



 **CONTOUR DS**  
Contour Data Solutions Cloud Services  
[www.contourds.com](http://www.contourds.com)

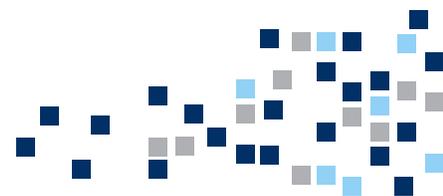


# CONTOUR Cloud

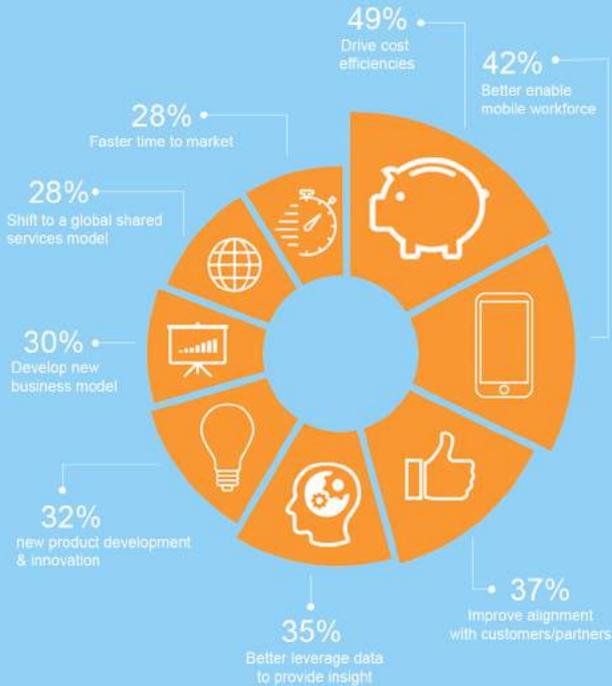
Contour is a complete cloud management solution provider for server and network & operations management. Contour offers solutions that are tailored to your specific needs. Flexible Infrastructure as a Service (IaaS) solutions that offer a wide range of possibilities. You can get your entire IT infrastructure easily migrated to our platform or you can share the most critical parts to link with our hybrid model.

Contour's Cloud Portfolio makes it possible for enterprises to manage applications across data centers and different cloud platforms and seamlessly move applications between clouds as circumstances change. With Contour's Cloud Portfolio your enterprise can provide self-service IT, maintain control over cloud usage, and manage cloud costs.

We give you the ability to quickly build your application, scale it up, scale it down as well as connect it to existing physical or virtual environments.



## The TOP ways businesses are using Cloud to drive business transformation :



“82 percent of enterprises have a cloud strategy, up from 74 percent in 2014.”

## Cloud Computing is not just a trend. It is changing the way IT organizations drive business value.

### Cloud Technology

Organizations of all sizes are increasingly adopting cloud technology to drive business value. That’s because the benefits of the cloud are many, including accelerated time-to-market, enhanced organizational flexibility and scalability, rapid resource provisioning, and lower total cost of ownership.

While everyone has heard of “the cloud”, not everyone can clearly define it or understands how best to take advantage of its benefits. Before moving to the cloud it is important to understand the different service models, technologies, and infrastructure options available.

Cloud computing provides organizations with convenient, on-demand network access to a shared pool of computer resources. Primary cloud-based service models Contour offers include: Infrastructure as a Service (IaaS), Capacity as a Service (CaaS), and Disaster Recovery as a Service (DRaaS). Our services

are offered on either an enterprise private, public, or hybrid cloud (owned and operated by Contour). By adopting the optimal cloud service model and platform alternative, it will enable an enterprise to transform to a faster, smarter, more flexible business.

Contour’s Cloud technology enables organizations to limit the large capital expenditures previously associated with building and maintaining costly data centers and custom applications. By enabling companies to pay for technology resources only as needed, the Contour Cloud transforms these costs into operating expenditures.

