

IN-CLOUD
INNOVATION IN THE CLOUD BRIDGING UNIVERSITIES AND BUSINESSES
Project Number: 2015-1-IT01-KA202-004733



Cloud services and technologies at European level
National studies



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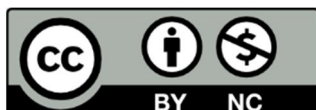
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Cloud services and technologies in Europe

The IN-CLOUD project¹ aims to pursue the objectives of the European Cloud Computing Strategy, with the general objective of boosting the competitiveness of European companies by means of the Cloud technologies. This is achieved by raising awareness of the potentialities of the Cloud and by creating professionals able to use these technologies.

The Intellectual Output 1 of the project aims to perform an analysis of the training needs and of the labour market relatively to the Cloud Computing. This study is the basis for the implementation of the whole project and allows having an overview of Cloud Computing at European level.

As a side activity, the partnership has performed an analysis of the Cloud service providers and Cloud related projects at national level. The result is catalogue of more than 60 projects and providers in Germany, Greece, Italy, Portugal, Spain and United Kingdom.

The document wants to be a support for all the professionals that are looking for Cloud solutions, for companies and public administrations that are looking for Cloud services to be integrated in their systems and for anybody that want to have a first idea of the Cloud.

¹ <http://www.learn-in-cloud.eu/>

1. Projects and National studies

CloudSME

<http://cloudsme.eu/>



CloudSME is a European project (FP7) with the main goal of bringing SMEs closer to cloud computing.

The EU funded CloudSME project (FP7) enables manufacturing and engineering companies to use cloud-based High-Performance Computing and Simulation Technologies in the CloudSME AppCenter (SaaS), in order to make them more

competitive and foster the usage of simulation technologies in Europe.

The cloudSME project will develop a cloud-based, one-stop-shop solution providing a scalable platform for small or larger scale simulations, and enable the wider take-up of simulation technologies in manufacturing and engineering SMEs.

The CloudSME Simulation Platform will support end user SME's to utilise customized simulation applications in the form of Software-as-a-Service (SaaS) based provision. Moreover, simulation software service providers and consulting companies will have access to a Platform-as-a-Service (PaaS) solution that enables them to quickly assemble custom simulation solutions in the cloud for their clients. The cloudSME Simulation Platform will be built on existing and proven technologies provided by the project partners and partially developed in previous European projects. Building on existing technology will enable the project to deliver its results quickly.

Diavgeia - Provision of public administration decisions to everyone

diavgeia.gov.gr/



Diavgeia is a Greek national project that to achieve maximum publicity of government policy and administrative activity, ensuring transparency and consolidation of responsibility and accountability on the part of institutions exercising public power.

Project Objectives:

- Ensuring the smooth operation of the Project Diavgeia on the provision of administrative decisions thus ensuring continuity of service
- Development planning - implementation of the new IT system which in any case will provide the functionality of the current situation and new functionalities.

ERMIS

<http://www.ermis.gov.gr>



Ermis is a Greek National project. The work is particularly critical and aims, through a total of action, in the more general modernisation of Greek Public Administration and in the benefit of services of added value to the citizen. The governmental Gate will provide from a central point completed briefing in the

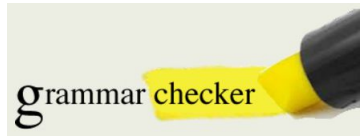
citizens and the enterprises with regard to all their transactions with the Public Administration (natural or electronic), as well as selected services of Electronic Transactions.

From operational opinion, the work is moved in three fundamental axes that concern: In the completed collection and organisation of required information from the total of Public Administration and her disposal in the Internet for the reliable briefing of citizens of/enterprises with regard to in their transactions and in their interaction with the government owned mechanism.

In the growth of essential infrastructures for the complete support of Interoperability between the informative systems of Public Administration and in the growth of applications for the benefit of services of Electronic Transactions from a central point. In the Digital Authentication of citizens of/enterprises in services of Electronic Transactions of Public Administration, in the frame of benefit of sure services of Electronic Governing in each level.

GrammarChecker

www.correctme.es/grammar_checker/



Grammar Checker is a Spanish project that aims to help students learning English by detecting and correcting mistakes in their writing.

