



REDUCING COSTS AND INCREASING PROFITS: TRANSITIONING FROM IN-HOUSE MANAGEMENT TO THE UNISERVER CLOUD



A Netherlands-based cloud distributor, Uniserver gives you the freedom and security to focus on your own power without worrying about your IT infrastructure. This provides the guarantee that you will create value for both your organisation and your end users. With our own data centres in the Netherlands, 99.98% uptime guarantee and the partner-only model, we deliver the most reliable IT solutions.

A COMPREHENSIVE SUMMARY OF UNISERVER'S PRODUCTS

The world changes at a high pace in all kinds of ways. Increasingly, organisations opt for use (OPEX) instead of possession (CAPEX). This is often called 'as a service': flexible cloud applications instead of costly software packages. This way, you can innovate without having to invest, even in hardware. Agility and scalability are vital in this respect, as the IT has to evolve with your business.

Uniserver partners exclusively with top vendors and delivers the most advanced technologies and innovations, ensuring a reliable, agile and stable cloud platform. On this platform you, as a partner, can develop your own IT services without having to worry about the infrastructure, allowing you to focus 100% on your core business.

Over 100 IT service providers have already chosen Uniserver as their preferred partner. With our partner programme, we offer IT service providers ranging from Systems Integrators to Value-Added Resellers, MSPs and SaaS providers a ready-made service to move their customers to the cloud. Our cloud specialists will help you sell and deliver cloud services successfully and without delays in just ten days. Moreover, Uniserver customers have access to our sales and marketing expertise. We also offer support in commercial processes. Our multidisciplinary Customer Success Teams zoom in on your

specific needs, lifting digital service provision to a higher level in every industry.

What to expect from us as your partner:

- Intense support throughout the partnership
- No up-front investment but services at a fixed monthly fee
- You never pay too much because you can scale services to match your operations
- AVG-proof infrastructure maintained by our experts
- Three geographically separate data centres in the Netherlands with facilities of the highest quality and sustainability
- 24x7 support and proactive monitoring according to the 'better safe than sorry' principle
- Our certifications: SAP-certified Infrastructure, ISO 27001, NEN 7510, ISAE 3402 Type 2

Vendors have elected Uniserver top cloud provider several times:

- HPE Cloud Distributor of the Year 2019
- HPE Gold Partner
- Veeam Platinum Cloud & Service Provider
- VMware Premier Solution Provider
- VMware Cloud Verified

We operate three data-centre sites in the Netherlands: at Equinix (Amsterdam), at NorthC (Amsterdam) and at Engie (Maastricht). As an active participant in the DHPA, HPE Gold Partner, VMware Partner and Veeam Platinum Cloud Partner, Uniserver is a reliable partner for local IT service providers that care about quality.

Uniserver aims to reduce your IT-related concerns by simplifying complexity in IT infrastructure. We take responsibility for all operations on the data-centre floor and in the VMware layer. Our Self Service Portal (MijnUniserver.nl) is the one-stop shop for our partners, interfacing with VCenter for technical management of the ICT environment and ServiceNow for support. Our approach enables you to align operational costs with commercial profits and reduce your TCO for your entire business.

UNISERVER SERVICES

BACK-UP

Uniserver back-up ensures continuity for all your cloud-based workloads. This service is based on the leading Veeam software, copying your entire server to a geographically separated data centre. Using a back-up scheme of your choice, the data can be stored for the short and long term. In case of a calamity, your data are quickly and easily restored to a copy of the specified moment in time.

Can be combined with: Infrastructure as a Service, Managed Services and UniWorkspace.

CLOUD CONNECT BACK-UP

Cloud Connect Back-up enables you to safeguard the data in on-premise environments. The local environment is easily linked to the Uniserver cloud using Veeam software. The environment, or part thereof, is then copied to a geographically separated data centre, allowing for quick restoration of business-critical data in case of a calamity, reducing the impact on business operations to a minimum and ensuring business continuity.

Can be combined with: Cloud Connect Replication, Back-up for Office 365.

BACK-IT 365 - CLOUD BACK-UP FOR MICROSOFT 365

Microsoft offers powerful services in Microsoft 365 but a data back-up is not one of them. Data can be lost by human error or increasingly common malware attacks. A back-up must be made to a separate location to guarantee continuous access to your business-critical data. With Back-IT 365, your Microsoft 365 data are always in safe hands. The back-ups are stored at Netherlands-based data centres and can be restored immediately using the self-service portal. Back-IT 365 is user-friendly and can simply be used on a per-user per-month basis, including unlimited storage and seven-year data retention.

