



# When you want hybrid IT, choose Dimension Data Hybrid Cloud



## Market Problem

The cloud is no longer in the future, it's here today. Faced with challenges such as capacity limitation and a need for faster innovation, virtually all enterprises have a goal to augment internal IT systems with cloud services. But one size cloud doesn't always fit all. Organizations want the flexibility to leverage the elasticity and cost benefits of public cloud while at other times they might require the security and control assured by private cloud. How can enterprises seamlessly integrate their internal systems with public and private cloud environments and leverage the benefits offered by hybrid cloud? They need a unified IT environment incorporating both public (off-premises) and private (on-premises) cloud resources.



## Solution

If your organization wants to leverage a hybrid cloud, consider the Dimension Data advantage. We offer options for both public cloud shared resources and private cloud dedicated resources – hosted either in your data center or in one of our global Dimension Data Cloud Data Centers. Together these models provide hybrid cloud environments built on an enterprise-class Managed Cloud Platform (MCP) that addresses time-to-value expectations required by enterprise workloads and business-critical applications with an OPEX consumption model at every price point. Our Dimension Data Public and Private Clouds can be integrated with your organization's network and security framework to form a true hybrid solution.

## Dimension Data and How We Solve the Problem

Want to augment your Disaster Recovery (DR) and High Availability (HA) strategy and create scalable “sandbox” systems for development and test? Looking to dynamically scale out an application from an internal private cloud to an external public cloud by leveraging “Cloudbursting” or need to deploy self-service business intelligence or cover legacy gaps? Dimension Data Hybrid Cloud can be your solution of choice.

Dimension Data Hybrid Cloud starts with one of the most reliable cloud platforms – the Dimension Data

MCP (Managed Cloud Platform). The MCP combines market-leading components for compute, network, and storage with high availability, security, and compliance matched with enterprise performance. With the public and private cloud services delivered via the MCP, enterprise IT can increase business agility and operational efficiency for various enterprise applications and workloads.

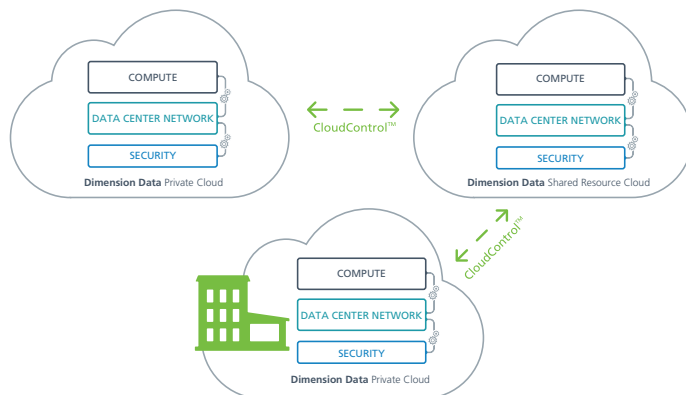
Dimension Data can integrate your public and private cloud with your enterprise network and enforce enterprise security policies and

control. Additionally with our Cloud Private Network Connection (CPNC), Dimension Data provides secure, high-performance private network access between your data center and the Dimension Data cloud environments. Our centralized management software – **CloudControl™** – offers a single point of automation and contact that allows simplified management of your entire hybrid cloud environment.

We are hands on so you can be hands free – even with your hybrid cloud. Dimension Data provides a unique pricing model – an OPEX cloud with the ability to scale up and flex back for your most important workloads and applications.

With Dimension Data’s Hybrid Cloud solutions, clients can choose how much or how little management they want to do and enlist Dimension Data for the rest.

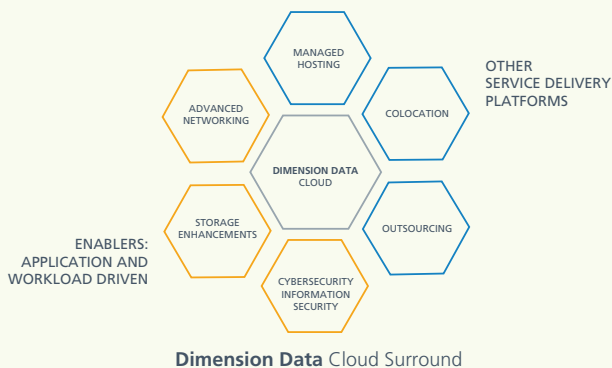
Ultimately, a simple cloud adoption framework – 'Step Up to Cloud' – provides enterprises with packaged consulting services to **align, assess, migrate and manage** workloads and applications to the Cloud. Use our hybrid cloud solution for one project and see where your organization’s cloud ambitions take you next — with Dimension Data of course.



*Dimension Data enables a hybrid cloud environment, which combines the shared resource cloud with private cloud that can be located in your data center or ours. Dimension Data CloudControl™ plays a key role in managing workloads and applications moving between or interoperating between a shared resource and private cloud.*

## Benefits of Dimension Data Hybrid Cloud

- ✓ Provides the right environment for the right workload at the right time
- ✓ Bridges the divide between enterprise IT and line of business
- ✓ Expedites building of new revenue-generating products and services
- ✓ Eliminates the need for additional CAPEX in favor of an OPEX approach
- ✓ Improves resource utilization with consistent and predictable SLAs
- ✓ Simplifies and standardizes IT infrastructure and application platforms
- ✓ Provides consistent and predictable SLAs in our data center or yours



*With Dimension Data Cloud Surround, we ensure production applications have access to advanced networking, storage and security. Bi-modal service delivery, including managed hosting, outsourcing and colocation, are combined with cloud for optimal service delivery.*