GrammarChecker is a web-based platform designed to help students learning English detect and correct mistakes in their writing. Its developers decided to use a cloud-based infrastructure from 1&1 that allows Grammar Checker to scale and adapt to its users' needs. In particular, server variables such as number of CPU, RAM memory or hard disk quota may be modifying on the run to adapt the user demand in any moment. The decision of using the cloud infrastructure improves Grammar Checker's efficiency and competitiveness.

Okeanos

okeanos.grnet.gr/



Okeanos is the GRNET's cloud service for the Greek Research and Academic Community. With Okeanos you are one click away from your own Virtual Machines, Networks and Storage. It is possible to manage

them, destroy them, connect to them and take a handful of other actions, all from inside your favourite web browser.

It is also possible to store files online, share them with friends and access them anytime, from anywhere in the world. It is also possible to access them from inside the Virtual Machines.

2. Cloud service providers

2.1 Germany

LeBit

www.lebit.net



The software and consulting company Lebit now offers ERP and CRM solutions for small businesses based on Microsoft Dynamics in SaaS (Software-as-a-service) model. All applications are thereby provided performance based on the German, ISO-certified cloud environment CANCOM subsidiary Pironet NDH. Lebit has specialized with its solutions particularly on small and medium industrial enterprises that benefit in the introduction of business applications from 25-year consulting and implementation expertise of the software house.

Cloudamics – Microsoft Dynamics NAV from the cloud – is a new offering from Lebit. The name "Cloudamics" says it all: Microsoft Dynamics in the Cloud. The offer includes either the ERP or CRM suite and integrates other Microsoft applications such as the office environment or the DMS solution ELO.

"Cloudamics is especially interesting for smaller companies and start-ups, for the introduction of a CRM or ERP environment had been simply too costly. As you can already from 99 € per month and users a fully comprehensive application environment, with which they can make their business processes more streamlined and improve their customer relationship management", said Michael Graf, managing director of Lebit Software & Consult. "They have the security, be that all data and applications from the German, ISO-certified cloud environment of Pironet NDH provided and handled in accordance with German data protection law." The technical basis of Cloudamics is a multi-client-capable Microsoft Dynamics system.

PIRONET NDH

www.pironet-ndh.com



Cloud computing is on the verge of widespread use in the economy. However, many medium-sized companies still appear sceptical: They want to know where and how their data are stored, who quickly and easily assist them in case of failure and enters the cloud to their individual requirements. For still goes, the public image of web services that can be booked with a mouse click and a credit card in the short term, passing the professional needs.

Particularly in the SME business customers cloud computing want to see embedded in a comprehensive service package. At the same time criticize the company, that the benefits of cloud technologies and delivery models were not enough tangible. Therefore, offers must evolve from vague promises competence to clearly defined products, to fulfil the claim of the company on a holistic approach in terms of performance bandwidth, application diversity and quality of service.

In response to this need, Pironet NDH has developed the approach of the Business Cloud, the cloud services, desktop-as-a-Service solutions and virtual ICT infrastructures supplemented by deals Managed Hosting, overarching security solutions, broadband access and LAN services.

As a result, companies will benefit from a total solution that is precisely aligned to their individual and current ICT requirements and consistently high reliability and availability guarantee - from the application in the data center to the work of the individual employee. This saves just against the background of increasing system complexity not only save time, costs and nerves, but also gives you the guarantee that at the end together makes everything perfectly.

Amazon Web Services

aws.amazon.com/de/



Amazon Web Services launched a new region of its cloud in Germany Thursday, in part to serve customers who want to keep data within their country's borders.

Germany has some of the strictest laws in the world related to data sovereignty and Amazon Senior Vice President Andy Jassy, who heads up the company's cloud computing division, acknowledged that as a driving factor for opening the company's newest region in Germany.

"We have thousands of AWS customers here in Germany who have been using AWS from other regions", Jassy said during a virtual briefing from Munich. "And a lot of those customers have asked us to have a region here in Germany because they have other workloads they'd like to move to AWS but feel they can't do so until there's infrastructure here in Germany."

Concerns about putting data in the cloud have intensified since former national security contractor Edward Snowden's revelations surfaced about U.S. government snooping on consumers and businesses. Those fears have created reluctance by some international companies to place data in U.S. data centers, and a desire for some U.S. companies to store data outside the country.

