

# NIMBUS CLOUD SERVICES





# ONI CLOUD SERVICES

- Cloud Readiness Assessments
- Public/Private Cloud Infrastructure
- Back-up & Disaster Recovery as a Service
- Collaboration & UC as a Service
- Cloud Connectivity

# YOUR BUSINESS, YOUR CLOUD, YOUR WAY

Flexibility, scalability, security and sustainability. Cloud computing has created a fast-track to business transformation.

The concept of cloud computing is not a new one, but it is true to say that businesses are finding new ways to benefit from the cost efficiency and agility provided by cloud infrastructure.

As the technology has matured, we've seen a breaking down of the traditional barriers to cloud adoption. Fears over a lack of control or security have all but disappeared and the allure of simplicity and availability have taken over.

UK cloud adoption rates are well above the EU average, with the Cloud Industry Forum reporting adoption rates of over 90%.

For many businesses, migration to the cloud starts with SaaS. Email, CRM and business apps being moved to the cloud to help support greater agility and mobility across the organisation.

As greater benefits are realised, more businesses are taking advantage of storage, back-up, DR and infrastructure as a service.

The key thing to remember is that cloud is not an all or nothing proposition. Every business has a unique set of requirements and circumstances. For most, the aim is to achieve a mix of cloud (public and private) and on-premises solutions that enable digital transformation whilst maximising returns on any legacy technology investments.

This hybrid model has rapidly become the infrastructure of choice for IT and communications technology professionals as it delivers the agility and affordability of cloud with the convenience and control of on-premises.

Cloud migration is a gradual process. As older hardware or software solutions reach end of life, they are increasingly being replaced with cloud alternatives. Every organisation's roadmap will be different and rather than an interim state, hybrid infrastructure is likely to become the new normal.

Cloud is of great benefit to organisations that are looking to implement new services and solutions. The ease of deployment, rapid scalability and hardware independent nature of cloud make it the ideal testing ground for new digital transformation initiatives.

Whatever your journey to the cloud looks like, partnering with the right service provider can help you maximise the potential of cloud whilst making the most of your investment in legacy technology.

It's your business, your cloud, your way.

# CLOUD INFRASTRUCTURE

Cloud computing is not one, big homogenous resource. There are a variety of cloud deployment options available.

ONI provide public, private and hybrid cloud services from an environment that features best-in-class technology, ensuring your network is robust, flexible and scalable to fit with your changing requirements.

## THE ONI DATA CENTRE

Our Nimbus Virtual Cloud delivers infrastructure-as-a-service from our Tier 3+ UK data centre. Since we first opened our data centre in 2011, we have never had a service affecting-outage. Ever.

Our commitment to 100% availability provides our customers with peace of mind that they will always have access to their data and applications. It's what we call Business Assured.

## PUBLIC CLOUD

In a public cloud, computing resources and services are owned and operated by a third-party provider and made available for consumption (primarily) over the Internet.

By utilising public cloud services, you eliminate the cost of infrastructure maintenance and benefit from instant scalability by accessing these standardised services on a utility basis.

## PRIVATE CLOUD

The principles of a private cloud are similar to those of public cloud infrastructure, with two notable differences. First, the services within a private cloud are designed specifically to meet the needs of your organisation. Second, you (or your Managed Service Provider) are responsible for the monitoring and management of the infrastructure.

Our private cloud services allows you to place key applications and infrastructure in the cloud in order to benefit from the flexibility and reliability of cloud computing without the cost implications of making applications public cloud-ready or maintaining on-premises equipment.

## HYBRID CLOUD

The average business will not migrate 100% of its infrastructure to the cloud due to factors including security, compatibility and lifecycle management. Often described as the best of both worlds, hybrid cloud looks set to become the de facto choice for the majority of businesses in the future.

It combines public and private cloud with on-premises equipment to allow organisations to deploy workloads in the right place, at the right time according to their lifecycle.

Services that are compatible with public cloud can be moved, while those that are not can be migrated to a private cloud network or colocated in order to improve availability and extend their lifecycle – or remain on-premises.

Moving applications to a private cloud environment is quicker and more cost-effective than recreating applications so that they can operate in hyperscaler environments. This means that you can accelerate your journey to cloud adoption, guarantee the availability of critical applications and benefit from an OPEX model.

