

INFRASTRUCTURE AS A SERVICE

Moving to Cloud - Sales Enabler



THE CUSTOMER NEED

Certain end user clients have specific needs or internal projects where they are looking to move to the cloud. To help identify when Infrastructure as a Service can best support your customer on their cloud journey, here are a number of real world examples across the cloud journey allowing you to illustrate the benefits of IaaS with confidence.



1. THE FULL TRANSITION

This is where a business, i.e. an accountancy firm, who has multiple sites with 80% of their 250-employee workforce requiring remote access. They want to move all their on-premise servers to the cloud. They need to ensure minimal disruption to their business, as they cannot work without access to key applications like CCH or Sage (accounting applications).

How do they connect?

They have an MPLS or SDWAN so internet speed won't be an issue.

They would need to use Remote Desktops (RDP) and because they don't need Citrix or VMware the cost of moving to the cloud v going Azure or VMware is up to 30% cheaper whilst still offering the performance and service.

Cost Benefit

Fixed cost is key to this customer, this is something you do not get with Azure and AWS. The IaaS model gives the customer peace of mind that there will be no surprises.



2. ON-PREM / CLOUD

This is where the customer wants a certain application, usually a key business application, in the cloud like a file server that is critical to the business. With the IaaS model the application can be moved to the cloud and ensure it still works with the customers on-prem environment. This is particularly useful if the client needs/wants to sweat their assets.



3. THE HYBRID MOVE

This is where customers are already using Azure or AWS but want to regain cost efficiencies or mitigate risk. IaaS can be used in this scenario, for example as a test environment.

IaaS is hosted in datacentres with direct connects to Azure, AWS and Google.

What is a direct connect?

A direct connect, connects you from our datacentre to Azure or AWS.



4. THE APPLICATION MOVE

This is where you have certain applications like a voice platform that you want to run from the cloud, or a website that you use to transact business and can't afford to be offline. We have a number of voice applications running on IaaS, such as Avaya in addition to hosting critical websites. The costs associated to running these types of applications is over 50% cheaper hosting on IaaS than AWS or Azure.

ELEVATOR PITCH CLOUD

Our Nutanix IaaS Cloud offers customers an alternative to Azure, AWS and Google. It is delivered with a simple, easy to understand t-shirt model with an average saving of 30% as it doesn't need VMware and other expensive licences to work. It can be bought as a single T shirt for certain projects or as a fully managed cloud platform using remote desktops. Cloud can be complex and hard to understand which is why we have built an easy to use portal with a single pane of glass management console. Adding VMs is easy and quick with a self-service portal or industry leading consultant to help you navigate through the clouds, so you don't get lost.