



Infradata

Evolution of hosting  
20-minute survival guide

Next Generation  
Security & Networks

[www.infradata.eu](http://www.infradata.eu)

Cloudfest 2018

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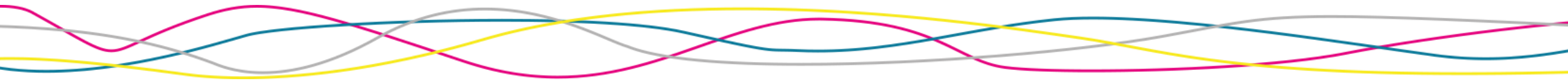
## Hosting Services Challenges and Opportunities

### **The challenges**

- Red ocean full of sharks
- End-to-end orchestration
- Skilled resources to do so

### **The opportunities**

- Cloud adoption is still growing rapidly
- Managed services are booming
- Cloud security and compliancy



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## Winning strategies for hosting and managed cloud services

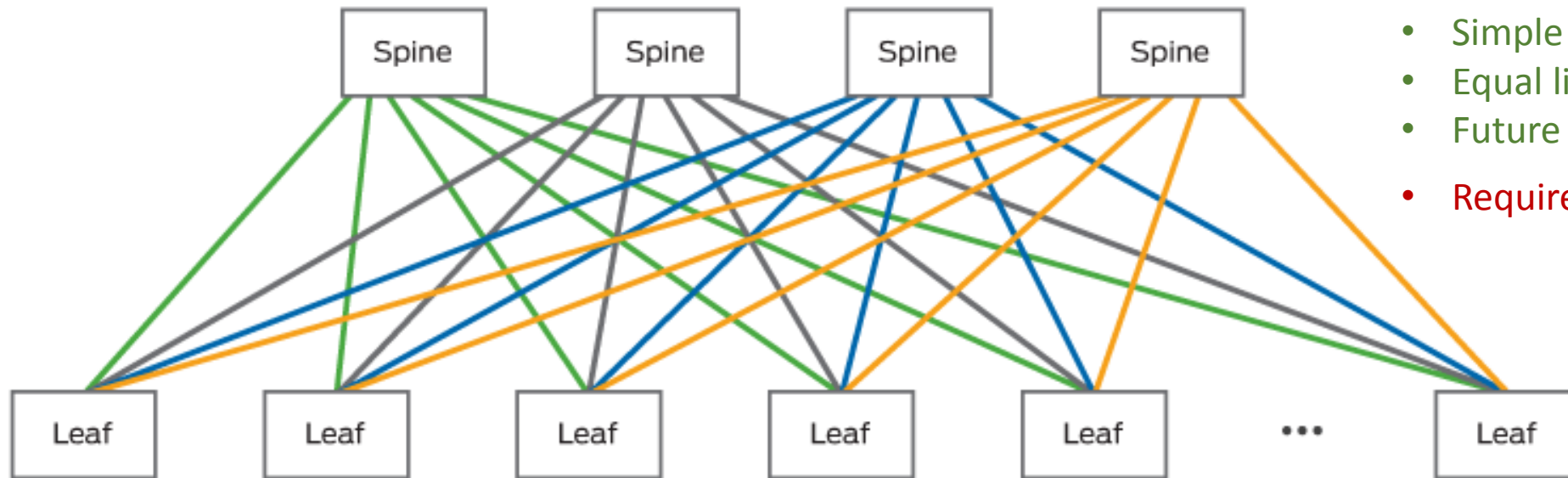
	How to win	How not to
Operational Management opportunities	Deploy service automation; Enable service chaining and sell bundles	Lack of standardization; manual provisioning
Leverage network knowledge outside the datacenter	Network and interconnection knowledge including portfolio options	Providers without a interconnectivity strategy
Multi-cloud integration	Integrate with the big cloud providers but keep focus on the local segment	Only selling a limited range of services in traditional sectors; Trying to beat the competition on price
Multi-Cloud Security Management	Facilitate in cross-cloud identity and access management; Invest in API expertise	Rely on traditional security tools and controls; Disjoint point solutions

