

# iland enterprise cloud services

*You may be exploring cloud to scale with your business or are out of space in your data center. Maybe you're looking at alternatives to buying more hardware. **You'll quickly find not all clouds are the same.***

## what is iland Enterprise Cloud Services?

iland ECS is global enterprise-class cloud environment that is fully compatible with your own VMware platform. ECS customers use the cloud to support their production, test and development workloads.

Built with best-of-breed hardware and software from Cisco, Dell, VMware, Citrix and more, the iland cloud is a VMware vCloud-based service that offers on-demand resources from locations in North America, Europe and Asia Pacific.

## why choose iland Enterprise Cloud Services?

### see clearly into your cloud

One benefit of choosing a VMware-based cloud is the familiarity of the operating environment – but that's often lost with the very low visibility you often have into our cloud resources.

iland designed and developed our own cloud portal which reveals key performance metrics about each VM, vApp and VDC in your environment. With capacity and utilization metrics, you can easily alert, identify, and remedy misaligned resources. And, with predictive billing, you can anticipate your cloud costs before the end of the month.

### there's someplace like home

Your team is expert at managing the VMware environment in your data center, understanding its metrics, and allocating resources. You have already built a healthy library of templates and images. As you move to cloud, why backtrack to square one?

Onboarding is seamless with iland ECS. Your existing VMDKs will continue to work, and the entire process is supported by the highly-rated iland Cloud Support team.

### no noisy neighbors

One benefit of the architecture of the iland cloud is an operating environment insulated from noisy neighbors. Because all the resources you reserve are yours – and not over-subscribed – you can be sure that the behavior of others in the environment will never impact your performance.

## iland ECS at a glance

- ✓ Unparalleled visibility into your cloud footprint
- ✓ Straightforward, flexible pricing
- ✓ Resource pooling, for greater control, better utilization and lower costs
- ✓ Traditional and SSD storage options
- ✓ 7-day backups included, 30 and 90 available
- ✓ Consistent performance, insulated from noisy neighbors
- ✓ Seamless on-boarding with compatibility with VMDKs and best-in-class support
- ✓ Familiar VMware operating environment
- ✓ Compliance with key audits in US, EMEA and APAC
- ✓ Integrated disaster recovery management

## Why choose iland?

- ▶ 19+ years supporting customers and their critical workloads
- ▶ 95%+ customer satisfaction rating for iland Cloud Support – with representatives at each cloud location
- ▶ 8 global data centers in NA, EMEA and APAC with further growth plans in EMEA & APAC
- ▶ 3 VMware Partner network awards, Americas & Global
- ▶ Consultative customer relationships with the flexibility to meet your business needs

### get what you pay for. use what you get

With iland ECS, you're given a pool of resources – memory, compute and storage – which you can allocate to each virtual machine. Rather than paying per instance – and under-utilizing most instances – you can actively manage your VMs while they are running, redirecting excess resources towards better uses. By buying by the GHZ, rather than a non-standard vCPU, you can be certain of the power you're getting. Your pool is yours to configure – so make the most of your cloud.

### straight-forward pricing – without the slide rule

iland has three pricing models to help you optimize your cloud costs:

#### Pay-As-You-Go

Entirely on-demand, use as much CPU, memory, and storage as you need and only pay for what you are using at any time.

#### Reservation

Reserve a fixed pool of CPU, memory and storage for a fixed, predictable monthly bill. Within your pool, assign and re-assign resources to workloads as you see fit.

#### Reservation with Burst Capacity

Bring together the best of reservation and bursting capabilities. Commit to a fixed pool of reserved resources. Then, add in the flexibility to burst as needed, up to a pre-set cap. Each month you'll be billed for the reserved amount, plus any bursting you're doing, as calculated by our periodic sampling of utilization.

All of our billing models are fully transparent within the portal, where you will see detailed metrics on the utilization and cost of your entire cloud footprint in 20 second intervals.

### and, the rest of the reasons

There are a host of other reasons to choose iland – and we'd love to highlight just a few more:

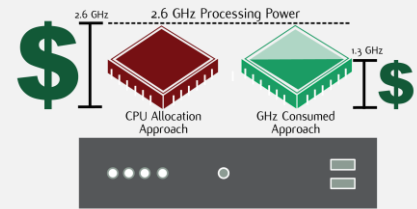
- We support co-location of physical machines, if needed
- Our US locations hold SSAE 16 certification. Our EMEA locations hold ISO 9001/27001 certifications
- Data is encrypted as it travels across the wire using AES-256 encryption

### so, what's next?

Reach out to iland to learn more about our cloud offerings, and how they can help your business grow.

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Industry average CPU utilization is only 35%.  
Why pay for 100%?  
With iland you only pay for the GHz you consume.

### connecting to iland ECS

Connect to iland ECS with either iland CloudConnect or VMware vCloud® Connector™. Our data centers have carrier-neutral access to over 500 networks and service providers, allowing you to seamlessly connect with an iland cloud solution.

### About iland

With data centers in the U.S., U.K. and Singapore, iland delivers proven enterprise cloud solutions that help companies do business faster, smarter and more flexibly. Unlike any other provider, iland's technology and consultative approach mean anyone—regardless of expertise, location or business objective—can experience the benefits of a hassle-free cloud.

From scaling production workloads, to supporting testing and development, to disaster recovery, iland's secure cloud and decades of experience translate into unmatched service. Underscoring the strength of its platform, the company has been recognized as VMware's Service Provider Partner of the Year, Global and Americas

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