Jassy addressed those concerns by saying AWS critically examines any government demand for customer data and vehemently fights what it believes to be overreaching government requests. If Amazon is required to hand over any customer data because of a subpoena, AWS informs the customer. Jassy added that one way customers can protect their data is by encrypting it and holding the keys themselves, through a service Amazon calls Cloud Hardware Security Module (HSM).

The new German region will be the company's 11th and the second in Europe.

Jassy said that in addition to privacy considerations, another reason for opening the German location is to allow European customers to spread workloads across regions. The company is also experiencing rapid growth in Europe, which the new region will support, Jassy said.

DATEV

www.datev.de



Cloud Computing just opened to the middle class completely new possibilities for the IT support of business processes. But what exactly is behind it? Let's look at what benefits cloud computing can bring you as an entrepreneur.

Cloud computing is a form of on-demand use of software and IT services. This is possible because the necessary infrastructure (software, parts of the hardware equipment) no longer held on your own computer, but is provided in real time on the Internet as a service. The actual applications, the processing of the data, storing them and providing the results, all this is done "in the cloud". DATEV is thanks to its data center a pioneer of cloud computing and offers on this field for many years reliable solutions.

With DATEV business online you do your commercial tasks in the cloud and simultaneously optimize collaboration with your accountant. Your quotes and invoices you can write from anywhere and anytime online access to data and evaluations. About the DATEV computer center can your accountant for accounting directly access the invoices. For the payroll, you can capture personal master and transaction data within the company and make it available. And with DATEV employees online can your employees at all times the gross / net settlement, the employment tax statement and social proof, see, save or print online.

DATEV users benefit not only in areas such as data backup and archiving, but also for the transfer of the high safety standard of the DATEV computer center. An important example is the transfer of data of the VAT return.

The comprehensive IT security services from its data center form, of course, the basis for all IT outsourcing offers and requests with DATEV.

The DATEV-Cloud is "made in Germany" and of course guaranteed compliance with the extremely high safety standards, you are used to from DATEV. At its documentation specifically an Information Security Management System (ISMS) has been implemented. This ISMS contains the list of requirements for the construction, operation, maintenance and continual improvement of the relevant systems in the DATEV computer center and is according to ISO standard 27001 of the German Society for the Certification of Management Systems (DQS GmbH) certified. More safety is not possible.

2.2 Greece

The admission (adoption) of cloud services among Greek private companies or public administration was at comparatively low rate during 2015. Only about 10% over the total number of Greek businesses bought any kind of cloud services. Most common cloud services in the Greek business world are e-mail services (about 61%) and file storage (53,5%). At the other, lower end of adoption are seen applications as Client Relations Management (CRM) at a rate of about 25%.

Papaki.gr

www.papaki.gr/



Papaki.gr was launched in 2004. Its goal is to provide complete solutions, web hosting and domain name registration services targeted to midrange and large companies, organizations, as well as individual users in Greece and Europe. Papaki.gr is an accredited domain name registrar certified by EETT (National

Committee of Communications and Post Offices) for the .gr tld and EURid for the .eu tld. Papaki.gr also collaborates with internet service companies and various other companies that wish to become resellers of domain name registration services, by providing them with all the necessary specially engineered registration processes, availability checking tools and customer management applications.

The mission of Papaki.gr is to provide pioneering and competitive web hosting and domain name registration services, excellent customer support, innovation and creativity in order to satisfy its customers' needs in the best possible way. The company offers reliable and low-cost web hostign services and as "the domain experts", a short and simple domain name registration procedure, without any bureaucracy or advertisements. Moreover, on line chat applications, contact forms and daily telephone support make the procedure easier and more efficient.

OTS

www.ots.gr



OTS is a company engaged in information technology. It specialises in the production and development of software products. Main business activities comprise the development and distribution of business software applications as well as the design and implementation of integrated IT solutions for public and private organizations. It have more than 20 years of experience in building intelligent technical solutions and providing high quality services to businesses, organizations and government.

OTS focuses in the following targeted markets:

- Financial Management Systems
- Data Analytics

- Smart Cities Solutions
- Case Management Applications
- Water Management Systems

It aims to provide professionals and organizations with high quality software programs and services in order to meet their needs. Their goal is to keep developing products constantly adapting them to the modern needs so that they can be useful and meaningful for anyone using them. OTS combines expert knowledge, responsibility and the power of technology to achieve this goal.

