Cloud Power

The Challenge

Cloud-based infrastructure as a service is built, and aggregated through pools of resources, and it is designed to be elastic to scale with organisational demand.

A Hybrid-Cloud model, not only changes how infrastructure is designed and implemented, from known relatively static environments to dynamic logical workgroups, but a subscription model also transitions IT budgets from traditional CapEx/OpEx to OpEx only

The two-tier channel model widely adopted through EMEA has been built around the transfer of title of physical appliances and has no real ability to transition to a Hybrid Cloud Service Provider (HCSP) model.

Our Solution

illapa has been designed from the ground up to solve the key commercial, and technical challenges facing end users as they start/continue on their cloud journey.

illapa is a channel centric company, so although we may communicate directly with end users, much like a traditional vendor we have a two tier go to market strategy, this means we will always work with a partner to deliver our solutions.

How illapa helps vendors

A “Cloud” model has a concept of instances (virtual images) and libraries, and illapa builds bespoke instance libraries for our VAR and MSP partners. By partnering with illapa a software vendor can ensure that their product instances can be provisioned quickly and consistently into any cloud infrastructure, in any location, public and private from a single management interface.

illapa can provide full reporting, with regard to instance count, instance cost, sizing guidance (to ensure optimal application performance), along with templated blueprints where instances can be provisioned as part of an automated workflow.

illapa does not replace your existing licensing distributor, or promote one IaaS provider over another. illapa is your logistics partner when your end user client embarks on their cloud journey.

illapa helps VARs & MSPs

illapa is a cloud services company, and by partnering with illapa a VAR or MSP can quickly transition their business as a true Hybrid Cloud Service Provider (HCSP).

With a comprehensive library of instances (soft appliances, applications, and virtual machines) our cloud services platform can be tailored to mirror the existing vendor portfolio of the partner from both an infrastructure and application perspective.

With no upfront investment this enables the VAR/MSP to run both their traditional business model and their Hybrid Cloud Service Provider model in parallel, providing all the necessary connectivity, provisioning, governance, auditing and more from a single 'white labelled" management interface.

Management

Lifecycle management for operational excellence

Automation

Frictionless automation for developers

Illapa Library

Leading brand software installed with ease

Secure

Balance cloud agility, user experience and security

Analytics

Use analytics for effective cloud management

Deployment

Making provisioning powerful again

Governance

Stay optimised with fine-grained role-based access, approvals, and policy enforcement.

Vendor Lock-In

Avoid vendor lock-in, with visibility & management of both public and private clouds

illapa helps end users

The ability to manage multiple clouds, across multiple geographies either public or private has to be a pre-requisite for any enterprise who are on their cloud journey.

Those that have started will recognise the challenges around cloud sprawl, shadow/stealth IT, lack of governance, inconsistent security policies, insider threats, and unpredictable costs, those that are just thinking about cloud have all this to look forward to.

By partnering with illapa, managing your multi-cloud environment becomes a whole lot easier, regardless of whether you are a developer looking to rapidly provision workloads, a CTO trying to make informed decisions about infrastructure or a CFO trying to understand the cost of your entire hybrid cloud estate, illapa "OpsMgr" is the single interface that enables each user to make appropriate informed decisions