### Benefits of Cloud Services

Characteristics of cloud computing help us understand the many ways that enterprises can benefit from cloud services and why the cloud is changing IT organizations’ ability to drive business value, including:

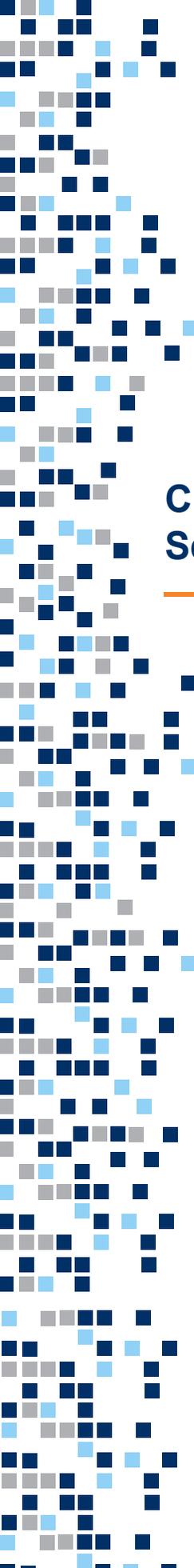
- Access to new technology
- Dynamic Scalability
- Faster Time-To-Market
- Cost efficiency
- Focus

### The Growing Consensus for Modernization

The market for cloud technology and integrated services has transitioned from early adopters and successful pilots to mainstream enterprise use. In fact, according to Gartner, “Survey results show that 80% of organizations will be using cloud services in some form within 12 months.”

The benefits that continue to draw organizations to the cloud remain the same: the need for organizational flexibility, dynamic scalability of applications and infrastructure, faster time-to-market, and cost efficiency. Cloud computing is not just a trend. It is changing the way IT organizations drive business value.

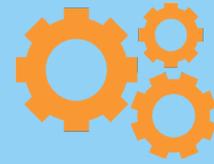




## Cloud Computing Service Models

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There are many ways to take advantage of the cloud's capabilities. Three service models that Contour offers are Infrastructure as a Service (IaaS), Capacity as a Service (CaaS), and Disaster Recovery as a Service (DRaaS). The following sections summarize the key concepts and advantages of each of these service models.



### Infrastructure as a Service (IaaS)

Contour's IaaS offering is our secure, multi-tenant VMware-based cloud solution that gives you the ability to determine your own needs and resources in a flexible, dynamic way. Through our VMware vCenter interface, you have control of your resource pool and the virtual environment.

Build, manage and maintain your own VMware virtual environment to best fit your needs. With this pool-based option, we give you the ability to purchase what you need now and quickly scale your resources, as you need them in the future.

As a leading IaaS solution provider, Contour includes various options to ensure that your transition to our cloud infrastructure is consistent with your IT requirements. With that in mind, we give clients the ability to add on services that include:

- Virtual Firewall Appliances, including basic Intrusion Detection (IDS) and Intrusion Prevention (IPS)
- Virtual Load Balancing Appliances
- Hybrid Options within our Colocation Suite
- Managed Back-ups
- Customizable Bandwidth Options



### Capacity as a Service (CaaS)

Capacity management as a service delivers maximum value and use from servers, storage, networks and facilities while meeting service-level objectives or requirements. This service model dynamically adapts to complex performance and power models to make sure you're neither spending too much nor too little money on IT infrastructure as a service. CaaS is a fully customizable service that assesses your needs from the ground up. Our design provides all of the benefits and security of a private cloud, along with the elasticity, scalability and other benefits inherent in the public cloud.

Companies enjoy reduced CAPEX with no upfront equipment expenses and predictable IT expenditure. Resources can be quickly scaled up or down as business needs require. IT risks are mitigated with the ease of backups and data security.

**Advantages of CaaS include:**

- Reduced costs by continuously optimizing IT capacity
- Monthly pay-as-you-go billing with NO equipment investment
- Infrastructure agility to meet rapidly changing investment
- Increased productivity with actionable views of IT Operations growth and trends



## Disaster Recovery as a Service (DRaaS)

The need to protect workloads is the same whether it's onsite or in the cloud. You can ensure business continuity with your mission critical data with Contour's DRaaS platform.

Contour's DRaaS Platform is a self-service, policy-driven backup and recovery service with image-level backups to ensure all operating system, file system and application data residing within a virtual machine are captured as a snapshot image before committed to backup media. With this self-service backup feature, you can fully embrace the public cloud and deploy critical applications without worrying about data loss.

Contour's Disaster Recovery-as-a-Service (DRaaS) as part of a comprehensive availability strategy, embracing investments made in your data center and extending them through the hybrid cloud.

Affordable and efficient image-based replication delivers cloud-based disaster recovery for ALL applications (RTPO™ < 15 minutes) through the best and most trusted DRaaS providers across the globe.