# CLOUD READINESS

The wide-ranging benefits of cloud computing may be significant. However, the scoping, deployment and management of a hybrid cloud environment is not straightforward. Businesses looking to migrate to the cloud may have concerns over security, data sovereignty, performance or availability and be wary of unpredictable costs.

The ONI cloud readiness assessment spans people, process and technology to assess an organisation's preparedness for the cloud. By clearly establishing the current and desired future state of your infrastructure, we can develop a sustainable roadmap to help you achieve your business transformation objectives.

Our consultants will provide you with proactive recommendations for future strategic development and design a hybrid infrastructure that is tailored to help your organisation meet its long-term objectives.

The detailed systems assessment includes a gap analysis of your virtual infrastructure, workloads, networking, connectivity and more.

A detailed report is produced that includes an implementation roadmap, benefits baseline and cost analysis. All of which can be used to help cement the business case for cloud migration.

While you may have adopted a cloud strategy to an extent, moving easy and obvious applications first, it's important to know what you should move next.

A cloud readiness assessment can be used to assess your current strategy, optimise what you have already moved to the cloud and show you what you should move next and why. This gives you visibility of your overall strategy and the ability to shift workloads in a multi-cloud environment.

## KEY BENEFITS

Our cloud readiness assessments provide an agnostic review of your legacy infrastructure and technology roadmap. They help you determine how to achieve the greatest business benefits, such as:

- Enhance business agility and reduce time to market Cloud Readiness
- Reduce capital expenditure and lower total cost of ownership
- Improve performance of business systems and applications
- Maximise long-term value from investment in legacy equipment
- Ensure compliance with security and data protection obligations
- Improve both the user and customer experience
- Consolidate servers and reduce infrastructure sprawl
- Improve visibility and management of network operations
- Align technology and process to business objectives
- Deliver a platform for future growth and profitability
- Simplify IT management and re-focus on core business projects

# INFRASTRUCTURE AS A SERVICE

Organisations rely almost exclusively on their IT and communications infrastructure to maintain business-as-usual.

While needs and objectives remain individual to each business, two principles remain constant: the desire to access flexible, scalable infrastructure and the ability to offset the costs and management of complex, business-critical systems.

ONI are experts in the design, implementation and management of virtual computing, storage and disaster recovery solutions. Our Nimbus Virtual Cloud delivers Infrastructure as a Service from our Tier 3+ UK data centre.

We offer a range of public, private and hybrid cloud infrastructure, featuring best-in-class technology, to suit your specific computing needs.

All our systems are fully redundant and managed in accordance with best practice, while our validated architecture provides enhanced levels of availability, security and resilience – guaranteeing 100% uptime.

## STORAGE

Our primary cloud storage delivers a flexible, scalable range of storage solutions. Incremental back-up and recovery services are available in a range of options to suit operational or compliance obligations.

## MONITORING

Round-the-clock monitoring and proactive maintenance ensure Nimbus Virtual Cloud services are always available on-demand. Monitoring services are delivered from our on-site TAC, with performance, availability and resource consumption delivered against industry-leading SLAs.

## SCALABILITY

Nimbus Virtual Cloud services are available on a simple pay-as-you go basis. Consumed as a utility, customers are able to provision new services instantly and scale components up and down to suit their changing business needs; including vCPU, servers, memory and storage.

## ENHANCED SERVICE OPTIONS

We know that one size does not fit all, which is why we provide a wide range of enhanced and value-add system components, operating systems and applications that allow you to tailor your cloud environment.

## KEY BENEFITS

- Leverage best-in-class hardware and software without the need for significant CapEx
- Improve business continuity and resilience
- Eliminate the costs of managing an expensive, on-site technology estate
- Scale your IT in response to changing business needs
- Reduce operating expenses through server consolidation and desktop virtualisation
- Embrace BYOD and enterprise mobility solutions
- Consolidate servers and reduce infrastructure sprawl
- Protect your business critical data and applications with state-of-the-art security

# BACK-UP & DISASTER RECOVERY

Back-up and disaster recovery processes are core components of business continuity. As the volume of data increases, traditional back-up procedures come under increasing pressure as they simply weren't designed to cope with the exponential growth of business data.

Running outdated and unreliable back-up and recovery technologies puts your data at risk. Disaster situations result in lost productivity, lost confidence and lost income – something that is only worsened by a lengthy recovery process.