Sources: 451 Research, Gartner

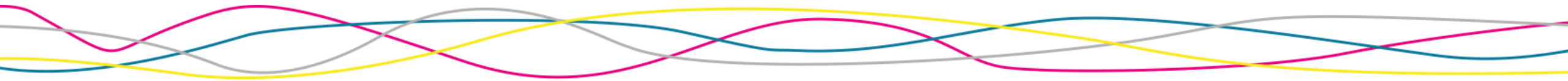


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## Network and Service Automation – Underlay



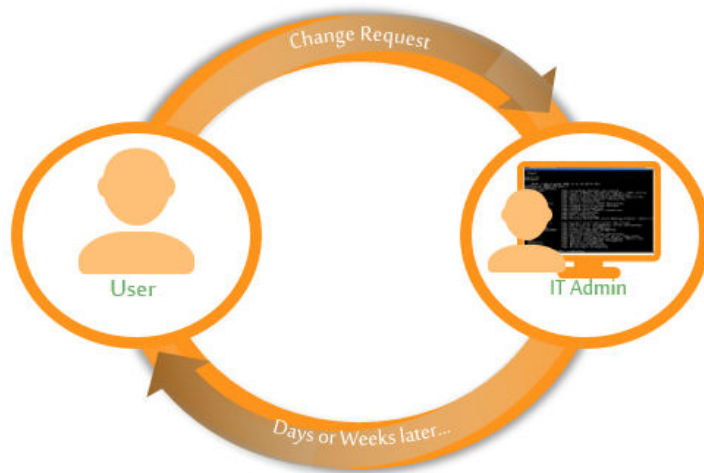
- Simple protocols
- Equal link utilization
- Future ready
- Requires Automation and Orchestration



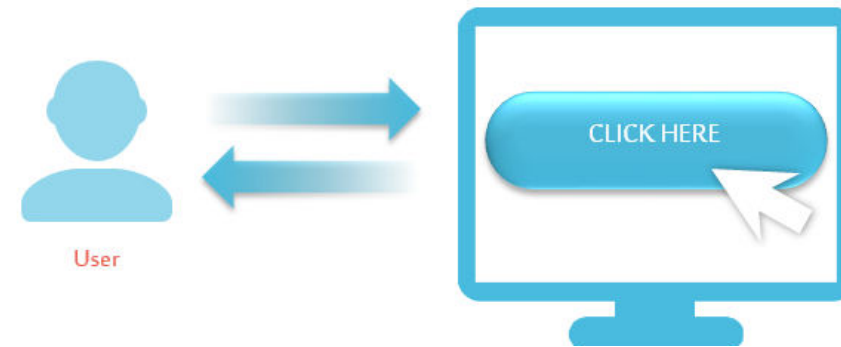
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## Network and Service Automation – Infradata nuQulus Service orchestration

