

Consulting

for Complex Information
and Communication Solutions



Our Expertise

Network Infrastructures

Security Technologies

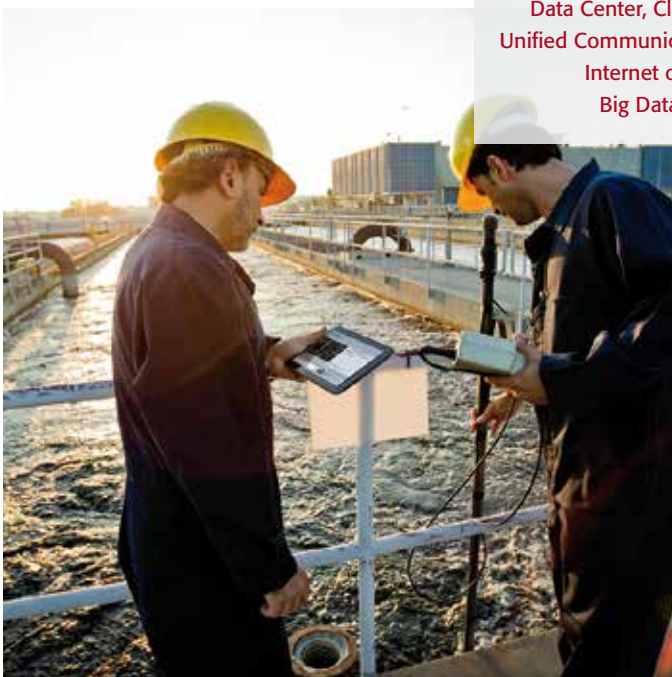
Wireless & Mobility

Data Center, Cloud & Virtualization

Unified Communications & Collaboration

Internet of Things (IoT)

Big Data & Analytics



Welcome at Fast Lane

Fast Lane's Consulting business unit is your go-to source for advice and assistance when comes to planning and putting state-of-the-art information and communication solutions into action. Whatever the task may entail, we can help you tackle it. Our expert consultants are constantly extending the depth and breadth of their skills, as their vendor certifications and extensive project experience attest. Network infrastructure, unified communications, video, security, data centers, cloud computing and wireless technologies: Whatever kind of professional skills and consulting service you may need, Fast Lane has the right specialists for your project.

Should you have any questions about our consulting services, by all means, ask. We will be happy to tell you all about what our experts can do for you.



We look forward to making your project a resounding success.

Torsten Poels
CEO & Chairman of the Board
Fast Lane

For further information please contact your nearest Fast Lane location, details can be found on the back page.



Consultant Certifications

- **CCIE** (Cisco Certified Internetwork Expert)
- **CCDP** (Cisco Certified Design Professional)
- **CCNP Routing & Switching** (Cisco Certified Network Professional Routing & Switching)
- **CCNP Data Center** (Cisco Certified Network Professional Data Center)
- **CCNP Wireless** (Cisco Certified Network Professional Wireless)
- **CCNP Security** (Cisco Certified Network Professional Security)
- **CCNP Voice** (Cisco Certified Network Professional Voice)
- **CCNP Service Provider** (Cisco Certified Network Professional Service Provider)
- **CCSA** (Check Point Certified Security Administrator)
- **CCSE** (Check Point Certified Security Expert)
- **HP AIS** (Accredited Integration Specialist)
- **HP ASE** (Accredited Systems Engineer)
- **HP MASE** (Master ASE)
- **IBM Certified Professionals**
- **ITIL** (IT Infrastructure Library)
- **JNCIE** (Juniper Networks Certified Internet Expert) - **Service Provider**
- **JNCIP** (Juniper Networks Certified Internet Professional) - **Security**
- **JNCIS** (Juniper Networks Certified Internet Specialist) - **Enterprise Routing & Switching**
- **JNCIS - Firewall / VPN**
- **JNCIS - Security**
- **JNCIS - SSL**
- **MCSD** (Microsoft Certified Solutions Developer)
- **MCSE** (Microsoft Certified Solutions Expert) **Server Infrastructure**
- **MCSE Desktop Infrastructure**
- **MCSE Private Cloud**
- **MCSE Messaging**
- **MCSE Communication**
- **MCSE SharePoint**
- **MCSE Data Platform**
- **MCSE Business Intelligence**
- **NCDA** (NetApp Certified Data Management Administrator)
- **NCIE** (NetApp Certified Implementation Engineer)
- **BCFP** (Brocade Certified Fabric Professional)
- **SEC** (Sniffer Certified Expert)
- **SCP** (Sniffer Certified Professional)
- **SCM** (Sniffer Certified Master)
- **STS** (Symantec Technical Specialist)
- **VCP** (VMware Certified Professional)
- **VCAP** (VMware Certified Advanced Professional)
- And others

