

# ACS Cloud IaaS

## Overview

### Solution Description

The ACS Cloud Infrastructure as a Service (IaaS) is a multi-tenant Cloud infrastructure that enables clients to move their data into the Cloud without sacrificing security or control.

With this multi-tenant solution, each client's workload is segregated – including database, server, application and storage – on a separate vLAN, each protected by hypervisor-based virtual firewalls. Clients are assured that their data is not only protected from outside threats, but also secure within the Cloud itself. Additionally, clients have the ability to track, audit and report just as they would with a traditional enterprise solution using ACS Management Platform (AMP), our integrated ITIL V3-compliant service delivery platform.

The ACS Cloud IaaS also features an on-demand "click-and-pick" provisioning process that delivers capabilities within minutes. This flexible solution, which can be configured based on a client's specific computing power, memory, storage or network bandwidth needs, works on Linux and Windows servers.

### Value Proposition/Win Themes

The ACS Cloud transforms what used to be a four-to-six week cycle time for traditional server, network and storage provisioning into a workflow-enabled "click and pick" process that delivers capabilities in minutes. It's a flexible solution that can expand or decrease in capacity to meet a client's changing business needs. For example, a retail client may have an increase in workloads during the holidays and will require a larger server or database capacity during this season. Our solution can easily be scaled up, then scaled back down to meet these needs.

By moving their technology infrastructure to a multi-tenant Cloud infrastructure, a client can realize significant cost savings because their IT environment is no longer a long-term capital expense but instead becomes an operating expense. This flexible infrastructure also allows a client's internal IT group to be more responsive to specific business needs – which can offer significant competitive advantage.

### Differentiation

Our enterprise-focused approach to security and delivery, as well as our sophisticated provisioning model, are the key differentiators that separate the ACS Cloud IaaS solution from our competitors.

**Security:** Unlike many other Cloud providers, we segregate each client's workload, including database, server, application and storage, on a separate vLAN, each protected by hypervisor-based virtual walls. This configuration ensures that only you can access the workloads you're running. We've segregated that visibility and access on the front end.

**Compliance:** In many other Cloud solutions, clients don't know the geographical location of that particular Cloud or their data. With the ACS Cloud, users can choose the geography during provisioning; therefore, clients know where their data is and can govern the work performed in the Cloud. This governance is particularly imperative for compliance with HIPAA, COPPA, EU Data Protection Directive, USA Patriot Act and other similar privacy regulations.

**Control:** The greatest differentiator is that the ACS Cloud is integrated into our ITIL V3-compliant service delivery platform known as AMP. This platform features a change control process that enables clients to track what they're doing and delivers the same type of auditing, reporting and transparency they would expect from a traditional enterprise solution.

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## **Business Case**

### **Business Problem Addressed**

Many organizations are looking to save money and time in managing their IT infrastructure, as well as are challenged to be more agile and responsive to changing business needs than traditional enterprise IT solutions would allow. Specifically, retail businesses that have peak workloads that change with season and time of year, may be looking for a more flexible solution that can scale up and/or scale down to meet demand.

### **ACS Experiences**

We have more than 20 years' experience in helping enterprises build and managed their IT infrastructure so we are a natural fit to help these same clients move their infrastructure into a Cloud-based model. We have leveraged this vast experience in managing enterprise-level IT infrastructure in the design of our trusted ACS Cloud solution that was "purpose-built" for our enterprise customers.

Additionally, ACS has achieved the prestigious ISO20000 certification across all our data centers around the world – thus ensuring that we're leading the industry in IT performance. ACS also was recognized with the Cisco Gold Star for achieving Cisco Channel Customer Satisfaction excellence –the highest distinction that a partner can achieve within the Cisco Channel Partner program.