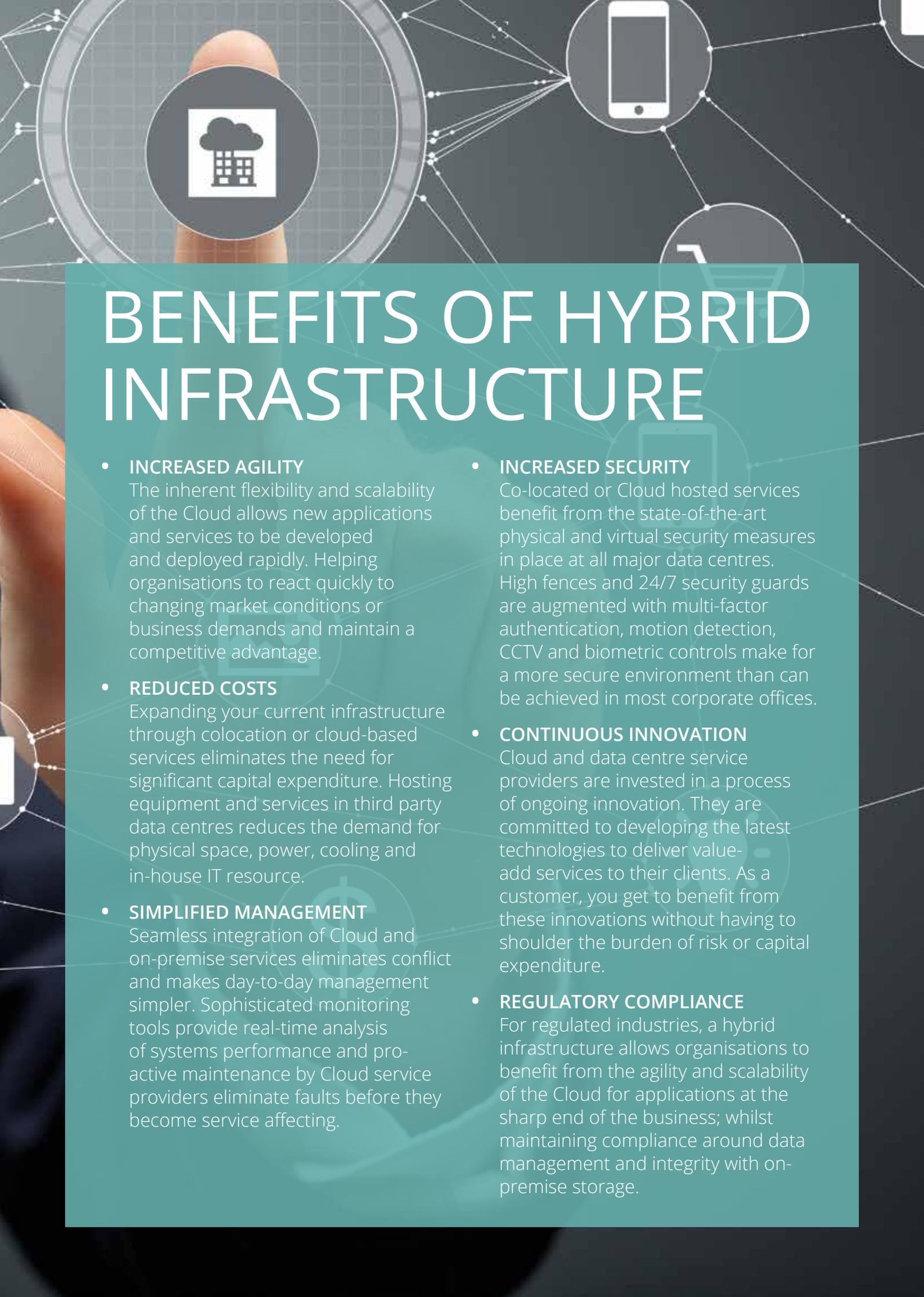




HYBRID INFRASTRUCTURE AS-A-SERVICE





BENEFITS OF HYBRID INFRASTRUCTURE

- **INCREASED AGILITY**

The inherent flexibility and scalability of the Cloud allows new applications and services to be developed and deployed rapidly. Helping organisations to react quickly to changing market conditions or business demands and maintain a competitive advantage.
- **REDUCED COSTS**

Expanding your current infrastructure through colocation or cloud-based services eliminates the need for significant capital expenditure. Hosting equipment and services in third party data centres reduces the demand for physical space, power, cooling and in-house IT resource.
- **SIMPLIFIED MANAGEMENT**

Seamless integration of Cloud and on-premise services eliminates conflict and makes day-to-day management simpler. Sophisticated monitoring tools provide real-time analysis of systems performance and proactive maintenance by Cloud service providers eliminate faults before they become service affecting.
- **INCREASED SECURITY**

Co-located or Cloud hosted services benefit from the state-of-the-art physical and virtual security measures in place at all major data centres. High fences and 24/7 security guards are augmented with multi-factor authentication, motion detection, CCTV and biometric controls make for a more secure environment than can be achieved in most corporate offices.
- **CONTINUOUS INNOVATION**

Cloud and data centre service providers are invested in a process of ongoing innovation. They are committed to developing the latest technologies to deliver value-add services to their clients. As a customer, you get to benefit from these innovations without having to shoulder the burden of risk or capital expenditure.
- **REGULATORY COMPLIANCE**

For regulated industries, a hybrid infrastructure allows organisations to benefit from the agility and scalability of the Cloud for applications at the sharp end of the business; whilst maintaining compliance around data management and integrity with on-premise storage.



