CSI
YOUR PERPETUAL EDGE

POWERCLOUD FOR ISVs

SUPPORTING APPLICATION DELIVERY IN THE CLOUD

Why Cloud for ISVs?

Platform Ownership

Implementing a new application typically requires allocating platform resources (compute, storage, operations), which is costly to customers. Whereas cloud computing offers an alternative approach that is often more attractive to customers with lower risk of lock-in, flexible resources to meet demand and reduced load 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.[1]

AWS and Microsoft Azure have a combined share of 51% of the global $107bn cloud infrastructure market.[2]

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

[1] Synergy Research: "The Decade's Megatrends in Numbers"

[2] Canalys: "Cloud Market Share Full-Year 2019"

[3] Flexera: "2020 State of the Cloud Report"

Benefits of Application Delivery in the Cloud

Cloud environments can fundamentally transform delivery of applications benefiting both ISVs and their customers. Private, public or hybrid clouds remove platform concerns placing focus on the business benefits of the application:

- System resources can be increased or decreased to meet business growth, peak periods or unexpected surges in demand
- Temporary test environments can be quickly and cost-effectively set-up and torn-down.
- New software features can be rolled out simply and quickly
- Licensing can move away from large unpredictable investments to a recurring usage-based model.

CSI has many years of experience helping companies with their journey to the cloud – including the first regulated bank to be entirely "born in the cloud".

✓ **Improve user adoption; reduce implementation time**

✓ **Eliminate upfront CAPEX; reduce total cost of ownership**

✓ **Improve capabilities without increasing Dev Team**

✓ **Integrate with new services across clouds**

Reduce Cost. Increase Capability. Take Control.

CSI PowerCloud

Scalablity to reduce costs

Why pay for unused resources? The CSI PowerCloud allows you to use only what your applications need to thrive. Don't allow the 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.
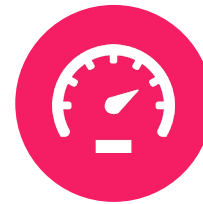
Data protection and compliance

Combining years of experience with leading technologies, we ensure that 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 and your customers the peace of mind that 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 and your customers back up and running quicker.

Migrate, monitor & manage

We can deliver critical workloads in the CSI PowerCloud, monitoring and managing all environments 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 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 application delivery 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.

Optimised CSI PowerCloud platform with multicloud connectivity

Migrating and Managing Regulated and Complex Workloads

Together, CSI and Equinix enable the migration and management of regulated and complex applications in hybrid and multicloud environments. By automating compliance and building in the latest cyber security solutions, we sharpen your competitive edge.

We combine true hybrid cloud capabilities across multiple platforms. With a deep understanding of compliance, regulation and governance across all workloads, we secure your transition to the cloud. Our solutions also improve your recovery time and recovery point objectives (RTO/RPO) in the event of a disaster.

We developed the CSI PowerCloud to run complex and regulated workloads reliably and securely. It's our own innovative platform offering robust IBM Power Systems with IBM i, AIX or Linux – together with close-connected x86 servers. With the ability to connect at wire-speed to any public cloud service, such as Microsoft Azure, you get the agility and flexibility required for a true multicloud strategy.

About Equinix

Equinix connects the world's leading businesses to their customers, employees and partners inside the most interconnected data centres.

In 55 markets across five continents, Equinix operates the only global interconnection platform, sparking new opportunities that are only possible when companies come together.

EQUINIX

> **"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 Embraces ISV Cloud Delivery

Our client aims to disrupt their market with a focus on innovative solutions with flexible financial products aimed at the consumer. By taking advantage of application delivery in the cloud, new features can be rolled out quickly and cost-effectively, without the need for time-consuming upgrades.

Business challenge

The business 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.

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 solutions for your business. We are proud to be an IBM Platinum Business Partner, Dell Technologies Gold Partner, Cloud Solutions Provider for Microsoft, NetApp Gold Partner and PCI Certified Level 1 Service Provider.

Regulated Industry Support

Our managed compliance services meet PCI-DSS and accreditation frameworks, such as ISO27001 and Cyber Essentials Plus. We support audit requirements and session logging.

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.

Improved RTO & RPO

Our comprehensive disaster recovery services provide improved RTO and RPO, with Equinix's data centres having an average global uptime of 99.9999%.

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Platinum Business Partner | IBM

PCI

Microsoft Cloud Solutions Provider

EQUINIX

ISO/IEC 27001 BUREAU VERITAS Certification | UKAS MANAGEMENT SYSTEMS

DELL Technologies GOLD PARTNER