

# The Fastest Storage Solution in the **Public Cloud**

Enterprises looking to adopt a hybrid cloud strategy can accelerate workloads in the cloud without the operational hassles that come with it.

Most businesses have moved beyond simple cloud-based services and are trying to find ways to tap fully into their cloud capabilities while retaining the best of on-premises functionality. This hybrid cloud approach requires seamless data movement between both environments, with unified management of both. Workloads can then be shifted from on-premises to cloud with ease, or vice versa, depending on the changing needs of your business.

Leveraging the power of our Atlas software, Atlas Cloud Plus in essence virtualizes an on-premises OpenDrives storage solution in the public cloud. The result is a hybrid cloud storage infrastructure that continues to extend the CapEx-friendly consumption model of public cloud with the simplicity, flexibility, and performance for which OpenDrives is known.



Best of all, you can avoid the operational challenges and associated expenses in developing in-house expertise to deploy and manage this unique solution, which defocuses your already stretched-thin IT staff. Atlas Cloud Plus is a fully managed service delivered by our own OpenDrives professionals who know our storage solutions—and how to maximize them for any workload—better than anyone else.

## All the benefits, none of the headaches

Companies can invest a lot of money before they even begin to take advantage of hybrid cloud deployments. Managing cloud instances and public cloud resources requires in-depth technical and operational knowledge that you must possess in-house. Finding that type of specialized knowledge—which is already scarce in a highly competitive hiring market—requires time and money to recruit, hire, train, and then retain these specialized employees. Atlas Cloud Plus handles this for you with a fully managed service end-to-end, not only freeing up your staff to focus on other high-touch activities requiring their expertise, but also reducing the time and energy to recruit highly specialized operational staff with cloud experience.

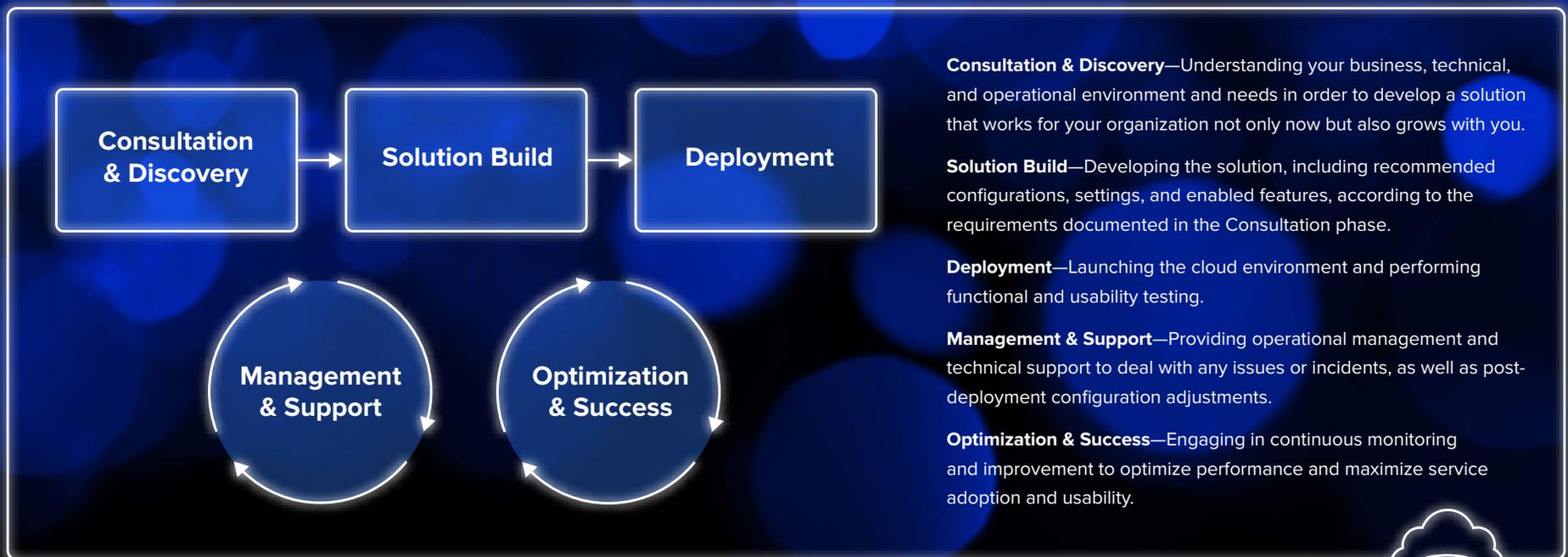
Because OpenDrives manages the service with our own highly qualified technical personnel, most of whom have workload-specific expertise in addition to their data storage and cloud experience, you know that you're getting the most expert

help available to keep your hybrid environment up and running. Your technical and business-focused professionals alike can benefit from the highly capable hybrid storage infrastructure the solution provides without being defocused from their own core activities. We're there to make sure the solution always works optimally for your organization, each and every day.

## Technical deliverables with high-value business outcomes

Atlas Cloud Plus is an end-to-end managed service, providing cloud-based storage to augment your on-premises data storage infrastructure. Creating a hybrid architecture requires a number of planning and implementation activities, all of which OpenDrives provides and manages for you. As a customer-focused company, we engage in consultative planning to make sure the service works ideally for your business. The following phases are all part of the managed services engagement.

## Atlas Cloud Plus Phases



# Atlas Cloud Plus Deliverables

## Extending your investment

The real value in a managed service for software is in the ability to take advantage of new upgrades and feature enhancements as soon as they are available. New capabilities that your organization can immediately use and benefit from are quickly implemented and tested within the environment, then turned over to your team for quick adoption and use.

As we continue to add to the capability set provided by our Atlas software and leverage new features provided by the public cloud service provider, your deployment will evolve so you can incorporate these improvements into your business processes. All of this is provided by the service without your team having to keep up with upgrade schedules or operational considerations—we handle it all for you. The ROI you achieve with Atlas Cloud Plus continues for as long as you use the service.

To learn more about specific deliverables that Atlas Cloud Plus provides throughout the entire customer experience, from discovery and planning to solution optimization, check out the following table.

Deliverable/Stage	Description
Consultation & Discovery	A dedicated cloud expert/solutions engineer works one-on-one with the customer in a series of conversations to assess storage needs, workflows/workload challenges, technical requirements, and business goals; collaborates on development of a customized, future-proof solution; and lays out the project roadmap.
Solution Building	OpenDrives' cloud engineering (Cloud Plus Expert) team crafts and builds the solution according to the specs provided during the Consultation & Discovery stage.
Deployment	OpenDrives launches the cloud environment, configured with the required cloud instances, logins, features, and functions, and security measures; conducts testing within the customer's unique environment/solution.
Management & Support	Comprehensive, ongoing support and hands-on management to ensure optimized performance and meet customer's evolving needs. Services are wide-ranging, from scaling, tiering, and expansion to performance testing and standardization, to upgrades, security measures, and system troubleshooting.
Optimization & Success	OpenDrives will proactively monitor and observe the system and take actionable steps to continuously improve and ensure optimized performance and security. Examples include the following: provisioning and configuration of resources, cost management and resource optimization, quarterly evaluations to gauge and advise of system usage, and making recommendations on applicable cloud updates and new products.