



# CSI POWERCLOUD

**Modernising Applications and Regulated Workloads for Hybrid Cloud Environments**

# Why Consider Cloud?



## Platform Ownership

Implementing new or upgraded applications typically requires allocating new resources (compute, storage, operations staff) which is costly and time-consuming to implement. Cloud computing offers an alternative approach with lower risk of platform lock-in, flexible resources to meet changing demand and reduced burden on in-house IT teams.

## Adoption of Cloud

For the first time, annual enterprise spending on cloud exceeded that of on-premise data centre infrastructure in 2019.<sup>1</sup>

AWS and Microsoft Azure have a combined share of 51% of the global \$107bn cloud infrastructure market.<sup>2</sup>

Despite the massive presence of hyperscale providers, 90% of organisations have adopted a hybrid approach, combining the use of both public and private clouds.<sup>3</sup>

The CSI PowerCloud can play a central role in any hybrid or multicloud environment.

<sup>1</sup> Synergy Research: "The Decade's Megatrends in Numbers"

<sup>2</sup> Canalys: "Cloud Market Share Full-Year 2019"

<sup>3</sup> Flexera: "2020 State of the Cloud Report"

# About CSI

**Working with some of the world's most dynamic businesses, we manage complex workloads, draw value from data, and are the first and last line of defence against digital threats.**



## **A Complete Partner**

We work closely with our partners to develop powerful cloud solutions for your business. We are proud to be an IBM Platinum Business Partner, a Dell Technologies Platinum Partner, a Cloud Solutions Provider for Microsoft, a NetApp Gold Partner and a PCI Certified Level 1 Service Provider.



## **Problem Solvers**

There are no "one size fits all" solutions - we invest the time to understand your business, your desired outcomes and challenges, and build powerful, flexible solutions to suit your needs.



## **Powerful Business Solutions**

We understand the bigger picture - with our capabilities in Enterprise Cloud, Data Protection and Cyber Security we are uniquely placed to offer you a complete, powerful environment for your applications - from systems of record developed over years, to emerging AI and IoT solutions.

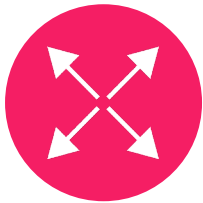


## **Safe Pair of Hands**

With CSI, you're always in safe hands. We've been revolutionising the infrastructure market for over 35 years, and we continue to innovate with our unique CSI PowerCloud offerings.

Reduce Cost. Increase Capability. Take Control.

# CSI PowerCloud



## Scalability to reduce costs

Why pay for unused resources? The CSI PowerCloud allows you to use only what your business needs to thrive. Don't allow your cost base to be dictated by peak requirements. Bringing additional capacity online is quick and efficient - the platform is already prepped and ready to go.



## Data protection and compliance

Combining years of experience with leading technologies, we ensure that your business operations run smoothly. We understand the risks associated with failed backups and we tackle the toughest data protection and compliance challenges to give you the peace of mind that your data remains secure.



## Pain-free disaster recovery

The CSI PowerCloud offers a rapid and dependable disaster recovery solution on its own, or working alongside any on-premise physical systems - getting you back up and running quicker.



## Migrate, monitor & manage

We can migrate your critical workloads to the CSI PowerCloud and then monitor and manage your environment to ensure availability and performance. Incidents are handled by our skilled 24x7 Service Desk and regular service review meetings keep our technology solutions aligned with your business outcomes.



## Multi-cloud integration

You need the your cloud platforms to move as fast as you do. Rapid Expansion? Acquisition? No problem. We provide cloud resources and services for almost any platform or operating system - and we connect multi-cloud environments securely.



## Freeing your teams

Moving your business to a cloud environment allows your team to focus on what makes the difference to your business, adding value to systems and services, and making you more profitable.