To combat this, organisations are investing their cloud and managed service budgets into online back-up and recovery.

ONI's industry-leading Back-up and Disaster Recovery services are delivered from our Tier 3+ data centres and provide rapid, secure, reliable access to your essential business data where and when you need it, no matter where your infrastructure sits.

## **NIMBUS DATA RECOVER**

Nimbus Data Recover is our fully managed Back-up as a Service (BaaS) solution, enabling you to securely back-up a wide range of applications, operating systems, hypervisors and critical data sets to the cloud. Back-ups are stored in our data centres with flexible retention options ranging from minutes to permanent storage.

You can use Nimbus Data Recover to back-up both on-premises and Nimbus Virtual Cloud infrastructure, as well as benefit from the full operational support delivered by our 24x7 support team.

## **NIMBUS DATA RECOVER FOR OFFICE 365**

Nimbus Data Recover for Office 365, powered by Veeam®, eliminates the risk of losing access and control over your Office 365 data including Exchange Online, SharePoint Online and OneDrive for Business.

Microsoft provides a wide array of powerful services within Office 365 – but a comprehensive back-up of your Office 365 data is not one of them. Nimbus Data Recover for Office 365 ensures that your data is always available and protected.

## **NIMBUS SITE RECOVER**

Nimbus Site Recover delivers fully-managed Disaster Recovery as a Service (DRaaS), providing you with off-site standby copies of your virtual infrastructure.

You can recover your services in as little as 15 minutes, with the peace of mind of our 100% availability service level. DR runtime of one month is included as standard, with the option to extend if required.

## **NIMBUS VEEAM CLOUD CONNECT**

Nimbus Veeam Cloud Connect delivers a powerful and reliable off-site back-up of your data, which you can access and manage securely via an online console.

You can mitigate the risk of catastrophic data loss with our 100% availability service level, benefit from the peace of mind that your data will always remain in the UK and ensure you do not incur any unexpected costs.

# COLLABORATION

With the emergence of mobile working and ubiquitous connectivity, work ceased being somewhere you go and became something you do. As the Internet of Things matures and post-millennials enter the workplace, the trend towards immersive, collaborative working will become “business as usual” for many.

ONI's collaboration solutions, tailored to your individual needs and scenarios, help create an intuitive, agile and highly productive environment that keeps up with the rapid pace of change in the digital workplace.

When designing a collaboration solution, we always start with the users and how the digital workplace can help them address current challenges or improve productivity.

By analysing and understanding the way your users want to interact with each other, we can design and implement a solution that enables more effective communication. You can mix and match services to suit your needs.

We believe in building solutions and roadmaps that are outcome-oriented; helping you to meet specific business objectives, deliver new services rapidly and protect your investment in technology.

Whether there is an urgent, business-critical issue to address, or a longer-term transformation strategy to support, we can design and implement a solution to meet any timescale; helping to mitigate risk and ensuring great value for money.

If you need help building a business case for change, we will work with you to audit your existing setup, deliver the right services to each team, reduce up-front costs and extend services to meet future needs whilst delivering a rapid and sustainable return on your investment.

## DEPLOYMENT OPTIONS

When it comes to implementing collaboration solutions, you can choose from a range of deployment options. As each scenario is unique, the choice to deploy on-premises, use cloud services or adopt a hybrid solution is determined by what suits your business.

### CLOUD

- Pay per-user per-month
- 100% availability SLA
- Operational Support & Reporting

### ON-PREMISES

- Support & Managed Service options (up to 24 x 7)
- Online administration platform
- Dedicated infrastructure

### HYBRID

- Use existing infrastructure
- Consume cloud services as needed
- Migration Options



# CONNECTIVITY

In order to benefit fully from the speed and reliability of cloud services, you must ensure that the connectivity between your users and these services is the best it can be.

Unreliable voice and data networks result in loss of productivity and stakeholder confidence. ONI's connectivity solutions are bespoke to your individual requirements, ensuring fast and reliable access to both your public and private networks.

Our carrier-neutral data centre features multiple connections from a range of providers, delivering highly resilient connectivity to all our cloud services. This can be provisioned through internet access or by directly connecting to your existing network.

We will then manage and monitor these services on your behalf – giving you a single point of contact across your business.