Lancom

www.lancom.gr/



Lancom was founded by a group of highly trained young IT professionals. Its fields of activity are exclusively high quality IT data center services and cloud computing.

Aiming to meet the real needs of the Greek market and the wider Balkan region on new technologies, they developed their first data center in Thessaloniki, one of the fastest growing telecommunications hubs in the region of Southeast Europe, in 100% owned facilities and on entirely owned equipment. The entire infrastructure has been designed and implemented by meeting the latest international standards and by using all the cutting edge technologies in cloud computing. Thus, the company is able to fully meet both the current, and any future market need.

Lancom's human resources, in conjunction with the branded professional equipment it uses, guarantee the quality of all services.

2.3 Italy

The Cloud Computing market in Italy is growing fast, i.e. 31% in 2014 and 25% in 2015 and has reached a value of 1,51 billions €². Many investments have been dedicated to Cloud Computing in Italy. On one hand, they involved the Cloud Enabling Infrastructure of small, medium and big companies, that is the update of current technological assets of the companies (e.g., hardware and software). On the other hand, they are dedicated to the Public Cloud, that is to design, develop and deploy new resources, for instance storage, applications, services, available to the general public over the Internet.

In this report we are going to list and describe briefly the main Italian Cloud Computing services and providers.

Aruba Cloud

www.cloud.it



Aruba is the leading Internet service provider in Italy with more than 5 million customers, the highest number of registered domains and Italian websites hosted.

With its cloud computing department "Aruba Cloud", it offers cloud services that are based on the Infrastructure as a Service (IaaS) paradigm, i.e., it provides computing resources, i.e., hardware, storage, software, servers, over the Internet. All these resources are mainly located in Italy. The services that are offered by Aruba Cloud are the following ones:

- **Cloud computing**, i.e., computing resources
- **Virtual Private Server (VPS)**, i.e., a single instance of a server on a virtualized environment
- **Private cloud**, i.e., in order to create virtual data centers (whole infrastructures)

² Osservatorio Cloud & ICT as a Service, quinta edizione. School of Management, Politecnico di Milano

- **Cloud backup**, i.e., for backing up the companies data
- **Cloud Object Storage**, i.e., in order to store the companies data
- **Cloud Domain Center**, i.e., to create domains
- **Cloud Monitoring**, i.e., to benchmark and monitor all the cloud resources

Finally, in 2014 Aruba became the owner of the “.cloud” Internet domain consolidating its International activity in the Cloud computing scene.

Clouditalia

www.clouditalia.com



The aim of Clouditalia is to be the point of reference for the small and medium companies in Italy by providing telecommunications and cloud online services designed ad-hoc for them.

With its 14 000 km long fibre channel network it offers the “Express Cloud” platform for acquiring, configuring and managing virtual machines that can replace a local computer infrastructure. The main services of this platform are:

- **Virtual data center**, i.e., a comprehensive, dynamic, and scalable computing infrastructure
- **Disaster recovery**, i.e., a fully backed up and duplicate environment for the Virtual data center
- **Backup**, i.e., a cloud computing based backup and storage service
- **Iemail**, i.e., a web based email, calendar and contact management system
- **Cloudpos**, i.e., a cloud based point of sale (payment online system)

It is worth noting that, Clouditalia offers a very customer oriented and customizable cloud computing environment.

Hypercloud

www.hypercloud.it



Hypercloud is an Italian company based in Rome. Its focus is on virtualization of servers and storage. Its principal aim is to provide innovative technological solutions in the field of Cloud Computing for business.

Hypercloud offers two main services: **Cloud Server** and **Virtual Office**.

The first one (Cloud Server) is dedicated to the displacement of the companies local servers in the cloud. The cloud servers are scalable and its performances can be changed online. They can also have software solutions, e.g. for office automation, email, etc., that can be used in the cloud. Security and reliability are warranted by the Hypercloud infrastructure.

