



# Connect with Experts

## About Our Cloud Practice

Our team of experts personally engage with customers to build the right hybrid and public cloud solutions. We help discern the factors needed to identify and prioritize the providers that can best host your workloads. Combine the attributes of public cloud capacity with high-performing network connectivity and the option to co-locate hardware, and optimal possibilities evolve.

## What's Your IT Strategy?

### Get Ready for Next-Generation Cloud

#### Cloud Storage and Disaster Recovery:

Build a resilient strategy to protect your data.

**Desktop as a Service:** Put the power of hosted desktops to work for your users.

**Unified Communications as a Service:** Find a hosted UCaaS solution to meet your needs.

**Infrastructure as a Service and Platform as a Service:** Migrate to the cloud or a new platform with the right architecture and the right provider.

**Connectivity:** Get the necessary bandwidth and redundancy to keep your business running.

**Co-location:** Find the right facility and location to run your most critical workloads.

Call an Account Manager to learn more today. 1.800.800.0014

[www.pcconnection.com/CloudComputing](http://www.pcconnection.com/CloudComputing)

## KEVIN O'CONNOR

### Senior Director of Cloud Solutions



WITH MORE THAN 20 YEARS OF EXPERIENCE, KEVIN'S AREAS OF EXPERTISE INCLUDE:

- Software
- Cloud Computing
- Data Center Technology

Kevin has been a contributor to Apache open source projects, the Java Specification Working Group, and the Association for Information and Image Management.

## PERSONAL CONTRIBUTIONS TO OUR CLOUD SOLUTIONS PRACTICE

### Blog posts:

#### *Protect Your Data in the Cloud*

Read how to achieve maximum uptime and availability with a business continuity and disaster recovery plan.

#### *Expand Your Connectivity in the Cloud*

Discover different types of connectivity solutions that can be tailored to fit your unique needs.

#### *3 Reasons to Redefine the Way You Communicate*

Discover how to become cloud-ready and optimize your business success.

#### *What to Look for in a Data Center Partner*

Learn how to make the most of cloud and virtualization innovations.

Read more of Kevin's insights at [www.pcconnection.com/OConnorBlog](http://www.pcconnection.com/OConnorBlog)

## ADVICE

The global IT market is quickly moving away from traditional Systems of Record (ERP, CRM, etc.) that perform data capture and toward Systems of Engagement that extend and personalize that data into information. How is this achieved? New enterprise information architectures, finding a way to rebalance IT budgets and skills to create a sustainable cost and operational model for this new way of working. Additionally, Systems of Operation now enable a third realm that takes form through the IoT (Internet of Things) and extended broadband networks. This constant change creates the Operate-Educate-Innovate conundrum that creates operational viscosity within even the best IT organizations. The Cloud Services team helps you work through these types of challenges to find the right solution and a sustainable model to drive long term success.

## FUN FACT

Kevin is a USA Hockey, Level 4 certified coach. Kevin has also served as the President and head of player and coach development for his local Little League organization. In his free time, Kevin enjoys working with the youth in his community to help them establish and achieve their goals.



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