



**SAMANA
GROUP**

CONSULTING SERVICES





Samana provides solutions for desktop management and application delivery. We help customers transition to a coherent and intentional model for application operations management in hybrid compute environments.

Delivering your business applications and workspaces efficiently and securely requires a team that has the right technical skills and follows proven methodologies. **Think of us as the team that operates at the intersection of infrastructure, applications and security.** Our consultants have experience in the design, implementation and rollout of environments for the enterprise and SMB, enabling them to counsel customers on the ideal solution to meet their requirements.

Samana Group is a Miami-based organization that has been in business since 2011. We have operations and resources available for projects anywhere in the US. Samana was founded as a consulting services organization specializing in virtualization and networking technologies in support of Citrix as our key customer. The business has grown to include several other technologies and service offerings to support our expanding list of customer needs. We are proud to be certified as a **Minority Business Enterprise (MBE)**.

AREAS OF SPECIALIZATION



Virtual Desktop Solutions:

Microsoft Azure Virtual Desktop (AVD), Citrix Virtual Apps and Desktops (CVAD/DaaS) and VMware Horizon



Cloud:

OpenStack, AWS, Azure, Google Cloud and private clouds



Networking (ADC):

Citrix NetScaler and F5



Application Security:

Solutions based on NIST standards, including MFA integration and Web Application Firewalls (WAF)

BACKGROUND AND QUALIFICATIONS

- Certified on all platforms we support (VMware, Citrix, Microsoft, AWS, F5)
- Experts in user experience-based projects
- We have supported **Citrix Consulting's "Virtual Bench"** and **VMware PSO**
- Our consultants are methodology-driven
- We only hire the best, leveraging "Top-Grading" methodology

Our core values are:

Quality of Service: Reliable and consistent, we take the extra step.

Quality of Life: Wellbeing and fraternity in our team.

Curiosity: Potentializing our knowledge and abilities through constant learning.

Integrity: Management of our team using ethical standards.



**SAMANA
GROUP**

Learn
more at
samanagroup.com

CONSULTING SERVICES OFFERINGS

We follow a three-phase iterative project methodology with proven solution packages within each of the following phases.

→ Assess

- **Security, Technical, and Operational Assessments:** Gather information from existing environment, analyze parameters vs. leading practices, and formulate risks and recommendations.
- **Issue Resolutions:** Conduct troubleshooting efforts to help address specific issues identified by the customer, work towards finding a root cause, and define next steps.
- **Requirements Gathering:** For new implementations or upgrades, gather business and technical requirements that can be used as input into the design phase of a full-lifecycle project.

→ Design

- **Conceptual Design:** Conduct design workshop sessions to establish high-level design parameters for a new environment. The key output of this effort is the definition of the high-level architecture for the environment being deployed.
- **Detailed Design:** Conduct in-depth design sessions to define details of each layer of the environment. The key output of this effort is a detailed design document that is used as input for the deploy phase.
- **Migration Planning:** Define steps and stages of a migration in order to move users from an existing environment to a new one being deployed. Technical and business constraints are used as key parameters in order to develop this plan. The migration plan is executed once the environment has been successfully deployed and testing has been completed.

→ Deploy

- **Environment Build:** Deploy activities to implement an environment that has been defined in the design phase.
- **Environment Upgrade:** Conduct upgrade of an existing environment to a newer version. This can be an in-place or parallel upgrade depending on business and technical constraints.
- **Functional Testing:** Conduct test scenarios to validate proper functionality of all components being implemented.
- **User Acceptance Testing:** Work with customer's application workflow SMEs to validate proper functionality from an end user perspective.
- **Rollout Support:** Assist customer's IT personnel in executing migration plan defined in the design phase.
- **Pilot Support:** Assist during early stages of production, helping resolve issues that may arise during this period.
- **Knowledge Transfer:** Conduct knowledge transfer sessions with personnel tasked with maintaining the environment once consulting engagement concludes. This includes overview of all components deployed, common troubleshooting steps, as well as ongoing maintenance.