Consulting Services

- Daily rates according to effort
- Project at a flat price
- Standard package at a flat price

Network Infrastructures

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We advise you throughout your networks' lifecycles, helping to assess networks, design solutions, plan and execute projects, and start up or switch over to those solutions.



Complex Network Analysis

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Fast Lane offers competent and comprehensive network analysis services for all current topologies. Our services include baselining, troubleshooting, performance tuning and more.



Rent a Specialist and Mentored Installation

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In times when your workforce is stretched thin, we can help you bridge the gap. Call on us if you need one or several of our specialists to support and operate your IT infrastructures. Fast Lane is also at your side with support and guidance when it comes time to install new systems at your enterprise.



Security

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The availability, integrity and confidentiality of information must be guaranteed at all times, especially in the face of growing risk potential. Fast Lane's security experts help you develop and deploy security solutions that afford optimum protection for your networks and for end devices.



Wireless

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Wireless solutions can boost your workforce's productivity, improve collaboration and optimize communication between employees, partners and customers. Fast Lane helps you plan future-proof wireless infrastructures and create secure, mobile and interactive workplaces.



Data Center, Cloud & Virtualization

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We are here to assist you when you set out to plan and roll out future-focused data center and virtualization solutions with network-enabled, virtualized pools of storage, server, computing and application resources.



Unified Communications, Collaboration & Video

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Fast Lane supports your efforts to develop innovative solutions for converged data, voice and video communications aimed to make your business more agile and boost the bottom line.



IT Trends

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We keep a close watch on the latest trends in IT, tracking and assessing new technologies to see if we can put them to good use in our customers' projects. Talk to us and discover what major trends such as cloud computing, Software-Defined Networking (SDN), the Internet of Things (IoT), and big data technologies can do for you and your business.



Network Infrastructures

We advise you throughout your networks' lifecycles, helping to assess networks, design solutions, plan and execute projects, and start up or switch over to those solutions. We will, of course, ensure your networks' security, availability and scalability are maximized to deliver the superior performance you expect. And we'll be happy to optimize your legacy solutions. Our qualified personnel are at your disposal to provide operational support and help you plug the gaps when staff are on vacation or sick leave.



Network Projects

Taking a methodical approach and making the most of best practices for every project, we build, interconnect, converge, migrate, upgrade and extend networks.

As-is Assessment

An accurate assessment of the current situation on site is critical to every project's success. We will draft a report on the site's status, assess equipment, connections, interfaces and facilities, as well as analyze the systems' hardware. Opt for this service on its own or go with our full-service package comprising analysis, design and implementation – it's a win-win either way.

