

# Cloud Concierge Services

Accelerating Your Time to Success with OpenStack

## Benefits

### **PINPOINT YOUR OPENSTACK REQUIREMENTS – QUICKLY**

A full range of professional services to plan, build out and optimize your OpenStack environment. Our Solution Architects work with you to customize a cloud strategy and roadmap for faster-time-to value and growth.

### **ACCELERATE CLOUD ADOPTION**

Cloudscaling Concierge Services reduce the complexity of deploying OpenStack, making it faster and easier to get your cloud up and running.

### **DEPLOY OPENSTACK WITH CONFIDENCE**

Our proven approach is developed from proof-of-concept testing and backed by real-world experience with the industry's largest production-grade OpenStack deployments.

### **DEVELOP A TRUSTED PARTNERSHIP**

Our Solution Architects collaborate as direct extensions of your IT and development teams to maximize your OpenStack investment.

**Cloudscaling's Concierge Services** provide the industry's most comprehensive professional services for managing the entire lifecycle of OpenStack deployments – from the use case evaluation phase, to proof of concept through 'go live' and post-production. Our highly experienced Solution Architects partner with your IT team to demystify OpenStack. You can quickly and confidently deploy your most important business applications and services to the new cloud environment.

## Concierge Services Portfolio

### **PHASE 1: PRE-PRODUCTION**

#### OpenStack Essentials

This half day course introduces your IT team to the core features and benefits of OpenStack to provide a baseline understanding of how OpenStack operates and the use cases for which it is best suited.

#### Cloud Use Case Discovery

This one-week service engagement identifies and prioritizes potential OpenStack use cases for your organization. At a macro-level, this includes AWS migration, hybrid and private cloud deployments. On a more granular level, we also examine:

- Dev Test
- Platform-as-a-Service (PaaS)
- Distributed Apps
- Big Data Analytics
- Web Scale-out Apps (social media, mobile & collaboration)

Cloudscaling interviews application owners to pinpoint prerequisites for elastic compute and storage opportunities.

We also assess the feasibility, expected costs and benefits of migrating or developing apps on top of OpenStack. And we develop a detailed roadmap for meeting your specific goals.

## **OpenStack Administrator Training**

This two-day course fully prepares an administrator to run an OpenStack environment. Attendees should have experience operating legacy applications and be familiar with basic data center administration concepts for compute, storage and networking.

## **Proof of Concept**

We leave nothing to chance. To validate your initial OpenStack use case, Cloudscaling sets up and configures a proof-of-concept (PoC) environment. The PoC using OCS runs on customers' choice of existing or new hardware.

## **PHASE 2: PRODUCTION**

### **Production Pilot**

As the next logical step in your rollout, Cloudscaling guides the deployment of an OpenStack production cloud using OCS configured and tuned for your use case. We also stress test your use case with a set of proven methodologies. Your production pilot evaluates application deployment and provides a runbook to operate your production system. This spans the full production lifecycle from installation to maintenance, updates, recovery and decommissioning.

### **Developer Training**

This two-day course is designed for application developers building new or migrating existing apps to OpenStack. Attendees should be familiar with application development techniques and know how to develop in Java or Python. The course covers APIs supported by OpenStack and includes a hands-on lab.

### **Process and Team Development**

As your production environment comes online, OpenStack administrators must learn how to release and manage new applications. This strategic service demonstrates application deployment, upgrades and decommissioning. Cloudscaling will develop an application deployment guide specific to your needs that includes all steps for deploying and running applications on OpenStack.

## **PHASE 3: POST PRODUCTION**

### **AWS Use Case Migration**

Because OpenStack products like Cloudscaling OCS mimic AWS behavior and APIs, AWS migration does not require completely redeveloping an application. Cloudscaling demonstrates the changes required to run an application on OpenStack, helps move the application and provides complete documentation of the migration process.

## AWS Migration Training

This one-day course teaches methodologies for migrating an AWS application to OpenStack. Administrator and developer training are prerequisites. An existing OpenStack proof of concept or production cloud is also required.

## OpenStack Certification

Cloudscaling offers certification and audit services suitable for any OpenStack deployment, including those not deployed by Cloudscaling. Some deployments may require more extensive tuning depending on initial setup and requirements. Cloudscaling recommends re-certifying clouds no less than annually and encourages re-certification before any major application deployment or system upgrade.

## Your Path to Success with Concierge Services

Cloudscaling Concierge Services are your path to OpenStack success. Meticulously developed from real-world experience in supporting a wide range of customer implementations, our proven approach helps you:

- Understand the impact of new technologies through hands-on workshops
- Assess your infrastructure to identify opportunities for improvement
- Design a customized plan to optimize your organization's OpenStack requirements
- Implement an OpenStack-powered IaaS solution that both IT and developers will love

### Go from Zero to Cloud in less than 6 months



## Next Steps

If you're researching, evaluating or actively investing in OpenStack as a strategic element of your cloud infrastructure, the time to contact Cloudscaling to learn more about our Concierge Services is now. We'll take the complexity out of your OpenStack projects by collaborating with your IT and developer teams to develop the best possible cloud deployment model for your current and emerging business needs. All without locking you in to a monolithic implementation. Cloudscaling Concierge Services are here to help you unlock new business value and operational efficiencies never before seen. Today.

For more information, contact [sales@cloudscaling.com](mailto:sales@cloudscaling.com) or visit our website, [www.cloudscaling.com](http://www.cloudscaling.com).

**ABOUT CLOUDSCALING** *Cloudscaling is the leading provider of OpenStack-powered IaaS for private and hybrid clouds. Our core product Open Cloud System (OCS), is powered by OpenStack and designed to meet the requirements of next-generation dynamic applications. OCS delivers the agility, performance and economic benefits of leading public cloud providers, but deployable in the customer's data center and under the IT team's control. Cloudscaling is backed by Trinity Ventures and headquartered in San Francisco.*

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Cloudscaling is the trusted source for information on OpenStack and together with the community is making OpenStack more production-grade. For more information, please visit [www.openstack.org](http://www.openstack.org)