BRIDGING THE GAP WITH HYBRID IT

Today's IT managers stand on the precipice. Ahead of them is the brave new world of Cloud computing, behind them lies the legacy investment of on-premise computing. For many, the journey forward to the Cloud is seen as a leap of faith. One that involves a pioneering, all or nothing approach.

But hold on. What if there was another way? One that allowed you to make the most of your existing investment while leveraging the best of what the brave new world has to offer.

The old world of IT is trusted and familiar. However, it also labours under some old-fashioned concepts. Legacy systems often suffer from a lack of integration across siloed business units or technologies. They feature fragmented management processes, policy-driven controls and a lack of automation.

On-premise systems are traditionally technology-centric. As they evolve over time, new services and applications have been introduced based on compatibility, ease of integration and what the legacy systems can support.

As BYOD, consumerisation and public Cloud services have emerged, IT environments have become more complex. When complexity becomes sprawl, it can undermine service delivery, speed and quality; negatively impacting on the user experience and business performance.

The future of IT lies in exploiting the fundamental speed, scalability, accessibility and flexibility of the Cloud to bring new services and applications to market quickly. Accelerating time to value and empowering an increasingly mobile, demanding and collaborative workforce.

You don't need to leave the past behind in order to embrace the future. Many organisations will have invested significantly in technology to get the business to where it is. They will be keen to extract as much business value from that investment as possible.

As they journey to the Cloud, these organisations will increasingly adopt a hybrid approach to IT, one that features the best of both worlds.



ADDRESSING BIG DATA WITH LEGACY IT

In an increasingly connected world, data is becoming the life-blood of business. The number of devices in the workplace has tripled in the past decade and they all have more to say than ever before.

According to the Cisco Global Cloud Index, global data centre traffic is expected to triple between 2014 and 2019. The rate of growth within the Cloud will be even greater, as a quadrupling of data volumes will see Cloud services and applications accounting for more than 80% of global traffic by the end of the decade.

Legacy systems were not designed with this exponential growth of data in mind. Whilst a hybrid infrastructure can be leveraged to help businesses cope with the rising demands for data management and storage, IT departments will still be tasked with maximising the returns on their initial investment.

This causes a dilemma for many businesses. Cloud solutions are ideally placed to cope with the demands of a big data world, but there is a balance to be struck. The expenditure on existing technology will be amortised over time but, in a rush to embrace Cloud solutions, organisations may be cutting short the return on their legacy investment.

Legacy systems were never designed with big data in mind. A hybrid infrastructure can be used to help organisations cope with the rising demand for data management and storage.

DELIVERING MORE FOR LESS

IT departments continue to be tasked with delivering improvements in performance and agility whilst squeezing every ounce of value from legacy equipment. However, when half of their time is spent addressing unplanned maintenance within a complex on-premise environment, this challenge is made even harder.

To address this challenge, organisations are opting to co-locate some of their legacy equipment into a managed data centre environment. This frees up internal IT resource to concentrate on business-critical projects whilst extending the life of legacy equipment.

Colocation means your hardware benefits from being housed within a state-of-the-art data centre environment with performance monitoring and pro-active maintenance; ensuring you derive long-term value from your technology investment.

HYBRID THEORY

Hybrid IT is about optimising your infrastructure to deliver the greatest business value, whether it be old or new, physically located in your premises or in the Cloud. Each element of your infrastructure has a role to play, but not in isolation. Hybrid IT is also about seamless integration; combining on-premise, public and private Cloud to maximize performance, agility and cost-effectiveness.

Hybrid IT features a balance of risk and reward, agility and predictability. For many, there will always be an element of compliance or control that necessitates an on-premise solution. Rarely will any organization choose to migrate all services to the Cloud.

In order to extract as much value as possible, on-premise data centres will be optimised, with server consolidation and virtualisation being a logical first step. The emergence of the as-a-service approach to IT means organisations will enhance their legacy systems with colocation, or gateway services such as Cloud storage, back-up and disaster recovery as-a-service.

Hybrid infrastructure allows organisations to maintain control of critical applications on-site whilst seamlessly scaling to accommodate changes in demand and rapidly bringing new services and applications to market.

HYBRID INFRASTRUCTURE-AS-A-SERVICE FROM ONI

Hybrid IaaS from ONI delivers a robust IT environment; one that provides the agility you need to rapidly respond to changing business needs while delivering maximum ROI for your legacy systems.

Cloud solutions from ONI deliver IT services and applications where and when your users need them. Computing, storage and networking are all available in a single solution, allowing you to leverage our investment in the latest and greatest technologies to deliver incremental value to your organisation.