Disaster recovery-as-a-service solutions allow you to avoid the costs of purchasing the infrastructure and software needed for a secondary or tertiary disaster recovery site and to pay for your disaster recovery solution out of your operating budget. Contour Disaster Recovery is a recovery-as-a-service solution owned and operated by Contour that offers native cloud-based disaster recovery capabilities for all types of environments including physical and virtual platforms. Get the most out of DRaaS with Contour DRaaS, providing fully integrated, fast and secure cloud-based DR (disaster recovery). Advanced, image-based VM replication through Contour DRaaS is simple to set-up and easy-to-use.

### It includes:

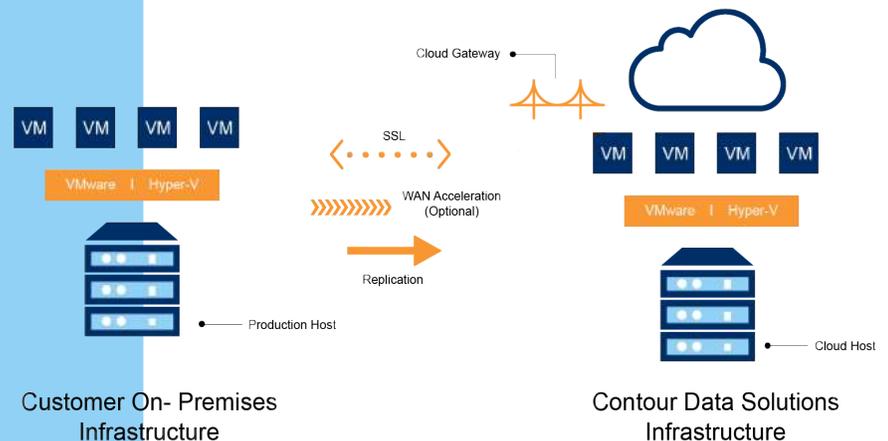
- A cloud host for DR with CPU (central processing unit), RAM (random access memory), storage and networking resource allocation from Contour.
- Full-site failover to a remote DR site from anywhere with just a few clicks through a secure web portal and partial-site failover to instantly switch over to selected VM replicas only
- Built-in network extension appliances to simplify networking complexity and preserve communication with and between running VMs, regardless of the physical location
- Full and partial fallback to restore normal business operations
- 1-click failover orchestration for quick execution and site failover testing for failover simulation, without disrupting production workloads
- Single-port connectivity via a secure, reliable TLS/SSL (Transport Layer Security/Secure Sockets Layer) connection to a service provider with traffic encryption
- Multiple traffic-reduction technologies, including built-in WAN acceleration and replica seeding

### Advantage of DRaaS

- Ease of Getting Started
- Flexible, lower cost alternative
- Simplified Environment
- Management Consistency

**“Datacenter disasters are more common than you think. A shocking 95% of businesses experienced outages for reasons unrelated to natural disasters.”**

With a cloud-based disaster recovery solution, you benefit from lower price points, flexible contract terms, and the scalability to grow as your needs change. Contour Disaster Recovery allows you to increase business resiliency while protecting applications, with minimal investment.





# Applications

Security Network Computer Storage Backup



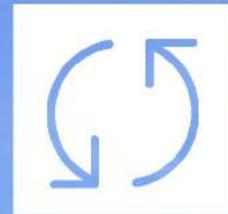
IaaS



CaaS



PaaS



DRaaS

## Metering & Billing

Public

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Google

ORACLE

 Windows Azure

Hybrid

 **CONTOUR DS**



Private

 **CONTOUR DS**

Agility

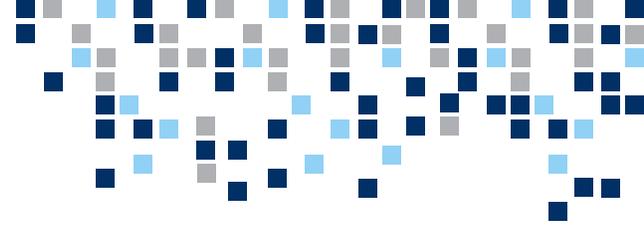
Cost Optimization

Orchestration

& Automation

Risk Management

Operations



## Cloud Deployment Models

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### Private Cloud

Enjoy the best of both worlds and choose Contour Cloud – your personal gateway to the cloud. Connect your business to cloud services over MPLS or Ethernet via a single, global provider and enjoy the reach of an entire cloud ecosystem, without sacrificing security or risking performance.

