Flexiant Cloud Orchestrator and Parallels Automation

Easily integrate hypervisor agnostic Infrastructure as a Service with the rest of your cloud services

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I. Solution Brief

Increasing levels of competition for a share of the cloud infrastructure business means you need to differentiate what you sell and how you sell it. It is critical to spend less time deploying technology and more time solving your customers' problems.

Your customers are increasingly sophisticated consumers of cloud infrastructure. Their needs include:

- Quick deployment and easy management of services

- Billing based on consumption

- The agility to cope with spikes in demand

- Highly available, resilient services

- Paying for IT services as an operating expense

To satisfy these requirements, you must evaluate all the components of a cloud management solution, to ensure quick ROI and viability to meet changing customer needs over time.

Parallels Automation, integrated with Flexiant Cloud Orchestrator, gives a combined best-of-breed solution for building an IaaS set of offers. With these combined platforms you can launch your IaaS in days and capture your share of a rapidly growing market, irrespective of hypervisor preference, and featuring the high-scale container virtualization Parallels partners have used for years.

Parallels Automation is the most widely deployed platform for automating and simplifying cloud service delivery in the industry. Flexiant Cloud Orchestrator is the most innovative management software for IaaS orchestration. Together, you will have a way to integrate IaaS with your existing services, and sell through multiple channels to the market.

II. Solution Benefits – Flexiant Cloud Orchestrator and Parallels Automation

Single pane of glass

Parallels Automation and Flexiant Cloud Orchestrator enables your end customers to consume and handle billing for all their cloud services via the Parallels Automation interface. This greatly reduces complexity, administrative overhead and associated risk and costs.

Virtualization technology agnostic

Flexiant Cloud Orchestrator supports all the main hypervisors including VMware, Hyper-V, KVM and Xen, as well as Parallels Containers (operating system virtualization). As a result, you can migrate new or existing customers over to your IaaS platform without having to overcome the obstacle of their needing to switch virtualization technology.

Pay As You Go billing

Enable your customers to align their IT costs with business need by offering a utility Pay-As-You-Go (PAYG) billing model, whereby they only need to pay for the cloud infrastructure services they consume.

Scalable to multiple geographies

Scalability is at the heart of both Parallels Automation and Flexiant Cloud Orchestrator. As your business grows, you can ramp up to hundreds of thousands of reseller and end-customer accounts, and from cluster to cluster and datacenter to datacenter across multiple global geographies.

Cloud application blueprints

Flexiant Cloud Orchestrator's "Bento Boxes" enable cloud application blueprint creation and configuration via a graphical user interface. These can then be deployed by your customers' non-technical staff, saving time and IT resources.

Keep your own brand

Our fully customizable interface can be completely white-labelled which means that both you and your resellers will maintain brand identity on the customer portal. This allows you to integrate the look and feel of your cloud platform into your overall offering, further differentiating yourself from the competition.

Multi-tier channel capabilities

Parallels Automation and Flexiant Cloud Orchestrator are optimized for the channel, with service providers and resellers able to customize the end user interface, as well as control what cloud service products are sold and how they are billed. This reseller functionality gives you the opportunity to considerably broaden the markets you can address by increasing your channel presence.

Reduce operational costs

By automating resource management, PAYG billing, marketing and customer service, as well as speeding up the provisioning and simplifying the consumption of IT services, Parallels Automation and Flexiant Cloud Orchestrator significantly reduces the costs of running your cloud service.

Rapid time to market

Flexiant Cloud Orchestrator is designed with speed of deployment in mind. You will be up and running in a matter of days, increasing your competitiveness and reducing the time taken to see a return on your investment.

III.   Support Packages

Flexiant provides around the clock support services for Flexiant products with 3 levels of support Standard, Premium and Premium Plus.

You can change or upgrade your plan at any time. Regardless of which support tier you select, we will provide the support necessary to resolve any issues regarding the installation, configuration, operation and use of Flexiant Cloud Orchestrator.

Standard

All Flexiant Cloud Orchestrator customers are automatically entitled to receive our free Standard support, with immediate 24x7 access to the support portal and our technical knowledge base, as well as 1-on-1-email support from our technical team to help with any issues during our local business hours.

Premium

In addition to everything you get in the Standard Plan, this plan gives you priority over other support requests, available 24×7 by phone or email for urgent issues as well as the ability to raise an unlimited number of calls in a month.

Premium Plus

This plan includes all of the components of Standard and Premium support, along with a dedicated Technical Account Manager, monthly service reviews and a bundle of professional services days to help with installation, configuration or other operational tasks to ensure Flexiant Cloud Orchestrator services and features are serving your business requirements.

IV. Flexiant Cloud Orchestrator at a Glance

Flexiant Cloud Orchestrator is a fully automated cloud management software suite. Anyone looking to create a cloud infrastructure business, whether hosting companies, MSPs, telecom companies or new entrants, will find that Flexiant Cloud Orchestrator is the one piece of software they need to automate their datacenter operations and monetise the cloud.

Speed of deployment (up and running in 5 days), ease of use, reliability and maturity makes Flexiant Cloud Orchestrator a compelling choice.

V. Parallels at a Glance

Making it easier for service providers to grow and profit from the cloud, Parallels offers innovative service hosting and delivery software, backed by in-house expertise and a diverse partner ecosystem.

Today, more than 9,000 service providers rely on Parallels solutions to host and deliver thousands of applications and cloud services to more than 10 million small- to medium-sized businesses in more than 130 countries worldwide.

In an industry fraught with "me too" offerings, Parallels Automation provides unique capabilities that match perfectly with Flexiant Cloud Orchestrator.

For more information contact flexiant@parallels.com or visit www.flexiant.com/parallels.