

Public Cloud, On Premises

Who are they?

A Global Telecommunications company headquartered in the Middle East. This organization provides mobile, wireless, wireline, and content services with market share in domestic and international telecommunication markets, and in business and residential markets. It is one of the world's largest mobile telecommunications companies, with over 114 million customers worldwide.

Problem

- Inability to meet significant customer demand for cloud services such as platform as a service, VDlaaS and DBaaS
- Extensive investment and time required to build service from the ground up, making it difficult to capitalize on this opportunity
- Partnering with a public cloud vendor is not an option due to data location and security concerns of target customers

Solution

- **Fast, Automated Deployments:** Full infrastructure stack installed and tested quickly, reducing time to market from over two years to just one quarter
- **Manage Costs:** Unique "Pay-as-you-use" utility pricing model for cloud infrastructure, offering 50% cost savings versus the public cloud
- **Competitive Service Offerings:** A complete portfolio of services including IaaS, VDlaaS and DBaaS located within country

Our customers were coming to us looking for a public cloud they could access. The typical cloud offerings were interesting, but there was nothing in country. We were able to offer this service to our customers fast, without waiting 2 years and spending at least \$20 million building this ourselves. With HyperCloud from HyperGrid we were able to react to this market demand quickly and offer a full portfolio of services including IaaS, VDlaaS and DBaaS.

– VP of IT,
Global Telecommunications Company

1 QUARTER

Complete
Cloud Business
Available to
customers

**ENSURE
SECURITY**

Infrastructure
located
in country

\$20M

Savings over
3 years

Want to learn more?

Go to www.hypergrid.com or contact us today at info@hypergrid.com