Manual service provisioning



nuQulus real-time service provisioning



nuQulus 



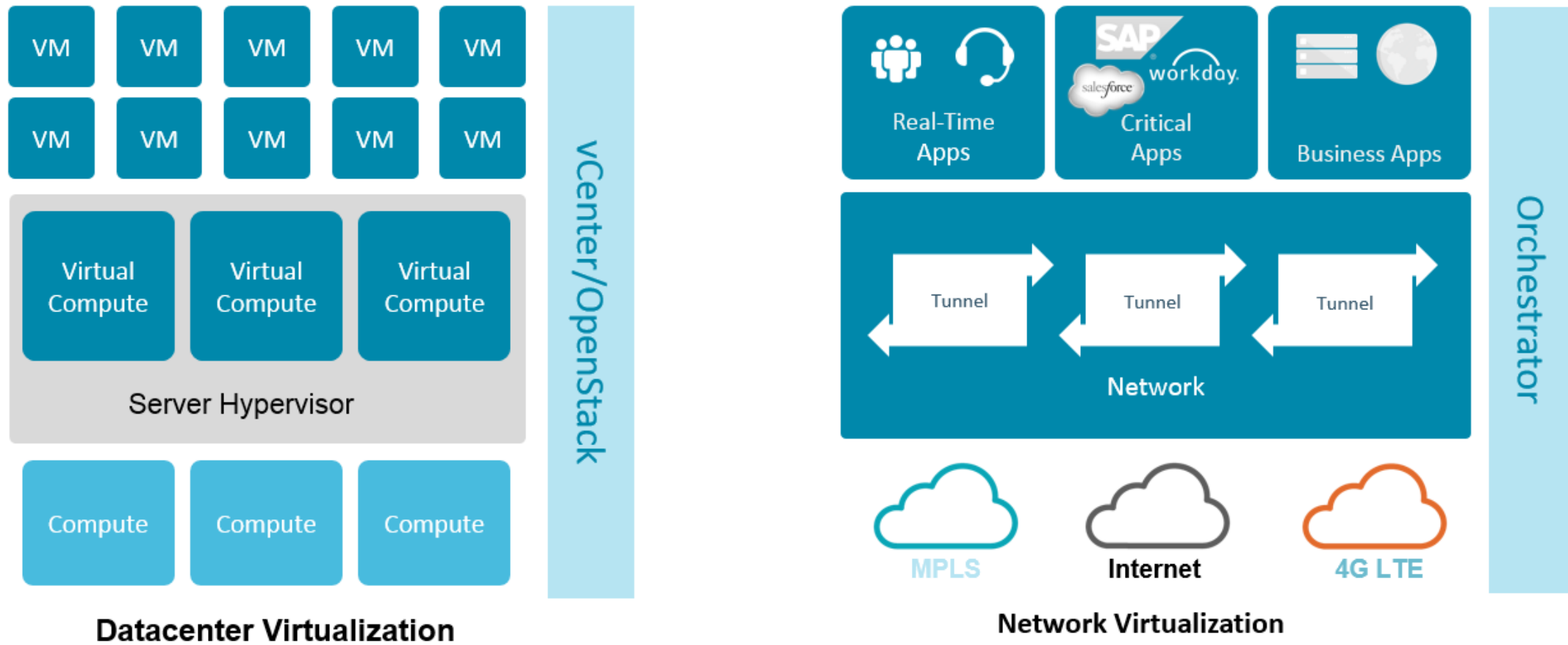
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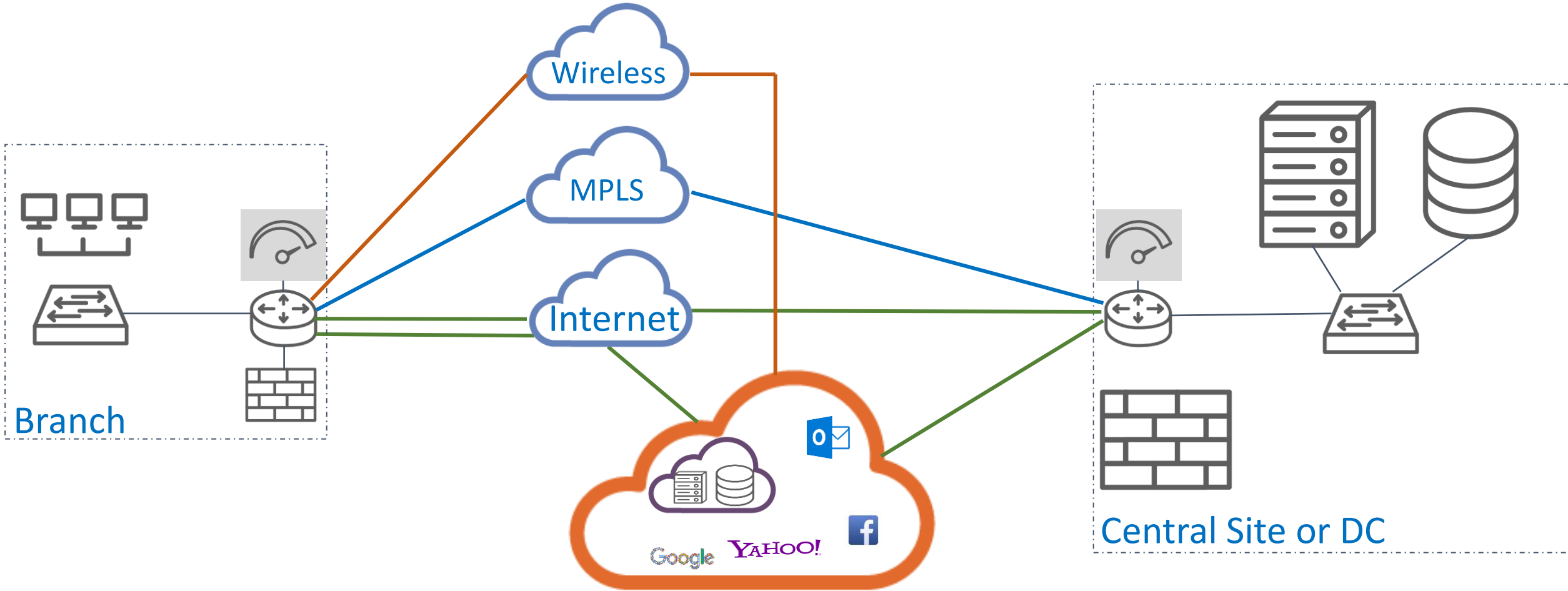
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## Managed WAN connectivity: Software Defined WAN