Contour Private Cloud offers end-to-end management of a complete hybrid cloud environment – from your own enterprise right through to global cloud service providers and third party data center partners. You can integrate your cloud into your network with the predictability, security and guaranteed performance your enterprise demands.

### Your Cloud, Your Way

Cloud computing is here to stay. How can enterprises fully harness its power while still leveraging legacy systems? The answer is Contour Private Cloud. Contour Private Cloud is your single pathway to managing multiple workloads and compute environments. From agile application development to business-critical workloads, Contour Private Cloud is a totally hybrid solution. Integrating colocation, hosting and cloud services into a single, scalable architecture, IZO™ Private Cloud delivers a high-performance, reliable and secure IT environment.

#### **Complete control:**

Gain 360-degree visibility over all your enterprise cloud and IT resources with built-in automation, orchestration and management tools

#### **Hybrid flexibility:**

Manage multiple IT environments and establish a customized architecture that meets your enterprise application requirements – and delivers an optimal user experience.

#### **Total security:**

Protect your infrastructure from unauthorized access and Internet-based threats with integrated security services and ITIL aligned management processes.

We've taken the cloud to a new level with the enterprise-class flexibility, scalability and security you need. Burst to the public cloud on demand. Deliver new business initiatives quickly across multiple geographies. With various deployment models available across 10 data centers around the world, Contour Private Cloud really is your cloud, your way.



# Contour Cloud

Deliver content to your customers via a dedicated, deterministic route and dramatically improve your quality of service. Protect business-critical applications against potential performance impacts from peak traffic and provide a premium service for paid content – all thanks to the Contour Cloud platform.

With the increasing challenge of congested Internet connectivity, Contour Cloud is your way to a new kind of cloud enablement. Easy to deploy, with transparent reporting and monitoring, it means you can focus on your product without worrying about network issues. Leverage the full potential of the internet and cloud services with Contour Cloud, and ensure the best experience for your end users.

The Contour Cloud platform is a cloud enablement service that provides a dedicated and deterministic route for enterprise customers by tagging their data packets for pre-determined delivery over the public Internet. Contour Cloud also provides a dedicated and deterministic route for enterprise customers to reach other cloud service providers including AWS, Azure and Google Cloud Platform.

## Build Your Custom Cloud

Contour Cloud enables companies to deliver content defined to match the enterprise business value, providing a more consistent end-user experience. This protects business-critical applications against potential performance impacts from volatile consumer data traffic. Contour Cloud provides end-to-end SLAs from the cloud provider to the enterprise site, to enable the full potential of the Internet and cloud services for the enterprise.

### Improved user experience:

- You can now deliver content in a more deterministic manner, improving your customers' experience by improving speed and reliability

### Premium service for paid content:

- You can offer improved Quality of Service (QoS) to your enterprise

### Easy Implementation:

- Just point and click

### Transparency in monitoring and reporting:

- Per N-Able reporting to monitor performance

Using our data center outsourcing model allows organizations to recapture the soft costs and capital expenditures often associated with larger IT infrastructures. By leveraging this model, we help our clients consolidate services and maintain predictable costs within their information technology budgets.

In this model, we are an extension of your IT organization. We work with you to make sure you have the right solutions in place today as well as the future.

Our solutions include:

- Technology Advisory Service
- Feasibility Studies
- Virtualization and Consolidation Planning
- VCenter Operations Reporting
- Data Center Audits
- Cloud Readiness Assessments
- Infrastructure Asset Management
- Disaster Recovery Services
- Managed Backup Solutions
- Monitoring and Alerting
- Security as a Service

## Managed services providers:

Operating as your IT department

According to Gartner, managed services providers are doing a better job offering solutions than traditional cloud-based providers.

Managed services providers like Contour Data Solutions do much more than simply give you servers. Instead, you can rely on us to function as your IT department – helping you manage a broad range of ever-changing technologies, while addressing challenges such as budget concerns, staff shortages, data growth, disaster planning, and more.”





