



Sayers Client Newsletter February 2024

Making IT Happen for our Clients

Thank you for investing in Sayers!

VMware/Broadcom

There is a lot of concern in the marketplace right now due to Broadcom's acquisition of VMware, which was finalized late last year. Clients with perpetual licenses will be migrated to a subscription model once their current support contract expires. If you are a VMware client looking to migrate off the platform, there are alternative options worth exploring. Reach out to your Account Executive and set up a call with our solutions experts. Here is how Sayers can help:

- **Broadcom\VMware Licensing Cost Forecasting** – Sayers VMware licensing specialists can help you prepare for your upcoming VMware renewal and impending shift to perpetual licensing by performing a cost analysis of the new Broadcom licensing options.
- **Virtualization\Hypervisor Options** – If you are interested in exploring alternatives to VMware for virtualization, Sayers engineers can partner with you to evaluate your current environment and discuss enterprise-class VMware hypervisor options to lessen your dependency on VMware or sever ties with them altogether.
- **Virtualization & Cloud Migrations** – If you want to accelerate your VMware exit strategy, Sayers services team can help with your virtual machine migration to another hypervisor or to the public cloud quickly and seamlessly using a Design, Build, and Support approach.
- **Containers & Cloud Native Options** – If part of reducing your exposure to VMware involves modernizing your applications on containers and/or cloud native services (i.e. PaaS), Sayers has deep expertise in this area and can help you architect and deliver these services.
- **Virtual Desktop Options** – Sayers VDI specialists can assist you in evaluating virtual desktop platform options in the market (on-prem or public cloud-based) with the future of VMware Horizon in jeopardy.

Azure CSP

Our services team has grown substantially over the last couple of years. We want you to be aware the expertise we can bring to the table. For the month of February, we will be donating \$100 to a charity of your choice in exchange for an opportunity to speak with you about our Azure CSP program. Reach out to your AE for more details.

Why Sayers Azure CSP

SAYERS CSP BENEFITS

Sayers CSP offers significantly more benefits to Azure customers, regardless of size, than traditional methods of consuming Microsoft Azure cloud services.

Sayers Azure CSP clients maintain full control of their Azure tenant, paying only for what they use, with a trusted partner to help along the way.

- ✓ Customer Owns Tenant
- ✓ Consolidated Azure and O365 Billing
- ✓ Direct Access to Azure Certified Engineers
- ✓ Cloud Migration Services
- ✓ Managed Services
- ✓ Named Azure Client Advisor
- ✓ Enhanced 24x7 Support
- ✓ Microsoft Azure/O365 Subscription Management
- ✓ Incentive Programs
- ✓ Faster Path to Innovation
- ✓ Consulting Services

Security Consulting



We get this question a lot. Here is a great graphic highlighting our security services.

Sayers Cybersecurity Consulting Services

- | Governance and Risk Management Services | Offensive (Red Team) Services | Defensive (Blue Team) Services | Incident Response and Intelligence Services |
|--|--|--|---|
| <ul style="list-style-type: none"> Cyber Risk Assessments Policies, Standards and Procedures Development Security Metrics Development Strategy Services: IDm, PKI, DevSecOps, and more Third-Party Risk Assessments Compliance Audits: NIST, ISO, HIPAA, PCI, GDPR/CCPA, and more Data Privacy Assessments W/CSO-on-Call / Coaching vDR | <ul style="list-style-type: none"> Penetration Testing (Network, Application, IoT and API) Vulnerability Assessments Source Code Analysis Social Engineering (Phishing, Vishing, Physical Incurison) Red/Purple Teaming OSINT Analysis and Dark Web Asset Identification | <ul style="list-style-type: none"> Threat Hunting Security Architecture Securing Cloud Tenants and Workloads IoT/OT Security Architecture and Assessments Security Awareness Training and Gamification SIEM Tuning (Splunk, Elastic/ELK, ArcSight, etc.) | <ul style="list-style-type: none"> Incident Response Planning & Tabletop Exercises IR Retainers Business Continuity Management Program Development Digital Forensics and Expert Witness Testimony Security Due Diligence for M&A Transactions Independent Security Product Evaluation |

Investing in Our Client's Success



Engineer InService Day

This no-cost engagement option is a great way to solve an immediate need, while getting to know our team of subject matter experts.

Tech Tidbits. That Caught Our Attention.

- [Automate Routine Operational Workflows With Generative AI](#)
- [How Neurodiversity Can Help Fill the Cybersecurity Workforce Shortage](#)
- [6 best practices for better vendor management](#)
- [Closing the gap between physical and cybersecurity](#)

Sayers Blog

- [2024 Cybersecurity Predictions Part 1](#)
- [2024 Cybersecurity Predictions Part 2](#)
- [The Data Center in 2024: What Our Experts Say About Storage, Resiliency, AI, and More](#)
- [Are Your Cyber-Physical Systems Secure?](#)



Capability Statement



Make IT Happen.

- We are Zero Trust Experts
- We are SASE Experts
- We are Data Protection Experts (Cyber, Cloud & Infrastructure)
- We are Tool Rationalization Experts
- We are Azure CSP & Cloud Security Experts
- We make I.T. Happen for successful Data Center Modernization
- We make I.T. Resilience Happen
- Ransomware Tabletops
- BC & DR Assessments
- BIA Services
- Asset & Attack Surface Assessments
- Automation Assessment
- AI Data Security Assessment