓ Scope of Work (SOW)
- ✓ Implementation Roadmap
- ✓ Risk Analysis & Mitigation
- ✓ TCO / ROI Analysis
- ✓ Compliance Mapping
- ✓ Solutions Presentation
- ✓ Vendor Comparisons
- ✓ Proof of Concept (POC) / Demos

OUR PRESALES EXPERTISE

- Business-First Approach**
Align IT solutions with business outcomes
- Multi-Vendor Expertise**
Unbiased recommendations from leading OEMs
- Future-Ready Solutions**
Scalable, secure & built for tomorrow
- Cost Optimization**
Right solution for the right investment
- Security by Design**
Built-in security & compliance alignment
- Deep Technical Knowledge**
End-to-end infrastructure & solution expertise
- Proven Methodology**
Structured, repeatable & transparent process
- Strong Partnerships**
Strategic alliances with global technology leaders
- ROI Driven**
Focus on measurable business value
- Customer Advocacy**
Your success is our ultimate goal

WHY LEADING EDGE TECHNOLOGIES?

- Experienced Presales Team
- End-to-End Technology Portfolio
- Industry Best Practices
- Trusted by Enterprises Across Industries
- Commitment to Excellence

We don't just sell technology.
We design the right solution for your success.

CERTIFIED PRESALES RESOURCES

Aligned with leading global technology platforms and industry-recognized certifications.



PROFESSIONAL CERTIFICATIONS & CREDENTIALS