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## Managed WAN connectivity: Software Defined WAN





## Winning strategies for hosting and managed cloud services

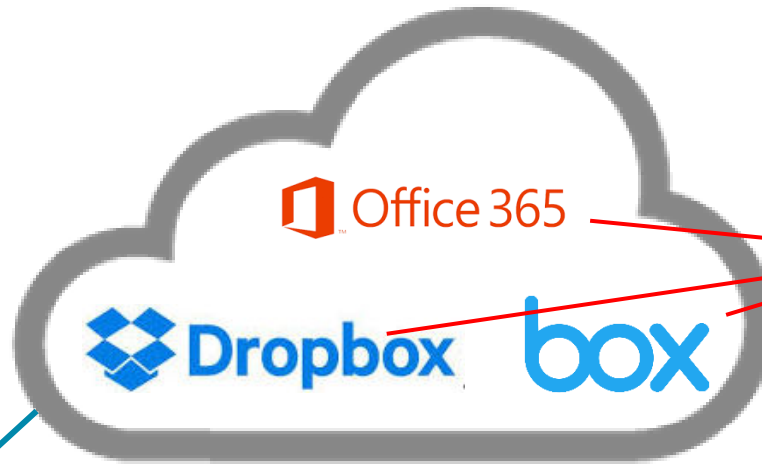
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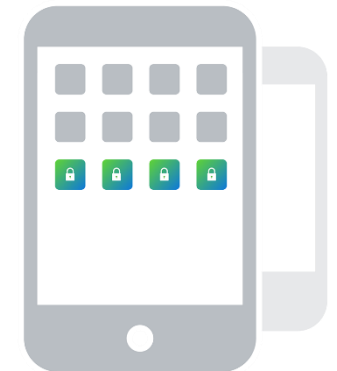
Managed security services

