



The SunToneSM Program

The seal of approval for quality service delivery,
setting the standard for processes, products, and people.



Boost ROI. Lower TCO.

Maybe you're creating an in-house infrastructure to highest industry standards. Possibly, you'd like to outsource increasingly diverse, mission-critical IT applications. Or perhaps you want to integrate the two approaches. No matter what your choice, the SunToneSM Program offers you a distinct advantage: a select group of industry-leading solutions delivering incomparable services-on-demand.

What's in it for you? The SunTone Program can give you a competitive edge. Using SunTone Certified solutions, you have the infrastructure, people, and processes in place to support your business on the Web. The SunTone Program can also increase cost efficiencies by offering documented best practices and proven solutions that can immediately augment Return on Investment (ROI) and decrease Total Cost of Ownership (TCO).

Certification doesn't come easy.

SunTone Certified solutions meet the most rigorous Web-based network specifications. The SunTone Certified seal is the one to trust for high quality of service and best-in-class solutions, as determined by the *SunTone Architecture Council*.

Initiated and led by Sun, the Council is comprised of senior technical leaders from top-level Service Providers (SPs), Independent Software Vendors (ISVs), and Integrators. Together, they determine SunTone specifications for services, integration, platforms, and applications. Developed *by* the industry *for* the industry, SunTone specifications denote best practices for high-quality delivery of Web-based services.

Worldwide, over 1,500 companies have joined the SunTone Program, and more than 200 solutions have earned SunTone certification. The program enjoys industry-wide prestige with strong support from the partner and business communities.

Buy, build, or blend.

If you're outsourcing, you can buy SunTone Certified solutions specific to your needs. If you're building your own infrastructure, you may need pre-integrated, modular network-ready configurations. If you're interested in combining the two, we can help you multi-source and integrate the appropriate components from both — seamlessly.

Make it happen.

The SunTone Program lets you stay focused on your business — instead of your network. Whether you need a hosted application that's scalable, secure, and available; integrator services that can tie all of your processes together; an application suite with proper infrastructure, security, and disaster recovery measures; a platform that includes best-of-breed process, architecture, methodology, and service standards; or professional services advice for your myriad network needs — look for the SunTone Certified logo.

To learn more about the program, visit www.sun.com/suntone. Set the wheels in motion to gain a significant business advantage — unfairly, your competitors might say.



Best-of-breed solutions. A better night's sleep.

We're here to help you devise and implement the ultimate service-driven network. Think of the SunTone Program as your "how-to" resource.

The program is comprised of three interrelated parts that work together to create superlative network services for your company.

1. SunTone Certified Solutions are awarded certification upon completion of specific evaluations and audits in the following three areas:

a) Applications — software deployed in a SunTone Certified environment to enable services-on-demand

b) Integrator Services — the processes by which a service-driven network is architected, implemented, and managed

c) Services — the infrastructure and operations necessary to deliver services-on-demand

2. SunTone Platforms are application-ready, best-of-breed combinations of software, servers, and storage arrays that speed IT infrastructure deployment while reducing typical integration cost and risk. These integrated components provide pre-configured building blocks for frequently-used core services, such as database, cluster, and load-balancing solutions that have gone through a rigorous certification process.

3. SunTone Services are offered for application platforms, infrastructure, and operations. While end-users can be sure that their in-house IT infrastructures are built to industry best-practices, this element of the program also helps partners assess, architect, build and manage to SunTone service standards.



SUNTONE™
CERTIFIED

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