Case Study

CloudMC Enables **cloud.ca** to Offer Hybrid Cloud as-a-Service

Empowering regional service providers like cloud.ca to leverage the flexibility, control and automation of leading open source infrastructure platforms and hyperscale cloud platforms to deliver hybrid multi-cloud and network services.

Goals:

- Establish a Canadian owned, operated and governed hybrid multi-cloud infrastructure-as-a-service offering **with a guaranteed commitment to data privacy and sovereignty**
- Operate and support the cloud infrastructure as a partner (vs vendor) to our customers, with **24x7 bilingual support**
- Safeguard customers and partners from lock-in to a particular cloud service providers' APIs
- **Protect customers from currency fluctuations** and enable use of cloud services based on CAD
- Enable customers to **leverage automation, elasticity and agility of cloud** with a cloud consumption and billing model

> "CloudMC offers us a complete and flexible edge orchestration platform that we've deployed in multiple regional data centres. Our customers truly appreciate the ease-of-use of the interface, flexibility to leverage open source APIs, and value-added integrations such as the infrastructure-as-code tool, Terraform. Since our launch, the close partnership with CloudOps and resulting co-development collaboration has enabled more rapid innovation on new features like bare metal orchestration, responding quickly to customer and market needs."
>
> **— Mike Gero,** GM and VP Product and Business Development, **cloud.ca**

Challenges:

cloud.ca was looking to capture market share within the growing cloud market by focusing on providing conditions for optimal edge computing (latency, performance); mission critical applications where all or part of their data must remain within Canada, for compliance, performance, cost or confidentiality reasons; and solving for uniquely Canadian cloud consumption issues such as currency fluctuations due to the exchange rate with US cloud providers and 24x7 bilingual support.

The challenges included:

- Delivering **heterogeneous cloud and network services** through a **single pane of glass** with a **normalized API**
- Fostering agile development and rapid innovation in a highly competitive cloud IaaS market
- Providing **powerful governance** features to operators, resellers and tenant admins
- Offering maximum **extensibility** of the system by integrating with API-driven solutions
- Making the core product flexible in order to **reduce one-off customizations**
- Providing an all-around enjoyable **multilingual end-user experience**
- Ensuring it's **simple** to deploy, update and manage.

Resolving the above challenges would allow **cloud.ca** to focus on their core business operations of delivering cloud IaaS, while helping them rapidly launch new services, applications, features, and ultimately, provide a unified customer experience.

