NaviSite Lets You Reimagine Your Managed Cloud Strategy

Are you with the right cloud service provider?

The question is no longer about whether cloud computing is beneficial for your customers—it's about which cloud model fits best. And importantly, it's about whom you should trust to enable you to support customers' cloud strategies.

At the most basic level, cloud providers offer something very similar: access over the internet to a virtualized infrastructure, with usage billed via a metered model. This does not mean that all cloud providers are alike. How cloud providers structure their offerings—and how well they work with their channel partners—can vary widely.

Your requirements can run the gamut depending on the customers you serve, where each one is in their cloud journey, the makeup of their existing cloud infrastructure, and their future goals. The cloud provider you choose to work with must have the ability to understand your needs and goals and be able to satisfactorily address them. After all, your managed cloud services can only be as good as the cloud provider you choose as your partner.

One size doesn't fit all. You shouldn't have to settle.

Many cloud providers, in an effort to enhance profitability, operate more like private-label wholesalers of infrastructure and less like service providers. They package their services and you must pick from a menu. A provider with this type of go-to-market model is not going to cater to one-off requirements. Be aware that once you choose a provider, you are going to have to live with this engagement model. Does this give you all the flexibility you need when you need it? You don't have to settle. There are other options.

NaviSite understands that flexibility and choice are extremely important. We understand that you are dealing with many different customers and scenarios. If you are operating your own data centers, maybe you only want to migrate certain VMs or specific customers. Perhaps you want to leverage a cloud provider to create a hybrid environment. Maybe you need more capacity but you would rather not invest in the build-out of an additional data center. Or, perhaps you need to quickly set up redundancy for a disaster recovery solution. The point is, you need to have choices. NaviSite lets you pick and choose the cloud services you need to grow or augment your business.

Imagine a better way with NaviSite

As a leading international provider of enterprise-class, managed hosting, managed applications and cloud services, NaviSite can help you manage outsourced IT infrastructure to lower your customers' capital and operational costs. Choose NaviCloud Director for the most flexibility and the best value, performance and cost. In an independent test*, NaviSite's NaviCloud Director (NCD) and its VMware-based cloud platform consistently outperformed three well-known cloud providers. We not only passed the tests with flying colors, we came out on top for value. In addition, using the NCD Proximity Portal gives you a single platform from which to see and manage services for all your customers, regardless of their NaviSite managed platform.

The major takeaway here is that, as a managed cloud services provider, you don't have to sacrifice product reliability and value to work with an experienced partner who understands you. With NaviSite, you can surround yourself with experts who can help you grow your business.

*Rick's Cloud, 2016 Self Service Cloud Comparison

NaviSite®

LAURIE HARVEY
Director, Partner Marketing
NaviSite

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