Planning and Design

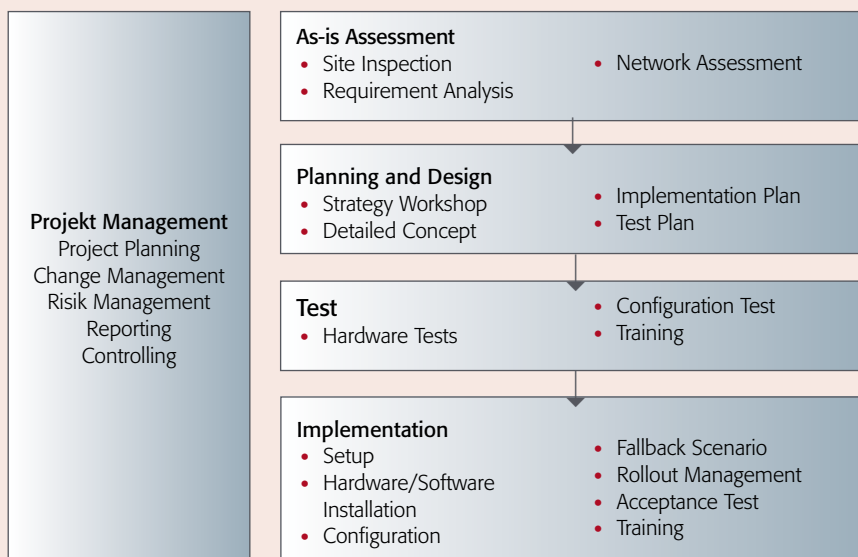
Collaborating closely with your in-house specialists and decision-makers, our experts develop sophisticated blueprints for networks at home and abroad built on architectural standards, validated designs and proven guidelines.

Implementation

We offer remote and on-site implementations as the site's size and complexity dictate.

Project Management

Our project managers shoulder the responsibility for orchestrating, executing, monitoring and reporting on projects. They draw on a deep well of experience to ensure your network project is wrapped up on time and within budget. Qualified experts for every level, from project coordinators for individual sites to international project managers for major undertakings, are yours for the asking.



Services

- Profitability analysis
- Vendor-independent evaluations
- As-is analysis, network assessments
- Developing target concepts
- Technology and product selection
- Detailed design specifications
- Pilot projects
- Implementation and integration
- Commissioning and smooth migration
- Network optimization
- Network auditing and baselining
- Network troubleshooting, problem analysis
- Complex network analysis
- Test and documentation
- Project management and quality assurance
- On-the-job training

Service Providers

Enterprise networks are not our only forte; we also specialize in meeting service providers' unique demands. Drawing on many years experience with projects for diverse provider networks, we help our clients set up flexible, highly available, scalable and secure networks engineered to deliver profitable services.

Our Network Specialists' Multi-Vendor Expertise

- Brocade
- Cisco
- Hewlett-Packard
- IBM
- Juniper
- Microsoft

Complex Network Analysis

Fast Lane offers competent and comprehensive network analysis services for all current topologies. Our specialists are well-versed in analyzing networks of all sizes, at home and abroad. The experts from Fast Lane work with you and your staff to target and diagnose faults, and propose actions to remedy the situation.



Our Network Quickcheck

Our Network Quickcheck diagnoses common problems for you at a flat rate. It provides a view of which, when and to what extent applications are generating network traffic, and how the network, server or workstation is affecting response time. It can also show you to what extent individual lines have been designated for traffic measurement are overloaded.

How the Network Is Measured

First we will talk to you to ascertain what you expect from the measurement, which protocols, systems and network sections are giving you cause for concern, what issues have been prompting users to call the help desk, and what steps you have taken so far. Then the meter is placed at a jointly chosen location. It will track network traffic for up to 24 hours. Then measured data are analyzed to identify anomalies and fault symptoms. All this is documented in an informative report that also proposes solutions for these problems. This report figures prominently in our presentation of the results, where we answer your questions about the report and the measurements, and discuss with our recommendations for further action.

Fast Lane Network Quickcheck

- Preliminary discussion / briefing ½ Day
- Recording of network data 1 Day
- Data evaluation 1 Day
- Writing an analytical report 1 Day
- Presentation of results ½ Day

Fast Lane Package Offer "Network Quickcheck"

4.500,00 EUR excl. VAT

Services

- Baselining, i.e. collecting typical key performance indicators of the network
 - Protocols used
 - Throughput of data connections
 - Response times of network nodes
 - Delay and latencies of the network infrastructure
 - Remaining capacity to implement further applications
 - Overhead and performance of individual connections
- Performance tuning, e.g. file accesses by applications
 - Improving response times
 - Process optimization in consultation with administrators and application developers
- Fault isolation and troubleshooting
 - Easily reproducible faults
 - Sporadic faults by means of long-term data recording
 - Continuous measurement over several days and analyzing the error situation
- Overall and objective evaluation of the network status and optimization proposals



Our Network Analysis Specialists' Expertise

- Wireshark
- Nagios & Icinga

Rent a Specialist

In times when your workforce is stretched thin – during the vacation season, when human resources are devoted to projects, or when you need more peoplepower to introduce new systems – we can help you bridge the gap. Call on us if you need one or several of our specialists to support and operate your IT infrastructures. Of course, we can also provide any data center, virtualization, security, and unified communications experts you need.