The aim of the second service (Virtual Office) is to create a cloud based comprehensive working environment by moving all the computing resources to the cloud and also by remote connecting all the different locations of the company in an unique cloud. It moves all the server and software in the cloud and links all the users via encrypted connections. Backup, security, and reliability are provided and warranted by the Hypercloud infrastructure. The resources are constantly monitored and a dedicated consultant is assigned to each customer.

Welcome Italia Cloud

www.welcomeitalia.it/vianova/cloud/



Welcome Italia is an Italian company from Lucca that is specialized on IT and communication. Its focus is on remote collaboration and remote conference services. Regarding cloud computing it embraces the Infrastructure as a Service (IaaS) paradigm and shares the resources of its network, server, and storage

facilities available at is two redundant and interconnected data centers located in Italy. Each user of the IaaS is provided also with the operating systems, 1 public IP address, 3 network interfaces, unlimited traffic, 10Mbps bandwidth, remote console via web interface, and 24h supervision. Security and efficiency are warranted by Welcome Italia.

ASP Italia

www.servizi-cloud.it



ASP Italia is an Italian company that is dedicated only to the field of Cloud Computing. It is focused on cloud solutions for Enterprise Resource Planning (ERP), Documents Management, Information Security, Cloud

Storage, and Online backup. It participated to several complex projects for small and medium companies.

Following Cloud Computing services are proposed by ASP Italia:

- *Virtual office (for an integrated business computing environment)*
- *Virtual Private Server*
- *Document-One (for document storage and versioning)*
- *Disk-One (for file storage)*
- *Cloud Backup*
- *BlackBox (for security management)*

Additionally, ASP Italia proposes a solution that adopts the Software as a Service (SaaS) Cloud Computing paradigm: ERP SaaS. This software solution is dedicated to the Enterprise Resource Planning via a friendly online user interface and system.

CloudUp

www.cloudup.it



CloudUp is an Italian cloud company mainly devoted to selling Virtual Servers. From their website the user can quickly buy, set up, and configure a virtual server with a wide range of parameters and operating systems.

Hosting solutions

www.hostingsolutions.it/cloud/



Like CloudUp, Hosting solutions focuses on the cloud computing service of Virtual Servers. From their website, the customer can quickly chose a server configuration and get its virtual server for running its software or service on the cloud.

Telecom Italia Cloud

nuvolaitaliana.impresasemplice.it/

ticloud.telecomitalia.it



Telecom Italia is the leading Italian telecommunication company since 1964. It has more than 50 000 employers and more than 20 billion € income.

Recently, Telecom Italia launched two main Cloud Computing solutions. The first one is called “**Impresa semplice e nuvola italiana**”, which means “simple business on the Italian cloud”. This service is dedicated to all companies that want to

externalize all the IT facilities and put them on the cloud. Telecom Italia offers following integrated cloud services:

- *Virtual server and data center*
- *Cloud storage and data protection*

- *Disaster recovery*
- *Remote desktop*
- *Email and messaging*
- *Virtual voice over IP*
- *Website hosting*
- *Video surveillance*

The aim of “Impresa semplice e nuvola italiana” is to provide the company with a virtual and external office in the cloud.

Additionally, Telecom Italia proposes the **TI Cloud** solution. TI Cloud is a more specific cloud computing service dedicated only to data storage. It is a public cloud service, the first 3 GB are free of charge and the users can buy additional space with low cost. An application of TI Cloud is also available for windows, iphone and android.

2.4 Portugal

ClaraNET

www.claranet.pt/

claranet Claranet’s Infrastructure-as-a-Service (IaaS) platform provides you with greater freedom and security when configuring your applications in the cloud. MPLS network integration allows you to migrate applications to Claranet PT data centres but still integrate those applications with existing services and networking.

Service overview:

- Award-winning self-service IaaS portal experience;
- Claranet manage the platform up to the hypervisor;
- Library of virtual machine templates included;
- Public cloud, private cloud or hybrid cloud solutions;
- Flexible “pay for what you use” billing;
- PCI DSS certified services;
- Single portal view across your services.

AMEN

www.amen.pt



High performance: Thanks to Dell hardware and Cisco networking technologies, this company offers the best platform to deliver high performance virtualisation services with high availability and a low failure rate.