# MULTICLOUD PLATFORMS

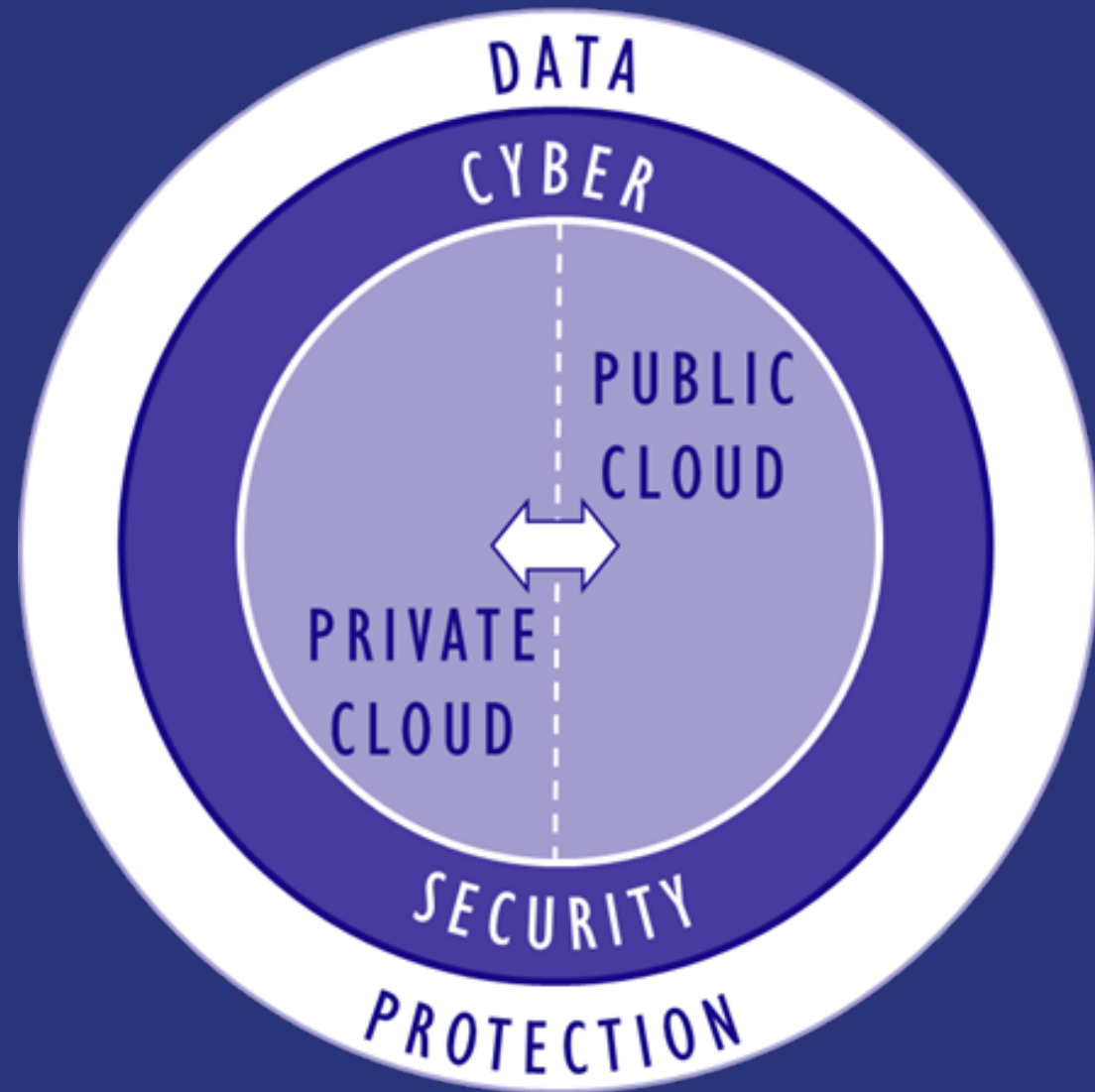
**Right cloud. Right workload.  
Right outcome.**

Few businesses were born in the cloud. For most, a mixture of on-premise, private and public cloud environments is a function of legacy, necessity or both.

CSI's expertise spans each scenario – from remote management of on-premises infrastructure and traditional hosting to architecture modernisation and greenfield deployment of public clouds.

We developed our portfolio of innovative CSI PowerCloud services enabling IBM i, AIX, Linux and Windows workloads to operate efficiently in private, hybrid and multi-cloud environments.

This enables our clients to optimise their workload efficiency and enterprise performance by securely connecting critical compute with new and emerging applications.





**“SaaS Cloud Services allow companies to break away from costly systems that lack agility and comply with constantly changing regulations, with speed and ease. We are delighted to be able to offer this with the support of CSI.”**

**John Blackman**  
**Group CPO at FNZ Group**

## **FNZ Group**

FNZ, the global fintech company that acquired leading UK-based developer JHC, is a leading independent software vendor providing innovative wealth management solutions. FNZ's Figaro and Neon applications include trading, asset management, and settlement systems for brokers and investment managers.

### **Business challenge**

FNZ recognised that their clients' success depended on access to innovative, agile, and cost-effective solutions. The business decided to offer a software-as-a-service (SaaS) model that can change in line with their client needs.

### **SaaS Solution**

FNZ selected CSI as a cloud partner – initially to host the Figaro application in a monitored and managed environment. The success of offering Figaro from the CSI PowerCloud encouraged FNZ to launch its Neon platform as a SaaS model only. This has opened up new markets for FNZ which is having a positive return on sales revenues and market share. FNZ now has the flexibility to offer both private cloud or public cloud models to meet client requirements.



**“By embracing innovative fintech applications and new flexible platforms, we can react quicker to changing customer behaviour compared to established firms. This means we can compete more successfully.”**

**Head of IT  
Challenger Bank**

## **Challenger Bank**

Our client aims to disrupt their market with a focus on new and innovative solutions with flexible financial products driven by the needs of today's consumer.

## **Business challenge**

The client runs core banking applications including Finastra's Fusion Equation to increase its business agility and strategic growth. To accelerate its plans for digital transformation, the bank reviewed its existing data centre facilities, on-premise IBM systems, and the capacity of in-house skills.

## **Hybrid Cloud Solution**

It was decided that success would be boosted by a partner that could offer experience with hybrid cloud solutions optimised for regulated industries. CSI's PowerCloud offers secure managed environments based on the latest IBM Power Systems, together with tiered storage and data protection services. In partnership with data centre partner Equinix, CSI supports the bank's mobile services with cost-effective gigabit-speed connections between private and hyper-scale public clouds.



CSI provides critical IT services to businesses operating in highly secure, highly regulated environments.

This enables our clients to modernise workloads and take full advantage of cloud services to achieve improved agility and cost management to gain business advantage.

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