myamatis cloud

Standing out from the cloud

MARKET NEED

Since 2020 we have seen a revolution in the workplace - during the pandemic working remotely became the norm. Through necessity we all adopted numerous cloud applications (Zoom, Teams, Office365) to continue carrying out our day-to-day tasks.

Many businesses were forced to explore cloud solutions - moving data, sharing apps with their teams, giving up on the physical office in favour of a more flexible remote working environment. With so many cloud options and a customer base with varying levels of technical expertise we felt that a flexible, easy-to-use, customisable, self-serve cloud solution is needed in the market.

90%
of businesses are already using cloud in some form

48%
of businesses are planning to move to the cloud in 2022

30%
of businesses main concern is managing cloud costs

CHALLENGES	MYAMATIS CLOUD SOLUTIONS
Moving some data to the private cloud but keeping some in the public cloud - how to keep your data safe	If customers require enhanced security and performance, we can utilise the amatis carrier-grade network to deliver end-to-end private network and private cloud solutions, even integrating existing public cloud instances with our private interconnect solutions which connect to the public cloud, such as Azure ExpressRoute or AWS Direct Connect.
The level of expertise needed to navigate pubic cloud is more than most small/medium businesses have in house	With our easy-to-use interface – we enable customers to self-serve when they need to expand/reduce the size of their environment. They can customise and build their own templates for rapid VM deployment. Use amatis' easy to use sliders for building new bespoke VMs or scaling resource on existing vs a list of hundreds of options in Big 4 public cloud environments.
Public cloud spiralling costs - due to lack of visibility	Transparent billing: customers see what they are using and the forecasted monthly change, in real time via our portal. Only pay for what is used with hourly billing and limit burstable capacity to maintain budgets.

OUR SOLUTION

BOOK A DEMO

Public cloud flexibility: with a 'single pane of glass' view of your resources and account via our portal, combined with flexible commercials, you have much more control than traditional IT delivery

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Private cloud performance: myamatis cloud environment is not contended – and resources are reserved for each individual customer ensuring the best user experience

CUSTOMER USE CASES

GET AN ESTIMATE

Migrating Data

Connectivity Options
Private Cloud
Uncontended Network
Cloud Back Up and Restore

Moving Office

Premium Support
Strategic Planning
User-friendly, Self-serve Interface

Controlling Costs

Single Pane Visibiiity
Transparent Billing
Forecasting Tools
Limit Setting Controls

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WHAT MAKES US DIFFERENT?

User Friendly

- With our easy-to-use interface - you don't need to be a public cloud expert to navigate and use it.
- We enable customers to self-serve when they need to expand/reduce the size of their environment. amatis' easy-to-use sliders enable easy building of new VMs or scaling resources on existing ones.

Visibility

- Complete transparency of billing and usage.
- Customers can view their entire cloud environment via a single-pane interface – usage and costs in real-time, billed to the nearest hour enabling complete visibility business-wide.
- Understand the actual cost to individual business' needs – use our charge-back model to enable ease of reconciliation to specific cost centres and users within an organisation.

Cost Control

- Agree caps on resource bursting to control your spend and prevent spiralling charges.
- Forecast monthly spend on the self-serve portal.
- NAT-ing through edge gateways is not charged at a premium.
- We do not charge on utilisation of an individual CPU/Core/Transaction whereas public cloud set limits on the amount of VMs and transactions before additional billing.
- 1 hour minimum term on resource billing and Windows licences can be billed by the hour too.
- Storage Tiers - daily or hourly snapshot built into the per GB storage price.

Scalability

- Gain economies of scale as your environment grows – more competitive price per point the more you buy.
- Term contracts ensure guaranteed price for a longer term.
- 10 Gigabit uncontended LAN by default with free usage - extra £££ with hyperscalers.

Flexibility & Simplicity

- Fully customisable resource allocations – you are not limited to 'off the shelf' pre-defined server specs.
- Access to additional resource will be available in the same 'zone' not another data centre 100 miles away!

Resilience

- If you require enhanced security and performance, we can utilise the amatis carrier-grade network to deliver end-to-end private network and private cloud solutions, even integrating existing public cloud instances with our private interconnect solutions.
- A VM you create today and a VM you create tomorrow will be in the same data center with low latency, not 100 miles away.

Support & Reliability

- amatis are the safe pair of hands that work closely with you and your customers to develop a strategic cloud technology roadmap – you build rapport with our team of expert engineers based locally in Reading.
- amatis have experience in cloud migration projects and welcome the opportunity to work with you and your team to ensure a seamless and pain-free transition to the cloud.

WHAT MAKES US RESILIENT?

Enterprise-grade Infrastructure:
powered by VMware, Cisco UCS and VM-aware storage technology, with minimum N+1 resilience throughout – our target is always 100% uptime.

Uncontended Private Network:
UK based: amatis-owned data centre (RDC, Reading) and option for Tier 4 data centre in amatis' private suite (LD5, Slough) – you deal directly with us, your service provider, not a reseller.

Premier Support:
accredited, qualified VMware engineers are a phone call away for faster resolutions – support queries are not escalated through multiple tiers.

Connectivity Options:
amatis can provide managed WAN services to enable "on-net" cloud for end-to-end private network and private cloud solutions – can also be delivered as additional resource to public cloud via a dedicated interconnect (e.g. Azure ExpressRoute, AWS Direct Connect).