## Why Contour Data Solutions?

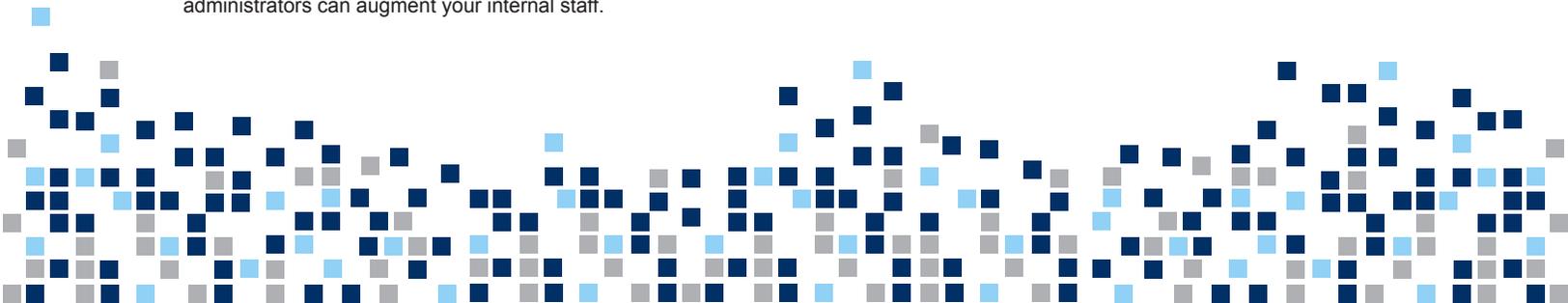
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We work hard to become your IT partner and we're willing to go the extra mile to make sure you have everything you need to succeed with your data center solution. In fact, we have created a list of the top reasons you should choose Contour Data Solutions as your IT partner:

- **Customized Approach.** We realize each client has unique requirements. We consult with you on every aspect of your data center requirements. We get to know your needs so we can customize the infrastructure, services, and processes that best fit your IT and financial needs.
- **Comprehensive Partnership.** When you partner with Contour Data Solutions, you get our friendly, easy to reach, expert staff that quickly become a key part of your team. Someone is always available 24x7x365. Our engineers stay on top of technology developments and make recommendations to help you stay ahead of your competition.
- **Experience.** We have been deploying customers on cloud hosting technology before it was called cloud hosting. We have deployed virtual machines for many customers and have many years of experience managing virtual servers. Our teams of vendor certified engineers know the capabilities & limitations of each of the major virtualization technologies.
- **Responsive.** We answer your tickets, calls and emails quickly. We never leave, and the lights are never off. We are a true 24x7x365 company.
- **Affordable.** By making Contour your hosting IT partner, you can avoid significant operational and capital expenditure costs. Our team of certified engineers and systems administrators can augment your internal staff.

One of the most important decisions enterprises will make as part of a cloud strategy is the selection of a cloud partner.

Contour delivers a suite of customizable services to help you tackle these challenges, including 24/7/365 infrastructure support. Contour is a leading enterprise software and solutions company providing managed cloud hosting, online backup and virtual disaster recovery services. We offer companies the most secure virtual private cloud experience with guaranteed application performance across the network. Our architecture is flexible, allowing customers to remain in control. Contour has customizable options for private, public and hybrid cloud services. We provide flexible infrastructure solutions to meet the challenges of doing business in today's data-driven economy. Our strategic solutions are composed of best-of-breed technologies and expert integration, complemented with exceptional consulting services. Contour offers:

- Flexible everything: payment plans, services, solutions, design
  - Local extension of your A-Team while lowering OPEX and CAPEX costs
  - Cloud-ready to provide public, private, or hybrid cloud services and solutions
  - Customer-centric and focused on your business goals
  - Reliable team with strong manufacturer relationships to offer "best of breed" support
- 



If your organization is considering moving to the cloud for the first time or expanding cloud operations, it is important to work with a cloud services provider who can help you understand the differences of cloud service models and select one that will benefit your company most. As an experienced cloud partner, our team is here to help you optimize the benefits of cloud computing by working with you to develop a cloud adoption strategy as well as to offer proven cloud application & infrastructure services, a cloud methodology or framework, and an integrated set of tools.

## About Contour

A U.S.-based company, Contour Data Solutions is a leading Managed Services Provider organization providing cloud-ready solutions for companies across industries. We set out more than five years ago to help our customers bridge the gap between their business and technology objectives—and avoid costly technology project delays and misaligned expectations.

Our mission is to provide you with a valuable, reliable service so that you can focus on your business. We use a proven service engagement methodology and consultative approach to address your organizational goals, budget constraints, and technology integration challenges.

At the heart of our success is a core philosophy that blends insight, innovation, and practical thinking. We bring our passion for right-fitting technology to everything we do.

Find out more. To learn more about how our cloud-ready solutions can help you solve your business and IT challenges, contact [sales@contourds.com](mailto:sales@contourds.com)

We look forward to hearing from you.



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