



PARTNER PROFILE

Attained is an Australian provider of managed cloud infrastructure services. The company tailors cloud solutions for businesses to meet their unique requirements. From client focused consultation through to the ongoing 24/7 support Attained provided to all customers, the company is committed to seeing their clients' business exceed their goals.



www.attained.com.au

Attained is one of the few providers in the Australian marketplace that is able to tailor solutions to customers in the SME section of the market, across a range of industries. Rather than having a one-size-fits-all approach, Attained consults with prospective customers to make sure it completely understands the problem they are looking to solve.

“Before deciding on CloudSigma as our cloud hosting provider of choice we tested numerous cloud providers in Australia, and found that the majority of these providers just couldn't offer the performance we required or their system was just too confusing to configure the necessary performance. With CloudSigma we've always been able to spin up a high performance solution quickly, and easily” - Blake Burton, Director of Sales @ Attained.

THE CHALLENGE

Attained wanted to be able to show customers a clear migration path from traditional hardware to the cloud. Businesses typically have unique, and often complex software configurations that have been built upon over many years. Traditional hardware based solutions are often associated with problems related to achieving the reliability and performance that the business actually requires. Many businesses typically put upgrading their infrastructure in the 'too hard' basket but Attained wanted to show them that, through careful planning and an expert team, it can be done.

Previously, Attained offered managed solutions under various brands but this was often for management of the hardware itself. The company found that many cloud solutions on offer were not able to provide the performance that most businesses required for the software and applications.

THE SOLUTION

Many businesses that seek the services of **Attained** that have a traditional hardware setup have been told that they should move everything into the

cloud however, this is not always the case. It doesn't need to be an all or nothing approach and sometimes it is optimal to have a 'hybrid' approach that utilises both.

"Flexibility is a key driver in the uptake of the cloud solutions we offer. Whether it's flexibility with upgrading resources or flexibility with pricing, our customers love knowing that there is an easy solution to any problem."

By partnering with CloudSigma, Attained was able to connect the cloud platform with the customers onsite traditional hardware and manage the hybrid solution. Attained manages the end-to-end connec-

"Whether the customer has gigabytes or terabytes of existing data that needs to be moved to the cloud, we need to know that we can scale up a solution quickly for them that is able to grow with the customer's business. With CloudSigma we have complete confidence that scaling up will never be an issue as it can be done with a few clicks" - Blake Burton, Director of Sales @ Attained

onto the cloud so they would only have a monthly payment and not worry about failing hardware. Attained knew that it would be able to solve the customer's challenge with the help of CloudSigma.

Attained was able to perform the whole migration of the data for their client from start to finish so they didn't have to worry about it. It also replicated the client's existing system onto the cloud, performed numerous tests and was able to sync the data across with minimal disruption. The customer has stayed with Attained ever since, and is currently approaching 16TB of data storage use.

THE IMPACT

CloudSigma is able to provide a unique combination of high performance infrastructure and low network

tion, system security, system updates, monitoring of performance and data backups across the whole hybrid system.

"CloudSigma provides us with the necessary tools and flexibility to host our customers' solutions either in the cloud exclusively or through a non-traditional hybrid setup."

THE IMPLEMENTATION

Attained had a customer whose existing hardware was coming to the end of its useful life. The customer had to decide whether to replace their existing hardware, which involved a large upfront cost and renew their co-location contract or move their data

latency that allows Attained to always manage to offer an impressive solution for customers.

"The mix of burst and subscription pricing that CloudSigma offers allows Attained to easily scale up resources temporarily during periods of high resource demand and scale back down as necessary. This is great for our customers who receive the cost savings"

Attained's customers have reported that their previous traditional hardware setup would result in hardware failure, technicians being called out to replace parts and slowing down connection speeds as the hardware aged. With CloudSigma infrastructure, Attained is able to give customers peace of mind that many of these types of problems are a thing of the past.

THE FUTURE

Offering managed services in the cloud has proven to be a successful model for the Australian-based Attained. Currently, the capabilities of cloud computing are growing, in parallel to the construction of the National Broadband Network (NBN) throughout the Australian continent which is delivering high speed internet to all areas of the country. Even remote locations, which were previously isolated, are now able to connect to the 'cloud' effectively.

This situation has allowed the company to offer cloud services to customers who previously had never considered the cloud as a solution. As more businesses are connected to the NBN network, the aim is to educate these businesses and show them

that they can successfully outsource their infrastructure to a reputable provider like Attained and experience real financial and performance benefits.

As for its relationship with CloudSigma, Attained is looking forward to taking advantage of the new features and tools that CloudSigma is planning to implement. In particular, Attained is excited about the new Disaster Recovery solution that is in beta testing on the CloudSigma platform and will look at implementing this across its network of locations. The company will also use the tool for migrations from customers' traditional hardware platforms to the cloud.

