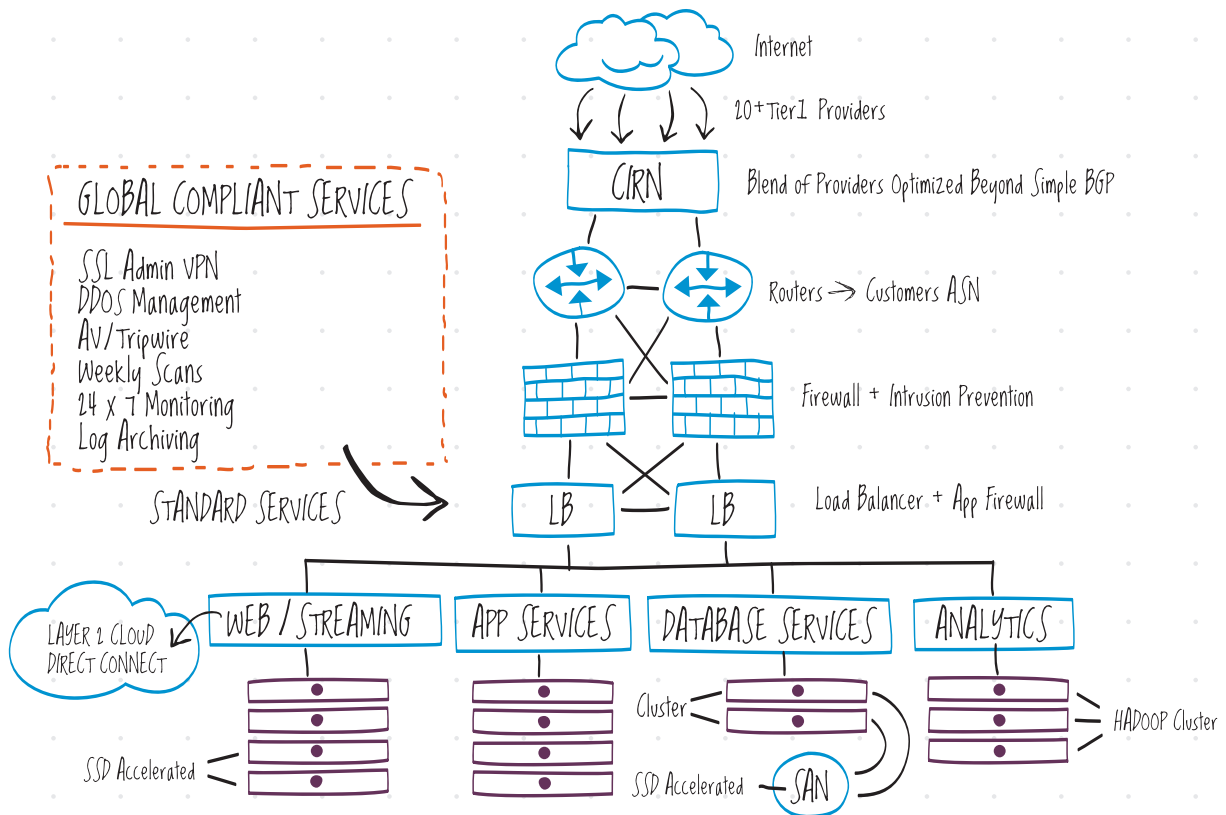


WHITE BOARD TO ON BOARD: A HANDS-ON APPROACH TO COMPLEX, COMPLIANT HOSTING SOLUTIONS



Hosting requirements vary from company to company, covering a broad range of needs. Some require a combination of industry-standard infrastructure with unique configurations, while others have unique applications that require an experienced partner who can provide the best way to deploy that application.

To help meet the unique demands of our customers, Carpathia has developed a unique approach referred to as “White Board to On Board”. Very similar to the life cycle management of a product, this approach ensures that our customers receive a managed hosting solution that fits their needs, not ours.