Can be combined with: Cloud Connect Replication, UniWorkspace, Disaster Recovery.

DISASTER RECOVERY

Business continuity is more vital than ever. Using only a technical environment on-site or in the cloud may put your continuity at risk, for instance due to flooding, a power failure or a cyberattack. What processes are at risk if your IT doesn't work? What applications need to be running and accessible at all times? Disaster Recovery ensures that your environment, or part thereof, is replicated continuously to a

geographically separated data centre. In case of a calamity, such as a cyberattack, you can fall back to a new environment immediately. Disaster Recovery goes one step further than a back-up because your operations can switch directly to a new live environment with adequate capacity.

Disaster Recovery guarantees business continuity and prevents damage in terms of revenue loss, time and prejudice to your reputation.

Can be combined with: Infrastructure as a Service, Back-up.

UNIWORKSPACE – RDS

UniWorkspace – RDS enables businesses to work with the desired device in a location-independent manner. A virtual desktop gives users direct access to the desired applications and configuration. Microsoft RDS is an immediately accessible workplace distributing the cloud resources between users, also known as a multi-session solution. It ensures efficient use of available capacity, perfect for flexible work with web-based and Office applications.

Can be combined with: UniWorkspace VDI, Infrastructure as a Service, Back-up.

UNIWORKSPACE – VDI

UniWorkspace – VDI allows businesses to work in a location-independent manner with the desired device and any application. Users have direct access to the applications and preferred configuration from a virtual desktop. VDI is based on leading workplace virtualisation by VMware. With VDI, every user has access to their own dedicated performance. As such, VDI is highly suitable for medium to heavy workloads, such as large computation programmes and legacy applications.

Can be combined with: UniWorkspace GPU VDI, Infrastructure as a Service, Back-up.

UNIWORKSPACE – GPU VDI

GPU VDI is the leading graphic cloud workplace for heavy workloads built with advanced technology by Nvidia and HPE to ensure optimum performance for your users. Applications like AutoCAD, SolidEdge and Adobe can be run from the cloud at any location and on any device, avoiding further investment in heavy physical desktops and allowing for flexible, efficient operations.

Can be combined with: UniWorkspace VDI, Back-up, STaaS.

UNISERVER SERVICES



FLEX IAAS

Infrastructure as a Service (IaaS) is an online platform in the cloud on which resources can be acquired to set up IT environments without an up-front investment. Such resources include virtual processors including RAM (vCPUs plus RAM) and drive space for building virtual servers to run any OS autonomously.

VIRTUAL DATA CENTRE

Virtual Data Centre allows you to be self-sufficient in creating and managing the virtual IT environment, improving your grip on billing flows. Virtual Data Centre puts you in charge: you can customise the virtual environment for each customer so they get exactly the resources they need. It also allows you to easily send every customer a correct invoice. Virtual Data Centre is the perfect solution for a reliable and fully scalable virtual environment delivered from Netherlands-based data centres.

PRIVATE CLOUD

The Private Cloud service allows you to use a private part of the Uniserver Cloud in the form of one or more dedicated hosts. A dedicated VMware host runs on the blade (physical hardware) that is allocated to you with access to the full CPU & memory resources of the dedicated host.

STORAGE AS A SERVICE

STaaS (Storage as a Service) is intended for every organisation providing services from the Uniserver data centre that wants 2TB drive space or more with lower performance requirements than for regular production systems.

FIREWALL AS A SERVICE

FaaS (Firewall as a Service) allows you to acquire a stable, safe and flexible firewall solution in the form of a virtual appliance, both Managed and Unmanaged. This service is based on Fortinet FortiGate virtual appliances and can be managed via the Mijn Uniserver portal.

UNICONNECT

UniConnect allows you to create a reliable and stable private connection with, among other things, the Public Cloud of Microsoft (Azure) and Amazon (AWS) via the Equinix Cloud Exchange, enabling traffic between the Uniserver IaaS environment and a SQL environment in the Azure (public) cloud, for instance, via a low-latency connection.

CO-LOCATION

With Uniserver Co-location, you can co-locate your own hardware in Uniserver's racks. Your hardware can communicate transparently in dedicated VLANs with other service components in the Uniserver network. A perfect combination with Uniserver IaaS.



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