Services

- Rent a specialist for any period of time: on a daily / weekly / monthly basis
- Access to special know-how: unified communications, data center, wireless, IPv6 and more
- Complex troubleshooting
- Short-term project support
- On-the-job training



Mentored Installation Services

Fast Lane is at your side with support and guidance when it comes time to install new systems at your enterprise. As part of our Mentored Installation Services, we manage the entire project on your behalf, including task assignments, resource planning and scheduling. We furnish comprehensive weekly reports and see to it that the project is completed to your satisfaction. Joining forces with the key personnel you have entrusted with this project, we will pinpoint and document dependencies, risks, potential problems, and follow-up actions to be taken after the project is completed. This cooperative effort enables your employees to benefit on site from our experts' considerable experience. Learning sessions are conducted to ensure your people are fully prepared to maintain the new system. And on top of that, our Mentored Installation Services are a remarkably affordable alternative to other holistic consulting services.

Courtesy of our consultants' diversified skill-set, we are able to cover almost every technical field to turn up the right solution for you.



The availability, integrity and confidentiality of information must be guaranteed at all times, especially in the face of growing risk potential. Fast Lane's security experts help you develop and deploy security solutions that afford optimum protection for your networks and for end devices.



Services

- Weak point analyses, risk analyses, penetration tests (internal, external)
- Security audits: evaluation of infrastructure and organization
- Introducing the ISO/IEC 27002 IT security standard
- Developing IT security concepts
- Incident response / IT forensics analysis
- Developing a business continuity management
- Integrating firewall solutions
- Designing secure remote access and VPN solutions
- Email- and web security concepts
- Implementing IT security management solutions (monitoring, threat management)
- Security consulting for specific technologies, e.g. VoIP security, wireless security
- Employee sensitization
- Developing and implementing physical security solutions
- On-the-job training

Fast Lane Security Consulting Packages

Security-Audit

We analyze and assess:

- Firewall configurations and rule sets
- Client security, virus scanners, personal firewalls
- Internal / DMZ / external network interfaces
- Server security, physical and virtual environments
- Organizational safety / security policies
- Optional on demand: social attacks

Wireless Security Audit

We analyze and assess:

- Wireless infrastructure components
- Air interface encryption
- Authentication mechanisms
- Measures against unauthorized users

Incident Response

Our services entail:

- Supporting the incident response process, or if you wish, managing it from end to end
- Documenting and analyzing security issues to prepare for potential forensic measures
- Identifying compromised systems
- Supporting further actions to contain and clean up the situation
- Restoring operations

Computer Forensics

Our services to gather legally admissible evidence include:

- Gathering evidence
- Imaging disks
- Recovering deleted data when possible
- Identifying user activity and timestamps
- Documenting local, Internet and email activity

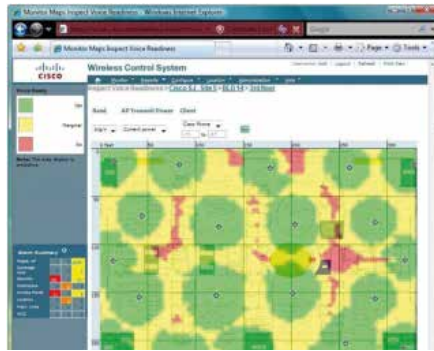


Our Security Specialists' Multi-Vendor Expertise

- Cisco
- Check Point
- IBM
- Juniper
- Microsoft
- Palo Alto Networks
- RSA Security

Wireless

Wireless solutions can boost your workforce's productivity, improve collaboration and optimize communication between employees, partners and customers. Fast Lane helps you plan future-proof wireless infrastructures and create secure, mobile and interactive workplaces.



