

NETKOM LEVERAGES STRATOSCALE'S CLOUD INFRASTRUCTURE TO ONBOARD NEW CUSTOMERS WITHIN HOURS

“Having a robust, highly available and scalable infrastructure, coupled with the ability to provide an AWS Region within our Swiss datacenter, became one of our unique value propositions in the Swiss market.”

Matthias Imhof | COO

THE CHALLENGE

- Build a robust and highly-available cluster that will ensure the scalability and performance required to offer public cloud services
- Reduce complexity associated with optimizing and scaling infrastructure while maintaining flexibility
- Shorten new customer onboarding and offer optimized price-to-performance

THE SOLUTION

AWS region deployed on Netkom's existing hardware, leveraged to offer public cloud services to customers; the solution covered the entire datacenter stack and included all aspects of cloud services including:

- Multi-tenancy
- Self-service consumption of capacity, services and applications
- Application catalog for single-click deployment of applications which can be used to generate a new upsell revenue stream

THE BENEFITS

- Customer onboarding was reduced from a week to several hours
- Existing hardware investments were leveraged to build the new cloud offering; the flexibility in using any x86 server and any storage solution eliminated vendor lock-in constraints
- Highly optimized and scale-out infrastructure that can easily and efficiently scale with customer demand

For additional information please visit:

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COMPANY

netkom[®]

INDUSTRY

MSP

ABOUT NETKOM

Based in Switzerland, Netkom IT Services GmbH, is an IT full-service provider with a focus on high availability, performance, flexibility and security.

“Our partnership with Stratoscale and the implementation of Symphony was fully aligned with Netkom's strategy to reduce our support and datacenter maintenance.”

“Symphony offered the simplicity in building and managing a complete highly-available cluster within a few hours and provided the availability, scalability and performance we need to onboard new customers.”

Matthias Imhof | COO