Virtual1

¹Cloud

CLOUD IS AT THE HEART OF OUR NETWORK

In just the last 5 years the demands and expectations on businesses have changed dramatically through the combined pressures of digital transformation and consumerisation. Both consumers and businesses now expect to do business on their terms, not yours, so that B2B transactions carry B2C expectations.

Whilst the perception of 24/7 availability and near real-time response rates are becoming standard, competition can now come from any country and any sector, so pressure to innovate and differentiate has never been higher.

With a significant proportion of transactions done digitally, the necessity for an IT environment that is always on, always connected and can scale dynamically to meet peaks in demand can be the difference between success and failure. The cloud has become a key component of how businesses meet these demands.

On premise infrastructure for example is by necessity over specified and under utilised – typically between 30 - 60%, so that it can handle the potential for a unicorn event. Planning for these peak events however doesn't represent good value for money. A business must carry the cost for the life of that technology.

This means that highly flexible, resilient, secure and high performing private infrastructure is beyond the reach of many businesses, and the only way many can realise that sort of infrastructure is to leverage someone else's investment. This has contributed to the explosive growth in Cloud based solutions, making enterprise functionality accessible to all businesses.

At Virtual1 we work with our partners to deliver solutions to businesses all along this journey from On-Premise to Cloud environments. These solutions are built into the heart of our network so solutions are both high performing and secure

> Our 1Cloud proposition covers 4 main products:
>
> - 1Cloud VDC
> - Cloud Exchange
> - Backup Cloud
> - Colocation

¹Access

Without high quality, Smart connectivity, the potential of cloud solutions cannot be fully realised. After all why have an ultra-flexible cloud environment, and a network that cannot adapt to take advantage of it?

Data connectivity is how critical systems and data are accessed by both employees as well as customers in a cloud age,

this reliance means that resilient connectivity is no longer a luxury for businesses, it's an absolute necessity and this is why Virtual1 have built the solutions into the heart of the network to deliver:

- Private and secure access to these critical services
- End to end ownership of the traffic to maximise performance
- Scalable bandwidth solutions that take advantage of our Software defined network
- Resilience options to ensure your critical business systems are always available to both your employees and customers

BACKUP CLOUD

Businesses need to protect their data from a variety of risk, including: user errors, hardware failure, security breaches including ransomware and viruses, loss or theft of devices, software errors, data leakage, and problems with software and hardware updates and upgrades. Cloud based storage enables faster, more secure and cost effective backup and recovery options and is a highly effective way to increase functionality and resilience, whilst also reducing IT costs.

Backup Cloud is a highly customisable, cost-effective platform that backs up mission critical data from any source and can recover it to any destination and system. Powered by the Acronis AnyData Engine, in our highly secure Tier 3 UK data centres, Backup Cloud provides your end customers with a best in class solution. Data is protected with SSL encryption of management channels and in-transit and at-rest AES-256 encryption of data. 1Backup protects every piece of your customers IT infrastructure, both physical and virtual, Windows and Linux servers, Windows, Mac, and Linux desktop and laptop PCs and mobile devices.

Through a single, web based dashboard, your customers can independently backup, restore and manage their data safe in the knowledge that the data is replicated across multiple physical sites and highly secure.

Key Metrics:

100%
The increase in the backup market in 2017 (Gartner)

40%
of SME dont reopen after a data loss disaster (FEMA)

Key benefits:

An ideal first step into cloud with a simple commercial model and no technical overhead

Launch quickly with £0 setup and per Gb pricing model

Potential to build your own service wrap

Reduce IT work-load and improve productivity

COLOCATION

Colocation is ideal for businesses who have already invested in hardware and are looking to sweat those assets or looking to centralise their business critical applications and data. Ideally customers want to host that infrastructure in a Tier 3, highly resilient data centre, privately connected to a customer's WAN. This is often the first step towards the adoption of a future cloud strategy.