Services

- Profitability analysis
- WLAN design
- Standard compliant WLAN site surveys
- Antenna planning
- Technology and product selection
- Installation and configuration of Wireless LAN solutions
- Operational support
- WLAN optimization
- WLAN security concepts
- Voice over WLAN
- Project management and quality assurance
- On-the-job training

Data Center, Cloud & Virtualization

We are here to assist you when you set out to plan and roll out future-focused data center and virtualization solutions with network-enabled, virtualized pools of storage, server, computing and application resources. And we'll be happy to train and certify your IT staff accordingly.

Designing and Implementing FlexPod Data Center Solutions

If you have plans to introduce the validated FlexPod Data Center solution from Cisco and NetApp, our specialists can facilitate your efforts and show you how to cut IT costs, improve the infrastructure's performance and make services more efficient and flexible. Having proven their merits in diverse FlexPod projects, our data center experts will draw on all this experience to ensure your solution is put into practice and the integrated infrastructure is configured successfully and efficiently. Our services include:

- Determining your company's specific needs with the vendors best-practice recommendations in mind
- Setting up and configuring everything - Cisco UCS servers, Nexus switches, NetApp storage controllers, VMware vSphere and Nexus 1000V - for redundant, clustered-mode operation
- Testing and bringing the integrated infrastructure online



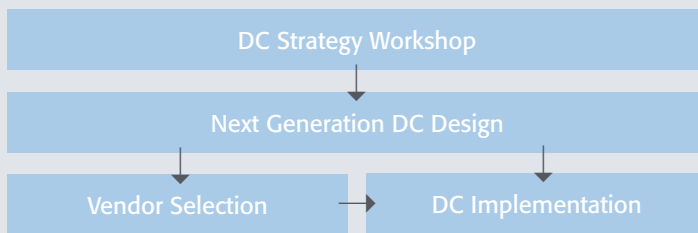
Services

- Profitability analysis (ROI analysis, TCO considerations)
- Designing cloud infrastructures
- Data center consolidation and virtualization
- Support for tender procedures
- Selecting technology and products and supporting negotiations with vendors
- Developing virtualization concepts: server, desktops, storage, Software Defined Networking (SDN), Software Defined Data Center (SDDC)
- Business continuity / disaster recovery solutions
- Planning and designing storage solutions (SAN, NAS)
- Consulting during the implementation phase
- On-the-job training

Our Data Center and Cloud Specialists' Multi-Vendor Expertise

- Amazon Web Services
- Brocade
- Cisco
- Citrix
- Cloudera
- EMC
- HP
- IBM
- Juniper
- Microsoft
- NetApp
- Open Source
- VMware

Fast Lane Data Center Consulting Packages



Hosting a Workshop on Data Center Architecture

A two-day strategy workshop, tailored specifically to your requirements, is held to brief your data center managers on the ins and outs of future-proof data center solutions. The workshop will be conducted at your site by a senior consultant who understands your business requirements and knows all about data center technologies and solutions. Teaming up with your experts for two intensive days of brainstorming, we will work up a rough draft of the architecture for your next-generation data center services in a consolidated, virtualized and automated environment.

Two-day Strategy Workshop

1. Day: Analyze the customer requirements (server, storage, network and applications)
2. Day: Architecture review and plan the new design

Developing a Next Generation Data Center Design

Expanding on the rough draft outlined in the strategy workshop, we will flesh out the details to work up design specifications for your future-proof, next-generation data center.

The as-is analysis and design objectives call for us to:

- Analyze the legacy data center in depth
 - Review legacy network documentation
 - Examine the application architecture
 - Assess legacy performance data
- Gather information necessary to determine requirements jointly with your IT managers on site (applications, security, servers, network, storage)
- Analyze data center requirements in depth

Our detailed design and migration plan includes:

- Developing a detailed design specification, including performance and scalability requirements, business continuity and disaster recovery, network services, physical layer connectivity, environment (heating, energy, cabling, required space)
- Design documentation
- A migration plan how to implement the new data center architecture

Vendor Selection

If you have yet to opt for specific manufacturers, we can help you prepare and assess tenders.