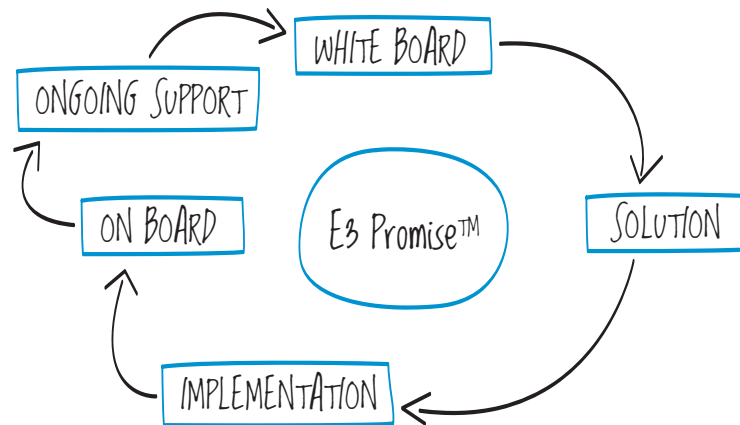
As a company that provides complex managed hosting services to enterprises and federal agencies, Carpathia has a deep understanding of the hosting requirements for complex, distributed infrastructures that have massive storage and bandwidth requirements with a need for global scale and reach. Carpathia’s compliant managed hosting solutions are highly secure, available and scalable environments to meet commercial and government compliant requirements including HIPAA, PCI, FISMA and DIACAP.

Carpathia currently manages over 35 petabytes of storage, manages over 680 gigabits of sustained network traffic and has seen significant growth over the last several years as it has become a go-to-provider for companies with global compute, storage and network management requirements.

WHAT IS WHITE BOARD TO ON BOARD?

We architect the appropriate managed hosting solution and continue to evolve that solution as business and IT requirements change and mature over time:

- **White Board** – a process where Carpathia Solutions Architects collaborate with Customer technology leads and their teams to design a solution that satisfies complex requirements.
- **On Board** – a detailed process designed to properly implement the White Board solution and ensure that the environment has been built per agreed-upon specifications.



This method can be applied equally to large and small organizations, as well as enterprises and federal agencies. Through the White Board process, we take the opportunity to get our solution architects with our customer's technology leads and their teams to collaboratively architect a managed hosting solution that satisfies their unique requirements. The process can be used to target, organize, analyze and manage the various requirements of our customers, and work towards a customized solution designed specifically to support their infrastructure.

There are three key steps we follow when engaging in the White Board to On Board process to ensure our customers receive a managed hosting solution that fits their needs:

1. Initial understanding of the business model and how the infrastructure and applications support and/or drive the customer's business model. In the case of commercial and government customers with compliance requirements for standards such as HIPAA, PCI, FISMA and DIACAP, we go through a process to understand and digest those unique requirements.
2. Create a preliminary managed hosting recommendation that addresses not only the architecture of the infrastructure, but the management approach from the network & hardware through the operating system.
3. Engage in the White Board discussion, developing multiple iterations of a design that balances the customer's requirements with a solution to meet performance, availability and cost parameters. Since Carpathia's solutions are technology agnostic, the customer can be sure they are receiving a design based on the best technology – and not a vendor relationship.

This approach is where our E3 Promise™ to our customers starts. It's our passion to consistently deliver an experience that exceeds our customers' expectations, and that starts by architecting the best managed hosting solution before it is ever implemented. We know how to anticipate our customers' and partners' needs and how to deliver on their unique managed hosting requirements.

Carpathia Hosting is a leading provider of managed hosting services, providing secure, reliable and compliant IT infrastructure and management for some of the world's most demanding enterprises and federal agencies. Founded in 2003, Carpathia is a growing, profitable business run by a seasoned management team with deep experience in delivering enterprise hosting solutions including colocation, managed services and cloud computing. Carpathia's suite of services is designed for organizations seeking scalable, secure, robust and enterprise-grade hosting solutions that can be quickly provisioned or tailored to meet unique requirements. Backed by its E3 Promise, Carpathia consistently delivers an experience that exceeds customers' expectations. Carpathia was named to the Inc. Magazine 500/5000 list in 2011 as one of America's fastest-growing companies. Contact Carpathia at 1.888.200.9494, or visit Carpathia.com for more information.