Key benefits:

Significantly more secure way to host compared to a server room in the office

Uptime facilities, UPS, HVAC & fire control

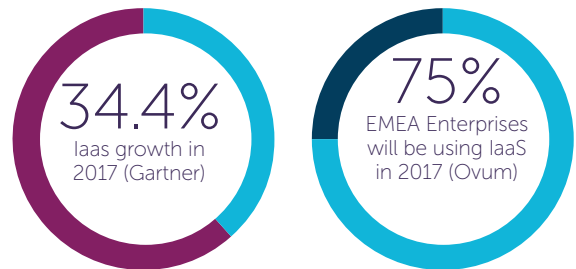Remote hands with on-site resource available 24/7/365 to reboot & support kit

1CLOUD

1Cloud from Virtual1 is a flexible, scalable IaaS platform, built in the core of our network, across 3 geographically diverse, tier 3 Data centres residing in the UK.

Using best-of-breed, enterprise-grade hardware, our Cloud platform offers all of the resilience and scale that businesses have come to expect from cloud compute platforms but removes the elements that are sometimes unpredictable with many large scale public cloud offerings such as data ingress and egress charges, backhaul fees and operating system licence costs.

Using the simple pay as you use pricing model, our 1Cloud platform keeps things simple both from a management and commercial perspective, with a simple pay as you use pricing model with only 5 billable elements to consider.

Our Platform is hosted across three UK Tier 3 data centres. Each is a state-of-the-art facility boasts accreditations including ISO27001 & ISO9001 and provides the ideal environment to store your mission-critical data. It is also privately interconnected with the Virtual1 network, with the traffic separated using VLANs so that sensitive and critical data is kept entirely separate to the public internet.

Key Metrics:

34.4%
Iaas growth in 2017 (Gartner)

75%
EMEA Enterprises will be using IaaS in 2017 (Ovum)

On premise solutions are typically between 30-60% utilised

Key benefits:

Privately accessed and highly secure

No additional cost for data transit

Pay as you go pricing with no minimum term

Built in resilience and contingency of Tier 3 data centre environment

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Virtual1

Virtual1 is the UK's leading Digital Service Provider.

Working exclusively for the wholesale markets, we operate the most advanced network in the UK.

This world class infrastructure connects the critical digital services that our partners use to deliver innovative solutions that makes UK business work.
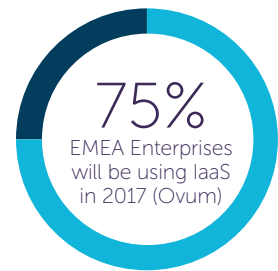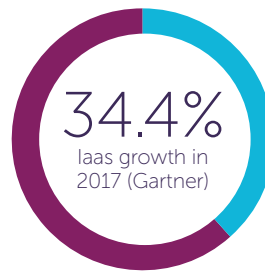
www.virtual1.com

CLOUD EXCHANGE

Through Virtual1's Cloud Exchange your end customers can connect to the Cloud platform of their choice. With Cloud Exchange, you can access multiple a number of public Cloud providers without having to install discrete connectivity to each, or traversing the public Internet.

Connecting privately and directly to Public Cloud providers through Cloud Exchange, means that you can improve performance, reduce costs, and increase security. This addresses many of the concerns of leveraging cloud services for business critical applications. This integration between private or hybrid cloud services and your customers internal applications, mean that these environments can be treated as if they were part of the Local Area Network.

With Virtual1, you can provide highly secure on-net access to Google Cloud, Microsoft Azure, Office 365, Amazon Web Services as well as our own Cloud solutions - reducing the cost of data transit and guaranteeing security.

Google Cloud Platform

Azure   **Office 365**

amazon web services

Key Metrics:

34.4%
Iaas growth in 2017 (Gartner)

75%
EMEA Enterprises will be using IaaS in 2017 (Ovum)

Key benefits:

Delivers guaranteed levels of security and performance

Direct connection to Public Cloud solutions costs up to 30% less than transitting over the public internet

No CAPEX requirements

Offer your customers flexible solutions from leading providers

A September 2017 IDC report that analyzed the worldwide data services for hybrid (DSH) cloud market for the 2017–2021 period suggests the DSH cloud market is expected to grow at a five-year CAGR of 20.5%. The hybrid cloud market will be worth $91.74 billion by 2021.

Forbes

By 2019, 30% of enterprise public cloud connections will be non-Internet-based, through cloud interconnects or direct WAN connectivity, up from approximately 5% today.

Gartner