To prepare for tenders, we:

- Draft an RFP setting out the new data center's performance specifications
- Document and propose an RFP analysis / assessment criteria
- Present and, if necessary, adapt the design

Data Center Implementation

If you have selected manufacturers, we can help you put design specifications into practice in all their specifics.

To gear for the data center, we:

- Develop a detailed implementation plan based on design and performance specifications

Unified Communications, Collaboration & Video

Unified communication systems bring voice, video, data and mobile applications together to enable employees, customers and business partners to communicate and collaborate smoothly and effectively. Fast Lane supports your efforts to develop innovative solutions for converged data, voice and video communications aimed to make your business more agile and boost the bottom line.



Services

- Profitability analysis (ROI analysis, TCO considerations)
- Unified communications and video readiness checks
- Analyzing and drafting unified communications solutions
- Detailed design concepts for convergent networks
- Planning and designing call center solutions
- Selecting technology and products
- Consulting during the implementation phase
- Final test and acceptance documentation
- Operational support
- Developing and implementing new services and applications
- On-the-job training

Support in Every Phase of the Project

Boosting Productivity with New Collaboration Technologies

Innovative collaboration technologies can improve teamwork, boost productivity and customer satisfaction, and cut communication costs. We offer end-to-end services for planning, rolling out and optimizing your unified communications, conferencing and contact center solutions. Our specialists will factor all of your key business processes into the communication equation and, joining forces with your project manager, adapt new technologies to your company's strategy and business applications.

As-is Assessment

We need to know where your company stands, so an assessment of your requirements is critical. Our consultants begin by analyzing the communication processes and technologies in place today. We look at the following areas in great depth:

- Network readiness
- Communication technology
- Communication processes
- Utilization of communication technologies
- Benchmarking
- Return on investment (ROI) assessment

This affords us the insights we need to identify your legacy communication solutions' strengths and weaknesses, and develop the right strategy for introducing new collaborative technologies tailored precisely to your requirements and business objectives.

A Roadmap for Rollout

Once we assess the current situation, we draft a roadmap that points the way for realigning your communication processes and technologies. Its purpose is to ensure the new technologies are integrated to maximize your business processes' productivity and your return on investment. It may include the following:

- Network and solution optimization
- Pilot programs to test the process enhancements
- Training
- Business-to-business communication (integration of partners, customers and suppliers)

Implementation and Optimization

This roadmap also gives us a frame of reference for monitoring and measuring the success of your communication solution and continuing to fine-tune communication within your organization.



Our Specialists' Collaboration Expertise

- Cisco Unified Communications Manager
- Cisco Business Edition 6000 / 7000
- Cisco Jabber
- Cisco Unity Connection
- Cisco Unified Communications IM & Presence
- Cisco Prime Collaboration Provisioning
- Cisco Unified Contact Center
- Cisco WebEx
- Cisco TelePresence
- Microsoft Unified Communications (Lync, Exchange)
- QoS (Quality of Service) concepts
- IP telephony security and management
- Service provider voice

IT Trends

We keep a close watch on the latest trends in IT, tracking and assessing new technologies to see if we can put them to good use in our customers' projects. Talk to us and discover what major trends such as cloud computing, Software-Defined Networking (SDN), the Internet of Things (IoT), and big data technologies can do for you and your business. Rest assured we will prepare your IT staff so they are more than ready to tackle the new challenges.

Internet of Things (IoT)

The Internet of things is a reality, and Industry 4.0 is gaining traction in manufacturing. The idea here is, of course, to connect people, machines and objects to optimize business operations, save time and slash costs.

We advise companies in various industries on using the Internet of things to optimize their manufacturing processes and practices. And we will be happy to help you identify the new business opportunities that the IoT can bring.

Our specialists put all their knowledge and skills at your disposal to tailor IoT solutions that meet your most discriminating demands for scalability, availability, security and agility. These smart solutions will help you make sense of the fast-rising mountain of data confronting your firm.