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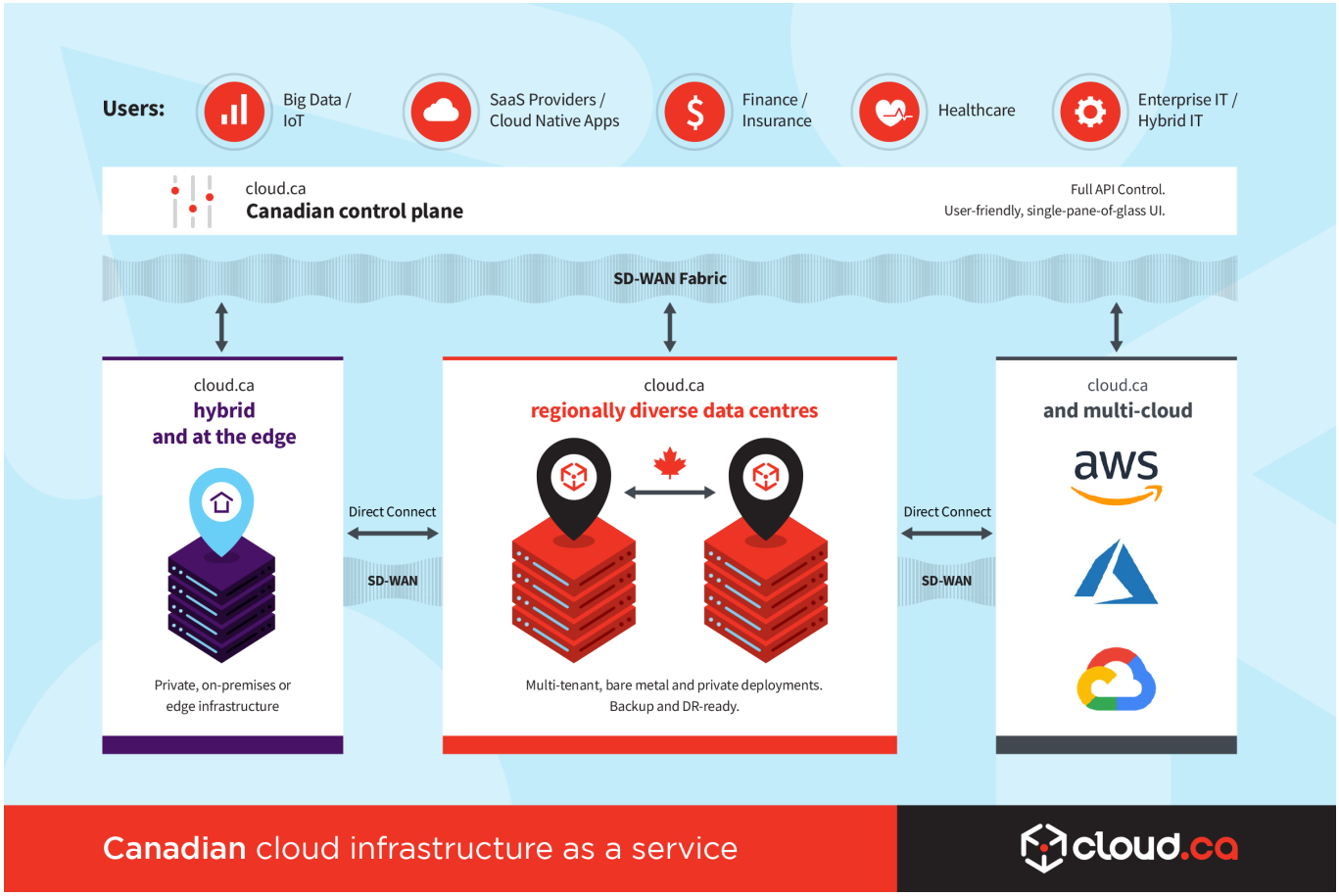
CloudMC

CloudOps assessed **cloud.ca's** requirements and together they decided to leverage CloudMC. CloudMC provides the end-to-end product lifecycle management through hybrid multi-cloud governance, multi-tenancy, pricing/metering, usage reporting, quotas, resource segregation and much more, in a consistent and unified way across the integrated services. Its extensible plugin system is completely API-driven, which enables them to deliver hybrid multi-cloud management through integrations with Apache CloudStack, OpenStack, Public Clouds (AWS, Azure, GCP) and other virtual network service integrations (such as SD-WAN) can be made available as needed.



To date, **cloud.ca** offers a variety of services that includes elastic compute, provisioned IOPS block storage, object storage and networking services. These infrastructure services are used by customers running their higher level services including databases, containers, such as Docker, rkt/CoreOs and Kubernetes, as well as many other workloads.

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Outcome

cloud.ca has been using CloudMC for over five years in production and actively serves over one hundred organizations, primarily in the public sector, healthcare and life sciences, financial institutions and SaaS companies looking to serve the Canadian market and looking to adopt cloud in Canada, who value having accessible expertise and may have data residency requirements.

Canadian

- Data sovereignty
- Owned and operated
- Proximity/ low latency
- Bilingual

DevOps Friendly

- Self-serve to speed innovation
- APIs and integrated tooling for automation
- Easy collaboration

Secure

- Built-in redundancy
- Support for 2FA and RBAC
- Compliance certifications
- DDoS protection

Elastic

- Scale on-demand
- Multi-region deployment
- Utility billing and term contracts

About cloud.ca

cloud.ca is a regional cloud infrastructure-as-a-service (IaaS) that delivers scalable, secure and resilient cloud computing services at competitive utility costs. Owned and operated in Canada, cloud.ca is ideal for businesses with mission critical applications where all or part of their data must remain within Canada, for compliance, performance, cost or confidentiality reasons. For more information, please visit cloud.ca.

About Us

CloudOps is a cloud consulting and services company focused on open source, cloud platforms and networking. We help businesses thrive in a data driven software economy with successful adoption and operation of cloud platforms, enabling self-service, utility economics and API-automated, continuous delivery of IT.
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