CloudOps

CLOUDOPS | PROBLEM SOLVED

CloudOps leveraged NetApp® SolidFire® as the storage foundation for CloudMC, the IaaS platform that enables users like cloud.ca to rapidly grow secure, successful cloud-based businesses.

Run Lean, Monetize Fast, Extend Easily: CloudOps Builds Business Success in the Cloud

Since 2005, CloudOps has helped hundreds of enterprises and web-based companies build businesses in the cloud. Its CloudMC IaaS portal enables users like cloud.ca to generate revenue fast, then extend easily in alignment with business growth strategies. Behind it all is scale-out, all-flash storage from NetApp SolidFire.

2 hours
to initially rack and stack NetApp SolidFire cluster

Minutes
to add capacity

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> "CloudOps integrates business and technical strategies to drive our customers' success with partners like NetApp SolidFire."
>
> Marc Paré
> Chief Commercial Officer, CloudOps

A SCALABLE SOLUTION FOR RAPID MONETIZATION

As telecommunications companies and regional service providers launch or consider implementing their own cloud services, open source is a cost-effective infrastructure-as-a-service (IaaS) choice. However, it is difficult to productize and to deliver open source IaaS to end users with the customized performance they expect, as well as support for a variety of cloud models. CloudOps, based in Montreal, Canada, provides multicloud solutions for software companies, enterprises, and telecommunications providers. To solve its customers' challenge of monetizing IaaS, CloudOps offers both consulting and infrastructure solutions, ushering projects all the way from strategic planning through implementation and operations. To support this approach, CloudOps created CloudMC, an IaaS portal for service providers.

CloudMC is on-premises subscription software that provides a one-stop, self-service portal for cloud service orchestrator management and provisioning, including product catalogs, licensing, billing, and metering.

For a storage solution to drive CloudMC scalability, Quality of Service (QoS), and guaranteed performance, CloudOps chose all-flash storage from NetApp SolidFire.

"The fact that NetApp SolidFire is built for application programming interfaces (APIs), that it serves software orchestrating it as opposed to humans clicking on an interface, is fundamental," says Marc Paré, chief commercial officer at CloudOps. "Automation, and the economies that come from deduplication and data compression, provide efficiency. NetApp SolidFire also gives us the ability to scale out, making it easy to add capacity without complexity."

LEVERAGING SOLIDFIRE-DRIVEN PLATFORM FOR SERVICE PROVIDERS

A key user of the CloudMC platform is cloud.ca, a regional IaaS service for businesses that require some or all of their data to remain in Canada for reasons of compliance, performance, cost, or privacy. Designed to meet stringent data residency, privacy, and security requirements, resellers use cloud.ca to move to the cloud as referral partners, or as a white label solution for administering their own secure clouds. Accessible in both English and French, cloud.ca is also used by IT administrators, developers, and DevOps teams as a scalable, reliable, and agile framework that optimizes costs and delivers transparent reporting for chargeback.

It takes just 3 weeks for cloud.ca to deploy a new region, from ground zero to API production-readiness. Of this, the time to rack and stack the SolidFire cluster is just 2 hours.

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After that, it takes mere minutes to add capacity into the cluster—seamlessly, with no outages or side effects on services.

"NetApp SolidFire fits very nicely into our offering to allow us to create performance-oriented storage that meets our customers' needs," says Mike Gero, vice president of product and business development for cloud.ca. "Everything is fully executable via APIs as well as via CloudMC. And as technology migrates toward leveraging containers in the cloud, SolidFire brings very friendly capabilities in terms of persistent storage for the Docker environment, which is a key challenge that folks are looking to solve."

LEAN OPERATIONS, RAPID TIME TO REVENUE

CloudMC is an extensible framework, incorporating security and governance, which operates lean to enable multichannel go-to-market strategies that deliver rapid time to revenue.

"Our approach is to start thin, identify where customers can monetize the cloud to generate income immediately with a minimal viable product, and then extend forward from there," Paré says. "On the business side, we engage with the customers' sales, marketing, and product-management teams to align with their business strategies. Meanwhile, our technical teams determine how the cloud is going to work, and who the right partners are to bring the pieces together. CloudOps integrates business and technical strategies to drive our customers' success with partners like NetApp SolidFire."

SOLUTION COMPONENTS

NETAPP PRODUCTS

NetApp SolidFire

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netapp.com/us/products/storage-systems/all-flash-array/solidfire-web-scale.aspx

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