Software Defined Networking (SDN)

SDN architectures can speed up and simplify new applications' rollout to help drive operating costs down and increase business agility.

Let us show you how you can benefit from programmable networks, which include:

- Faster delivery of applications and services
- Simplified, cost-effective upgrades
- Better control and security in the network
- High availability and stability
- Investment protection
- Lower operating costs
- Simplified and automated management

Private, Public and Hybrid Clouds

Tapping into our considerable experience developing cloud strategies and introducing private and public cloud solutions, we can pave a smooth path to the cloud for both companies and providers.

A few of the many ways we can support enterprises include:

- Developing a sound cloud strategy
- Identifying the right cloud solution and savings potential
- Quickly and securely migrating to the cloud
- Building a secure, flexible and automated private cloud environment
- Migrating applications to a public cloud

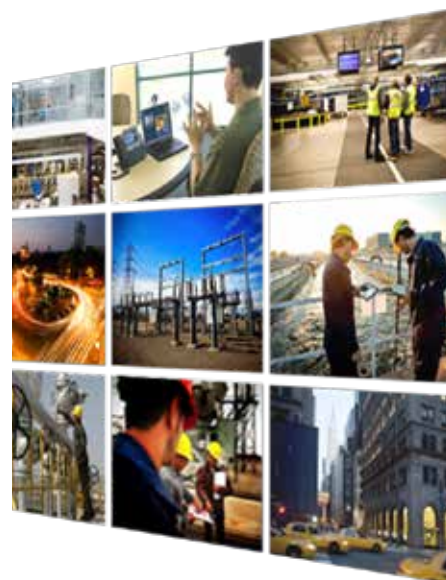
And if you're a cloud provider, you can also benefit from our expertise in:

- Developing hybrid and public cloud solutions for your customers
- Extending your network and cloud application services
- Devising strategies for boosting performance and cutting costs

Big Data and Analyses

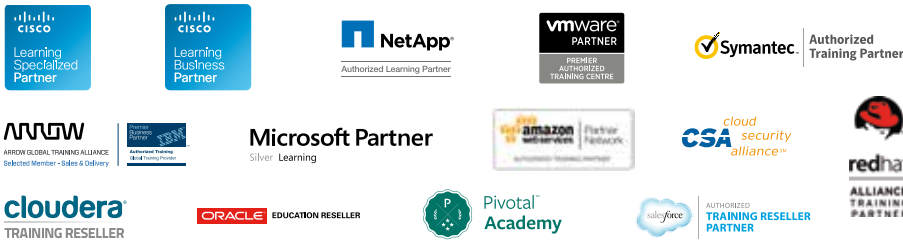
Our experts have the skills needed to analyze, capture and network large datasets, and will be happy to

- Advise you on the potential of big data and its applications options
- Develop a big data strategy
- Benchmark and select big data technologies
- Execute big data projects



About Fast Lane

Specializing in high-end IT projects and the development of professional IT qualifications, Fast Lane is there for you in more than 60 countries across all continents. Fast Lane offers complete, authorized training solutions for leading technology vendors, including Cisco, Microsoft, NetApp, VMware, Symantec and other major technology providers. In addition to those vendor's standard curricula, Fast Lane also develops advanced technology and sales courses. Fast Lane's vendor-independent consulting services can help with a wide range of issues from conducting preliminary analyses and assessments, to designing future-focused IT solutions.



Fast Lane Awards

- Cisco Top Quality Award EMEAR 2014
- Cisco Collaboration Award EMEAR 2014
- Cisco Learning Partner of the Year 2014 UKI
- Cisco Learning Partner of the Year 2014 MEAR
- Cisco Global Learning Partner of the Year 2013
- Cisco Acceleration Award EMEAR 2012
- Cisco Top Relevance Award EMEAR 2012
- Cisco European Learning Partner of the Year 2009, 2010 & 2011
- NetApp Partner Award 2011
- VMware EMEA Training (VATC) Partner of the Year 2012
- Oracle Approved Education Reseller Partner of the Year 2012
- Top 20 IT Training Company 2009, 2010, 2011, 2012, 2013 & 2014 named by TrainingIndustry.com



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