

Delivering all the benefits of private cloud, whilst eliminating the risk and cost

Private cloud is intended to deliver all the benefits of the public cloud: pooled resources, self-service, scalability and an OPEX-based usage model, whilst still giving business full control over their IT environment and the ability to customise it around their specific needs. Why is it that some businesses are still hesitant to adopt private cloud technologies? In our engagements with clients we've found that the inherent risk and costs involved in taking this step are the main obstacles. Because the investment required to implement a private cloud infrastructure can be significant, businesses often opt to stick to "tried and tested" technologies. This, however, prevents them from reaping the innovation dividend and IT becomes an impediment rather than an enabler to a growing, changing business. Eurotech's Private Express (PCE) solution helps your business innovate while eliminating the costs and risks of doing so:

- Built on **industry-leading private cloud infrastructure** and incorporating **best practices**
- **Fixed OPEX-based** charge eliminates the unpredictable cost fluctuations of public cloud
- **Hyper-scalable** infrastructure that grows indefinitely with your business
- **Delivered on-premise, co-located** in your business' datacentre or in Eurotech's **Tier 3/4 secure cloud** facilities with fully resilient power, cooling and connectivity
- **Direct integration** with Eurotech's **Cloud DR and/or Backup** services to offer an end-to-end IT solution at the lowest TCO.



Scope of the Private Cloud Express Solution

The Eurotech Private Cloud Express solution is delivered to the client as a datacentre appliance, pre-configured and ready to run the private cloud software of your choice (OpenStack, VMware vCloud Suite, Microsoft Azure Pack). A "vanilla" hypervisor (ESXi, Hyper-V or KVM) is supplied pre-installed as part of the solution, but no software licenses for either the hypervisor, cloud software or guest operating systems are included. Any software or hardware upgrades of the infrastructure component of the solution (i.e. Nutanix software, hypervisor and hardware firmware) are however included for the lifetime of the solution.

Solution Benefits

Business Benefits	Technical Benefits
Pure OPEX model — Purchase a private cloud on a monthly OPEX basis— no CAPEX investment required! Reduced power/cooling costs compared to traditional data centre solutions by 50% or more.	Simplify datacentre architectures — Appliance-based 'building block' approach eliminates the complexities inherent in a legacy infrastructure and offers a single-pane-of-glass management interface.
Pay-as-you-grow economics — Adding resources as needed to match business demands. No more over-provisioning and unused capacity.	Drive maximum performance — Server flash optimizes response times for high-IO workloads, to ensure a consistent user experience.
Reduces cost & risk of IT experimentation — Virtually eliminates the risk of project failure by standardising on the world's premier private cloud infrastructure and incorporating industry best practices.	Efficiently scale in the datacentre — Expand resources, one node at a time, to eliminate overprovisioning. Independently scale server and storage resources, to match workload demands.

Pricing Model and Solution Scalability

PCE is priced on an OPEX basis as a rental agreement between Eurotech and the client, with no up-front capital investment required. The monthly rental cost of the solution is determined by the amount of CPU, memory and storage consumed. There is a minimum PCIB cluster starting capacity but this can be scaled up seamlessly and granularly (from a compute or storage perspective) at any point during the agreement. For more information & specific pricing, please contact a Eurotech sales representative at sales@eurotech-computers.com