Flexible configuration: without any setting limits for the virtual server VPS Cloud. This professional solution was designed to fulfil the customers’ needs in terms of CPU, RAM and disk space. The low-cost solution available consists of a VPS server (VPS Cloud) whose configuration can be defined by the customer. Should its needs grow, it is possible then to migrate data to another solution with extended features.

24/7 Support: support services are available 24 hours a day, seven days a week in order to solve any outstanding issues with the contracted servers.

Storage Systems: VPS Cloud disks are housed in two NAS Netapp series FAS6200 with Flash Pool technology that automates the stratification of storage between SSD and SA disc. In this way, the customers’ data is safe thanks to the RAID-DP functionality and always available at a maximum possible speed.

Parallels Plesk: this software facilitates the management of the server. Through an intuitive and accessible online interface, it is possible to create specific spaces to host websites, manage FTP users manage mailboxes, databases, install or upgrade the most useful software for the server. Plesk offers also a number of effective tools to make a quick backup of the server and of all the data therein to a mirror site or on a remote space. Plesk is updated continuously in order to be always invulnerable to all types of attacks, thus including antivirus software and antispam filters to receive and send email messages with maximum security.

OVH

ovh.pt



OVH Group launched RunAbove in 2014: it consists of a Cloud service mark intended to propose the «première» the innovations of the cloud services market. The innovations which have been challenged with

RunAbove were the following:

- Instances Steadfast;
- Object storage;
- Snapshots;
- Imaging;
- RunAbove API / OpenStack;
- Manager RunAbove.

Other innovations being tested within the "labs":

- Instances Power 8;
- Block Storage (removable disk);
- 1-click Apps;
- Discovery date (Big data stacks);
- Sailabove (Docker hosting).

OVH pursued the development and implementation of new Cloud services and associated services, thus adding other features by the summer of 2015:

- Object Storage;
- Block Storage (Removable Disk);
- Private network;
- Migratable IP (failover);
- IP Load Balancing;
- Firewall as a Service;
- Resource pooling for projects (multi-projects);
- 1 Click Private Cloud;
- Delegation permissions;
- Imaging;
- Cloud Optimized Manager (integrated in the interface Manager V6 OVH);
- Availability of a data center in Canada.

Webtuga

<http://webtuga.pt>



This company offers top quality web hosting services with a low cost professional support. They claim to be the ideal technology partner for online subscription services. Their solutions are suitable if the one is thinking about hosting a website.

The company provides a wide range of web hosting services for websites, domain registration, web hosting reseller, private servers and dedicated servers, online marketing solutions for eCommerce stores, online radio ShoutCast and Icecast and more.

All web hosting plans include support PHP and MySQL, allowing access to tools such as cPanel, RVSiteBuilder, R1Soft and Softaculous. In addition, all plans available include continuous backup thanks to the R1Soft system. Below there is a list of tools and features available within the services provided:

- National hosting;
- High performance;
- 24/7 monitoring and quality support services;
- Security copies;
- Excellent uptime;
- Guides, tutorials and videocasts;
- Free migration;
- Green storage;
- Flexibility and cost/QoS ratio;
- Accreditation and business partnerships.

PTcommerce

<http://ptcommerce.net>



PTcommerce has an extended expertise in terms of e-commerce, e-commerce systems, online shops and online stores. This company develops solutions to support the online presence of businesses and organisations. Domain registration services, web hosting and e-commerce systems are some of the additional services also available.

This company develops sites and websites with different features. Their online stores are easy to use. It is possible to buy virtual stores for a very low price and to develop online stores with a unique web design. Whenever using their e-commerce platform, it is possible to reduce the time frame for the stores and virtual stores to be implemented online. Moreover, it is guaranteed the possibility to benefit from a good exposure within the various Google services and directories.

Ecommerce platforms available from this company are as follows: ptCommerce, opencart and osCommerce in Portuguese, domain registration, dedicated servers, virtual servers, etc.

PTempresas

cloud.ptempresas.pt



PT is the semi-private Portuguese telecom company who offers a wide range of cloud-based services. The services available fit into several categories, that is:

- Computing;
- Storage;
- Collaboration;
- Web Presence;
- Security.

If taking into consideration the “Computing” category, the services available are split into 3 different sub-categories: “public servers”, “private servers” and “remote desktop”.

In what concerns the “Storage” category, the sub-categories available are the “remote backup” and the “virtual disk 360 degrees”.