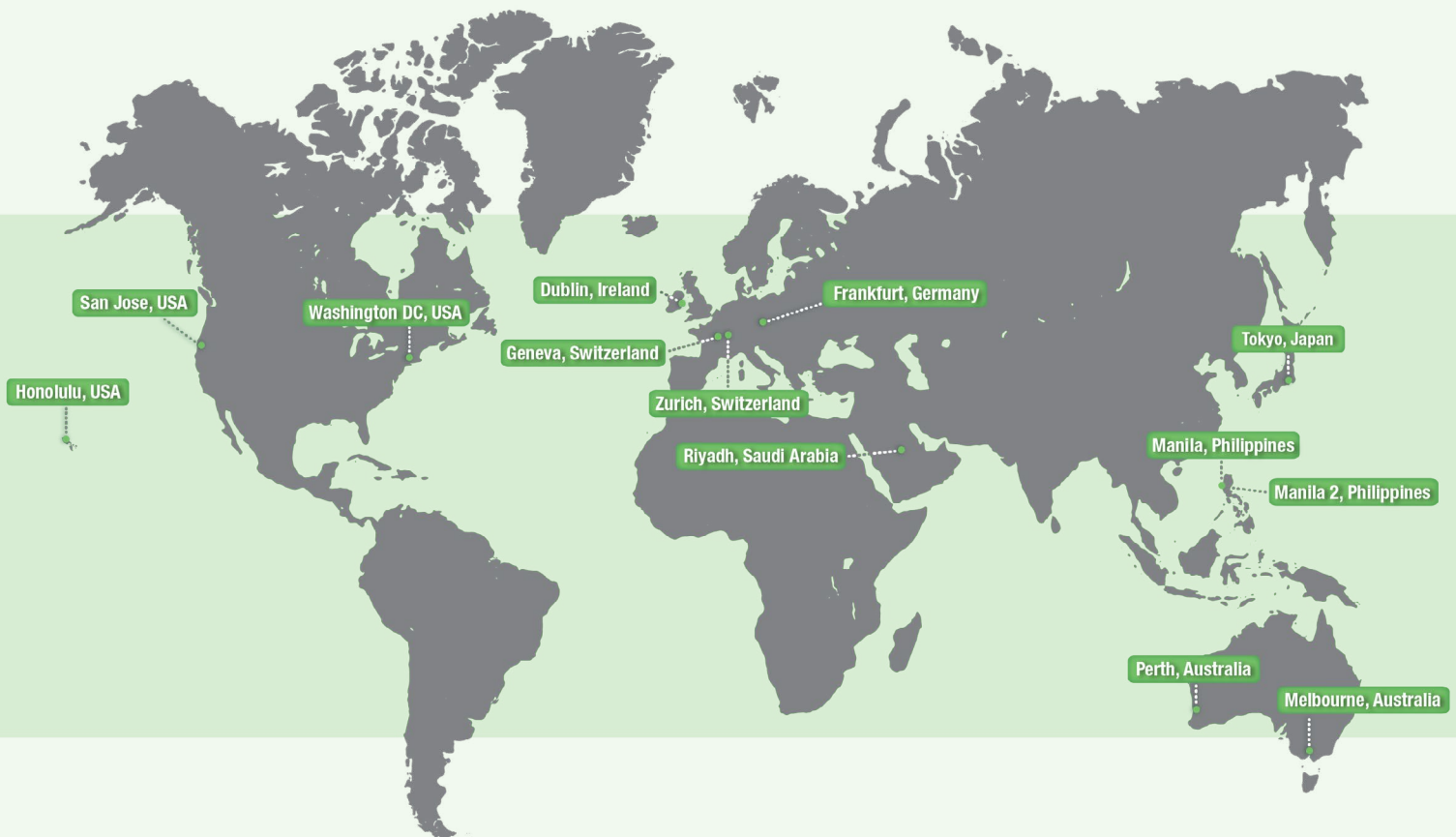
“When we see the CloudSigma platform constantly being improved, and new features being added, it gives us complete confidence that we have partnered with the right cloud provider. CloudSigma understands that you should always be finding ways to improve your offering, even when your service is already fantastic.” - Blake Burton, Director of Sales @ Attained.

ABOUT US

CloudSigma is a pure-cloud infrastructure-as-a-service (IaaS) provider that's enabling the digital industrial economy through its highly-available, flexible, enterprise-class hybrid cloud servers and cloud hosting solutions in Europe, the U.S., Asia and Australia. CloudSigma is the most customizable cloud provider on the market, giving customers full control over their cloud and eliminating restrictions on how users deploy their computing resources. With CloudSigma, customers can provision processing, storage, networks and other fundamental computing resources as they please, as well as extend private networks out of existing infrastructure and elastically into CloudSigma's IaaS cloud to create easy to manage and transparent hybrid cloud solutions.



OUR LOCATIONS



CloudSigma offers a range of locations from Europe to the United States and APAC. We are adding new locations over time as we expand our offering globally. We choose our locations very carefully to offer excellent connectivity, security and reliability for our clouds.

For more information, please visit us at www.cloudsigma.com