

# Cloudistics ReadyCloud

## Cloud Platform for Managed Service Providers

Cloud computing has transformed the IT industry dramatically over the past decade. Thanks to cloud providers like Amazon Web Services (AWS), Microsoft Azure™, and Google Cloud Platform™, cloud adoption has become the norm in the business world, with 95% of all businesses adopting either public or private cloud computing solutions.

As the cloud continues to become the norm of IT, it represents both an opportunity and a challenge for the greater Managed Service Provider (MSP) community:

- **The opportunity:** there is massive amount of business to be had in cloud services – projected to be over \$236B in 2020\*.
- **The challenge:** building a service that is both competitive and differentiated in a crowded marketplace.

Competing against the public cloud giants can be a daunting task. What can a service provider do to match the cost, points, and scale represented by the hyperscale cloud providers?

The answer to both the opportunity and the challenge is the **Cloudistics ReadyCloud program**.

### Cloudistics ReadyCloud

As an MSP, you can simply deploy a complete end-to-end cloud platform ready to service your entire customer base - with each customer getting their very own virtual cloud datacenter - through the Cloudistics ReadyCloud program.

And the best news, after the platform is purchased, pay for only what your customers use. The platform includes everything you need to create, manage, and run a cloud platform — all the hardware, software, and management tools needed.

Cloudistics creates a virtualized network that runs on a set of fully redundant switches, with robust compute hosts, all-flash-based storage infrastructure and tightly integrated with the patented Cloudistics software to create a complete end-to-end on-premises cloud platform.

\* according to Forrester Research, September 1, 2016

### ReadyCloud Benefits:

Cloudistics ReadyCloud gives your business all the tools it needs to compete in the crowded cloud market:

#### Cloud Ready

Everything you need to deliver services! All the hardware and software is included and ready to go — only pay for what your customer's use. This enables you to deliver services out of the box directly to your customers.

#### End-to-End Multi-Tenancy

Host multiple customers from a single platform — no more dedicated equipment, no more wasted resources. Leveraging both the physical and logical multi-tenancy capabilities, you now have the power of segmentation, previously only available to the public cloud. More segmentation means more revenue.

#### High Performance

Deliver predictable performance that the public clouds can't. You can offer customers high performance options for their critical workloads with ultra-high IOPs with 200 µs latency at a fraction of the cost of Amazon Elastic Compute Cloud (EC2).

#### Channel Friendly

Cloudistics ReadyCloud was designed from the ground up to unite traditional OEM and MSP channels. With Cloudistics ReadyCloud, regardless of the situation, you win!

## Cloudistics Managed–Cloud Simple

Experience the simplicity and power of cloud-managed infrastructure. The Cloudistics Ignite cloud controller is a free cloud-based controller that helps you build, manage and monitor your infrastructure from anywhere in the world. What used to live in multiple on-site management silos can now be managed centrally through the cloud. Whether you are deploying a new VDI instance, a Big Data application, or a new Docker® environment across a single or multiple sites, Ignite is powerful enough to meet the demands of IT professionals, while easy enough for someone with little network experience to manage and run your applications at peak performance.

## Cloud Scale

Cloud platforms are designed to scale and the Cloudistics platform is no different. By separating all technology tiers and presenting them as federated resource pools, Cloudistics users have incremental granular control over all aspects of scale. Because there's nothing to configure on-site, adding new compute, storage and network resources takes just seconds. No need to over purchase and account for "resource drift" associated with other hyperconverged infrastructure (HCI) solutions. Simply add only what you need, when you need it.

## Cloud + On-Premises Security

With Cloudistics you get the best of both security worlds. The Cloudistics platform supports full, end-to-end multi-tenancy, just like the public cloud. Multi-tenancy gives you the ability to partition, separate, and segment workloads based on a customer or organization. And because the platform is 100% on-premises, you have full control over all aspects of security, ensuring that you have full peace-of-mind for critical applications and sensitive data.

## Cloudistics ReadyCloud – The Best of All Clouds

The Cloudistics ReadyCloud program gives you an easy way to create a high performance private cloud environment for your customers, while keeping expenditure costs down via an on-demand program. Available from Cloudistics or Dell, you can start with a small 6U base unit that includes 2 switches, 2 compute hosts and 6 TB of flash storage that can be independently scaled as needed. The platform includes all the software and management tools needed — including a hypervisor. Each month, you will be billed for only what is used, enabling you to grow your cloud infrastructure as your business grows. No more field of dreams construction, no more wasted resources and no more expensive VMware® licensing costs — everything is included!

## Cloudistics ReadyCloud Friction-Free Channel

One of the biggest challenges with selling managed services is making sure that all partners in the channel are aligned. The standard questions for managed services hold great importance – who owns the customer, how does the reseller get paid, how do I avoid compensation conflict with the OEM vendor?

Until now, this challenge presented the single biggest hurdle to achieving 100% success in managed services. The Cloudistics ReadyCloud program uniquely addresses this challenge, removing traditional channel friction:

- **Reseller or Cloudistics sells the solution** – the Reseller gets the product margin and you get all the hosting and managed service revenue.
- **MSP sells the solution** – you get the product margin and all the hosting and managed service revenue.

Regardless of the situation, you WIN! The best part is there is no conflict with the reseller and best of all, the entire Cloudistics sales team is on your side – no enterprise/MSP compensation conflicts.

## Flexible Pricing Options

### Purchase

Simple purchase pricing. Includes 3 years of maintenance and support.

### Monthly

Commit to a 36-month term and get fixed monthly payments with everything you need to create, run and manage your own cloud.

### Cloud Utility Pricing

The cloud utility pricing plan is designed to match your costs profiles to revenue profiles. Like other public cloud vendors, you can consume the Cloudistics platform and pay only for what you use. At the end of each month, Cloudistics will measure how much memory was allocated to your clouds and how many GB/month were used, just like AWS.

The plan allows you to lower your price through commitments. Commit to a 1, 3, or 5-year annual contract and your price per unit decreases. Commit to a basic level of resources either CPU, storage or both and your price per unit goes down.

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