For the category “Collaboration” it is meant a specific set of services targeted to enable communication anywhere and anytime regardless of the terminal to be used. Services provided by PTempresas are the following: “email”, “Office 365 Pack”, “Online Fax”, “Mail Relay” and “Web Conference”.

For the category “Web Presence” the one can consider 3 different sub-categories: “Instant Website”, “Web Hosting” and “Domains (DNS)”.

The remainder category “Security” comprises two products and services: “Email Security” and “Clean Pipes”. The later refers to gain effective protection from attacks against online services.

2.5 Spain

ABServer Data Center

www.abserver.es/



ABServer Data Center is currently specialized in hosting and advanced Internet services to Internet companies and professionals, providing through their own datacenter, high-availability solutions, cloud, Housing, etc.

Products/Solutions: Cloud Servers, Virtual Data Center, White Brand Products, Premium Services

A & T Information Systems, SL

www.aytsi.com



Manufacturer of software ERP enterprise information systems to facilitate administrative processes and efforts on small and medium enterprises.

Products / Solutions: Solupyme.NET on-premise, SolupymeSaaS on-demand

Sectors: Transversal (All sectors)

Ackstorm

www.ackstorm.es



Ackstorm are experts in Cloud Infrastructure Management. With over 13 years’ experience in systems management, they facilitate the migration of online business to Cloud obtaining improved service, flexibility and scalability of the infrastructure and reducing costs, especially for those companies and organizations that have at Internet a critical channel for your business. Their commitment to quality is defined by their stringent SLAs and guaranteed by the ISO 9001 and ISO 20000 certifications.

Products / Solutions: Design and Architecture Cloud Platforms, Self and scalable Cloud Solutions, High Performance Solutions Cloud platforms, Cloud management and monitoring 24 × 7.

Sectors: Ecommerce / E-Commerce, Booking online, Web development, Software development, Manufacturers and implementers of CRM and ERP, Tourism, E-learning, Big Machine Learning and Data, Online Marketing.

Adam

www.adam.es



Adam specializes in data center services. It has designed, built and operates three data centers located in Barcelona center, Madrid Sur and Valles Technology Park (Cerdanyola del Vallès), with a technical surface of 7.200 m2.

Among its portfolio, Adam provides computing services and storage service (IaaS - Cloud Computing) mode for the IT needs of its customers.

IaaS solutions (both public and private) are deployed from two of its own data centers providing an environment for high availability (HA) with geographical distribution. Thanks to its nodes in Barcelona and Madrid, it can meet the most demanding SLAs in the industry.

Sectors: ICT, Industry, Retail, Banking, Public Sector, Finance, Food, Tourism, Public Administration Services.

Alinto

www.alinto.es

 For over 12 years, Alinto is one of the leading publishers of collaborative email and unified communications in Europe. White-label administered more than 5,000 professional messaging domains and about 2 million users in 5 countries. Alinto relies on a team with proven experience in electronic communication for over fifteen years and a policy of R & D that is supported by a Customer Service High Quality ago.

Products / Solutions: Collaborative Email, Relay messaging: anti-virus and anti-spam, Sharing and document storage, Unified Messaging (Fax2Mail), Mobile Email (WebApp).

Almazena

www.almazena.com



Almazena is a cloud hosting provider of web hosting, virtual servers and colocation. It has its own Data Center located in Madrid. It offers on-site 24/7 support and a wide range of solutions tailored to the needs of its customers.

Products / Solutions: Web hosting, Web hosting or reseller, Cloud and Virtual Private Server (VPS Cloud), Data Center Cloud / Colocation / Domain Registration.

ANER

www.aner.com



ANER Information Systems is a company that offers a comprehensive solution to the needs of the company, with coverage in Madrid, Catalonia and the Basque Country.

Thanks to its investment in R&D, ANER is one of the premier nationwide companies in developing and marketing SaaS software.

Arsys

www.arsys.es



Arsys is the business and innovation leader in providing cloud computing services, and advanced managed hosting solutions to businesses and individuals.

Arsys is a pioneer in Spain in the development of the first commercial cloud hosting platform. These services allow resizing cloud hosting computing resources in a matter of seconds and offer the highest levels of security and availability. Arsys has expanded services with new solutions for cloud computing, cloud hosting and cloud storage, responding to the need to provide maximum efficiency technology companies and professionals in their participation in the knowledge society.