Content Access Security Broker



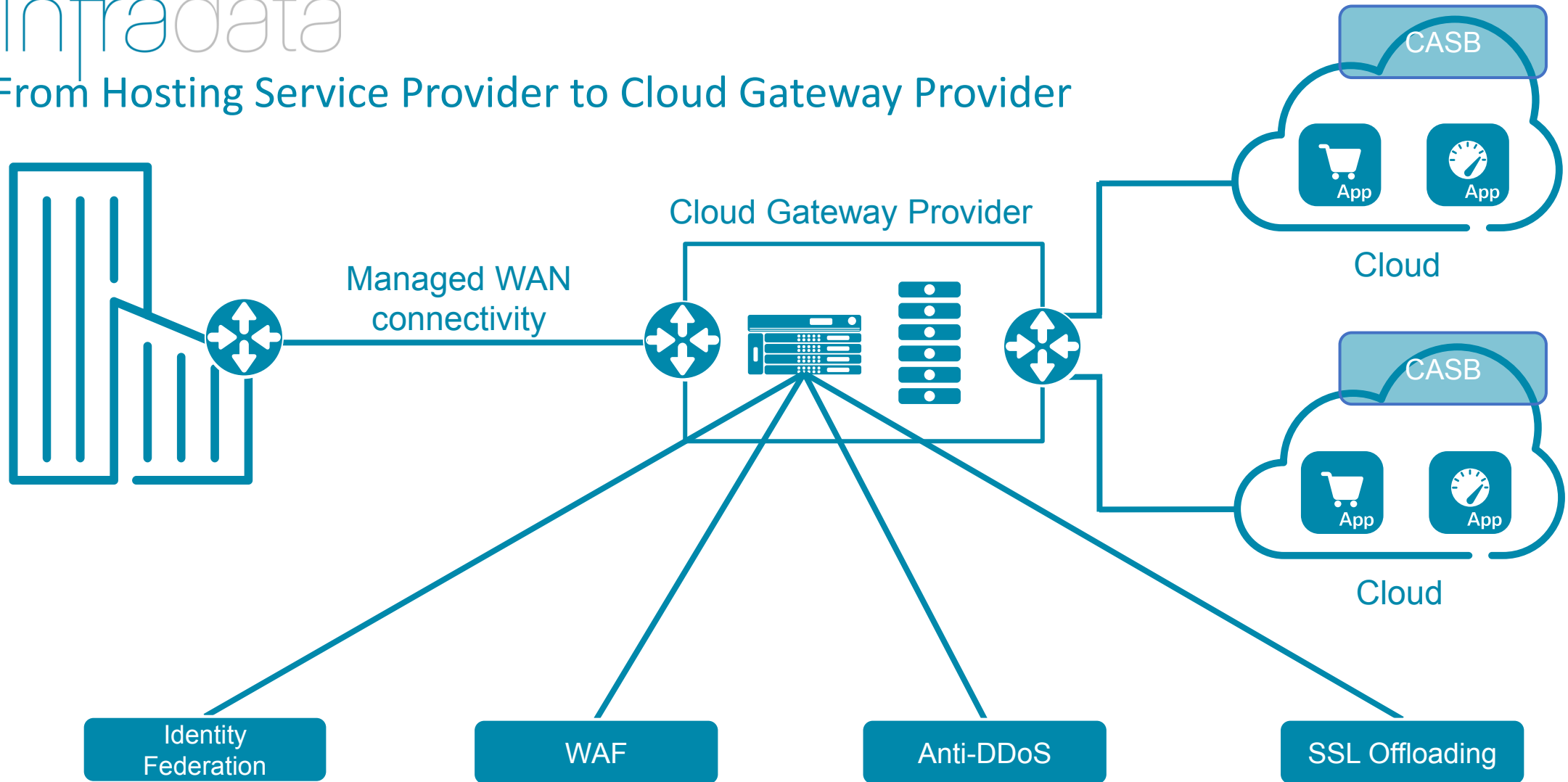
API

- Proxy inspecting traffic on organization edge
- API integration with cloud service providers
- Optional: Encrypt sensitive traffic towards the cloud
- Optional: Use Mobile Device Management



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## From Hosting Service Provider to Cloud Gateway Provider



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## Services

- Managed Services
- Professional Services
- Support & Maintenance

## Solutions

- Cloud Networking
- Security
- Datacenter

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## Presence

- Netherlands
- Belgium
- France
- Germany
- Poland
- UK
- US

## Customers

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- Romania
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- UK
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- Austria
- Czech Republic
- Russia
- Spain
- Finland



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March 10-16, 2018

Europa-Park, Germany

Visit our booth A08!