On your journey to the Cloud, it is important to have a defined migration plan in place. One that allows you to maximise the business benefits of your technology, whether it is on-premise, co-located or in the Cloud.

Colocation allows ONI to re-purpose or re-use your existing technology wherever possible. Rather than moving everything to the Cloud and reducing the return on your existing systems, we can leverage an additional 20-40% value.

For those organisations that wish to maintain an on-premise estate but further reduce the day-to-day burden of managing their existing infrastructure, ONI can take over the management of their on-premise data centre.

KEY DELIVERABLES

- Outsourced management, support and maintenance of hybrid environment
- Improved reliability as end-of-life equipment is removed and migrated to new system
- Reduced cost of delivering IT as-a-service, reducing pressure on internal IT resource
- Eliminate the cost of multiple support contracts for multiple legacy systems
- Process optimisation, leveraging seamlessly integrated Cloud and co-located systems
- Utilise vendor trade in to "buy back" legacy equipment and deliver further cost savings
- 24x7 service level agreement for managed service elements
- Reduce operational costs associated with power, cooling and redundancy
- Opex/Capex cost model to deliver cost savings over the period of contract
- Continuous program of reporting, service management and improvement

ONI HYBRID INFRASTRUCTURE SOLUTION

HYBRID INFRASTRUCTURE

**ENTERPRISE
NETWORKS**
On-premise Data Centre

**ONI
DATA CENTRE**
Co-location

**NIMBUS
CLOUD**
Private Public

ASSURE MANAGED SERVICES

MANAGE
Pro-Active Monitoring

MAINTAIN
Patch & Upgrade

SUPPORT
24x7 Intelligent Hands

OPTIMISE
Continuous Improvement

CONNECTIVITY SERVICES



WHY ONI?

Established in 1992, ONI plc is a leading provider of IT solutions and services to both public sector and commercial markets. Privately owned, we offer a comprehensive range of on-site, cloud and hybrid technology solutions.

We have worked hard to establish ourselves as a centre of excellence for digital transformation, but we're not resting on our laurels. We have ambitious plans for even further growth over the coming years, which will see us increasing both our capacity and range of services. Keen adopters of new technologies, we are proud of our reputation as innovators.

Our expertise already spans core network infrastructure, unified communications and collaboration, contact centre solutions, data centre services, connectivity and cybersecurity.

ONI cloud services are delivered from our own Tier 3+ Data Centre, located in the South East of England, and include infrastructure, disaster recovery, UC, collaboration and contact centre solutions as-a-service.

ONI is committed to providing our customers with the availability, performance and agility required to transform their business. It's what we call Business Assured and comprises three core pledges.

100% UPTIME GUARANTEED

Most service providers promise four 9's or even five 9's in terms of availability, but 99.99% uptime still means you are without service for 52min 35s every year. When dealing with business-critical applications, we don't think you should compromise on availability. If you pay 100% of your fees, you should get 100% availability.

Our commitment to 100% uptime underpins our data centre and managed service portfolio; providing our customers with peace of mind that they will always have access to their data and applications.

ON-PREMISES OR CLOUD AGNOSTIC

For many organisations, the future of IT lies in a hybrid converged infrastructure that features elements of on-premises, colocation and cloud-based products and services. But getting agnostic advice on the best place to deploy each application can be difficult.

Cloud service providers naturally will only ever promote as-a-service propositions. Likewise, legacy systems integrators will have experience of on-premises hardware but not the skills necessary to transition services successfully to the cloud. In contrast, ONI offers the best of both worlds.

By combining legacy on-premises solutions with our Data Centre services, our customers benefit from transformative digital solutions, deployed where they add most value. Our agnostic approach to deployment helps organisations to gain a competitive advantage by reducing costs and delivering leaner, less complex IT solutions.

PREDICTABLE AND TRANSPARENT COSTS

Cloud services from ONI are provided from a single orchestration platform; one that offers a simplified product range and an all-inclusive price, based on customer usage. There is no need for specialist procurement knowledge to understand a complex product offering or EA pricing structure, let alone fluctuating exchange rates, making it easy to stay in control and avoid unexpected spiralling costs.

ONI Assure Managed Services provide unmatched details about the status of IT infrastructure devices; enabling IT professionals to make better informed investment decisions about life-cycle management and avoid unnecessary costs. Improved visibility of contract renewals, or when devices reach end-of-life and end-of-support, makes budgeting more accurate and more predictable.





AVAILABLE FROM ONI:

- Managed Services & Support
- Hosting & Colocation
- Networking & Connectivity
- Back-Up & Disaster Recovery
- Cybersecurity Solutions
- Contact Centre Solutions
- Mobility & Collaboration
- Unified Communications



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Established in 1992, ONI plc is a leading provider of IT services and solutions. We deliver a unique blend of on-site, hybrid and Cloud computing systems, from our Tier 3+ UK data centres. Our workforce holds over 400 accreditations from vendors such as Cisco, VMware, NetApp, Veeam, Gamma, BT and Microsoft.