## BUSINESS BENEFITS

- **Impartial Advice:** Our consultants will work with you to understand your business and your objectives before recommending the most suitable connectivity solution.
- **Agile Solutions:** Flexible, scalable solutions that enable you to adapt quickly to the changing business demands of collaboration, cloud computing and big data applications.
- **Single Supplier:** A single service provider offering best-in-class solutions from a range of carriers, helping you to save time and money on vendor management.



# PROFESSIONAL SERVICES

Alongside our cloud readiness assessments, ONI's Professional Services help you along every step of your digital transformation journey:

- **Consultancy:** Our consultants provide expert, pragmatic guidance on how cloud technologies can benefit your business.
- **Technical audits:** We deliver a range of audits, security and asset reviews and optimisation services to maximise the return on your investment in technology.
- **Systems design:** We design your system to not only provide performance improvements, but deliver against your wider business objectives and facilitate digital transformation.
- **Systems integration:** We will help you integrate your individual, siloed systems into an all-encompassing hybrid network.
- **Systems management:** We will help you manage your system to ensure best practice, maximise performance and deliver IT agility.

# ? WHY ONI?

Established in 1992, ONI plc is a leading provider of IT solutions and services to both public sector and commercial markets. Privately owned, we offer a comprehensive range of on-site, cloud and hybrid technology solutions.

We have worked hard to establish ourselves as a centre of excellence for digital transformation, but we're not resting on our laurels. We have ambitious plans for even further growth over the coming years, which will see us increasing both our capacity and range of services. Keen adopters of new technologies, we are proud of our reputation as innovators.

Our expertise already spans core network infrastructure, unified communications and collaboration, contact centre solutions, data centre services, connectivity and cybersecurity.

Our cloud services are delivered from our own Tier 3+ Data Centre, located in the South East of England, and include infrastructure, disaster recovery, UC, collaboration and contact centre solutions as a service.

We are committed to providing our customers with the availability, performance and agility required to transform their business. It's what we call Business Assured and comprises three core pledges.

## **100% UPTIME GUARANTEED**

Most service providers promise four 9's or even five 9's in terms of availability, but 99.99% uptime still means you are without service for 52min 35s every year. When dealing with business-critical applications, we don't think you should compromise on availability. If you pay 100% of your fees, you should get 100% availability.

Our commitment to 100% uptime underpins our data centre and managed service portfolio; providing our customers with peace of mind that they will always have access to their data and applications.

## **ON-PREMISES OR CLOUD AGNOSTIC**

For many organisations, the future of IT lies in a hybrid converged infrastructure that features elements of on-premises, colocation and cloud-based products and services. But getting agnostic advice on the best place to deploy each application can be difficult.

Cloud service providers naturally will only ever promote as a service propositions. Likewise, legacy systems integrators will have experience of on-premises hardware but not the skills necessary to transition services successfully to the cloud. In contrast, ONI offers the best of both worlds.

By combining legacy on-premises solutions with our Data Centre services, our customers benefit from transformative digital solutions, deployed where they add most value. Our agnostic approach to deployment helps organisations to gain a competitive advantage by reducing costs and delivering leaner, less complex IT solutions.

## **PREDICTABLE AND TRANSPARENT COSTS**

Our cloud services are provided from a single orchestration platform; one that offers a simplified product range and an all-inclusive price, based on customer usage. There is no need for specialist procurement knowledge to understand a complex product offering or EA pricing structure, let alone fluctuating exchange rates, making it easy to stay in control and avoid unexpected spiralling costs.

Our Assure Managed Services provide unmatched details about the status of IT infrastructure devices; enabling IT professionals to make better informed investment decisions about life-cycle management and avoid unnecessary costs. Improved visibility of contract renewals, or when devices reach end-of-life and end-of-support, makes budgeting more accurate and more predictable.



## AVAILABLE FROM ONI:

- Managed Services & Support
- Hosting & Colocation
- Networking & Connectivity
- Back-Up & Disaster Recovery
- Cybersecurity Solutions
- Contact Centre Solutions
- Mobility & Collaboration
- Unified Communications



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Established in 1992, ONI plc is a leading provider of IT services and solutions. We deliver a unique blend of on-site, hybrid and Cloud computing systems, from our Tier 3+ UK data centres. Our workforce holds over 400 accreditations from vendors such as Cisco, VMware, NetApp, Veeam and Microsoft.