Products / Solutions: Cloud hosting solutions, cloud storage and cloud computing, managed hosting and advanced IT infrastructure solutions.

Sectors: SMEs and professionals, medium and large enterprises, start-ups, integrators, ISVs, interactive agencies.

Cartagon

www.cartagon.com



Cartagon starts up on 2000. Its mission, since its founding, has been providing quality service through the creation of efficient technical solutions that enable its customers to enjoy the excellent service at a competitive price.

Specializing in the provision of telecommunications services, data centers and managed services, it has presence in seven data centers neutral, three in Madrid, two in Valencia and two in Basque Country, through which offer high availability and tailored solutions to its customers.

It has solutions for housing infrastructure (placement, housing), specific communications solutions as a service (DMVPN, Internet traffic, communication between data centers) and Managed Services, enabling it to offer its customers complete solutions for their IT needs.

Work experience in large corporations and SMEs enables Cartagon to offer services tailored to the needs of each organization with full transparency services.

Products / Solutions: Placement, Housing, Internet access, Private Network (DMVPN), Managed Services.

Sectors: IT, Telecommunications, Data Centers, Managed Services.

CITRIX

www.citrix.es



CITRIX offers an open software platform to build computing environments highly scalable and reliable cloud code.

Products/Solutions: Citrix Workspace Suite for mobile workspaces, Citrix Worspace Cloud for workspace services and infrastructure.

Sectors: Transversal (All sectors).

Claranet

www.claranet.es



Claranet is a managed services provider offering cloud solutions, hosting and connectivity to thousands of customers across Europe. Since 1996, its mission is to help companies to focus on their business and grow.

With an annual turnover of € 160M, the Claranet Group has 16 offices, 32 data centers and fiber optic managed more than 10,000 km that serve customers as Atrápalo, Privalia, Airbus, Euroleague Basketball, Peugeot, Harvey Nichols network or Volotea. Besides offering services on its own infrastructure, Claranet is able to build, migrate and manage solutions on major global public clouds like Amazon Web Services and Microsoft Azure.

In July 2014 Claranet Gartner positioned as a leader in the Magic Quadrant for Managed Hosting Cloud in Europe for the second year highlighting its position as leader in the market.

Services: Private and hybrid cloud hosting, Solutions for AWS and Azure, Cloud Desktop, Virtual Data Center, Remote Backup Cloud, Exchange Platforms managed, Colocation, MPLS and IPsec VPNs, Internet access: xDSL, fiber optics, 4G.

DATADEC ONLINE

www.datadecmkd.es



DATADEC ONLINE belonging to DATADEC Group (25 years experience) offers cloud computing business solutions from

its own DATACENTER with the aim of offering tools to improve the competitiveness of companies without the need for investment in computers, systems, databases data or applications using a web browser.

To ensure the service, it offers a single point of service support infrastructure, communications, systems and applications.

Its goal is to be the companies' technology center, support, training and consulting, since the companies need a platform technology service that offers the necessary tools, without investment, to adapt quickly to the needs of a market, where it is necessary to provide services 24 hours a day and where the process efficiency and quality of information are key to meeting the needs of customers and partners.

Products / Solutions: Expert XRM (business platform focused on providing comprehensive and integrated support to internal and external processes of your organization, at any time, from any location or device and each of the different actors of the company through specialized solutions such as CRM, SRM, HRM, FRM, BPM, Portals / eCommerce and mobility applications in Cloud Computing), Legalfacturae (business solution that manages certified invoices for Cloud Computing customers and suppliers), RealTimeDB (high performance technological platform that allows support to its data center and real-time transactions heterogeneous databases, in order to ensure the availability of information and offer BI solutions and Reporting in Cloud Computing), Expertmovil (management applications in mobility processes that allow you to conduct business from any platform device, tablet or Smartphone in Cloud Computing).

Sectors: Services Sector, Manufacturers, food and FMCG, Furniture, Construction / Development / Engineering, Waste, Wholesale Distribution.

DEYDE

www.deyde.es



DEYDE is a 100% Spanish capital, specialized in Data Quality (DQ). Founded in 2001, it has become a reference in the market with its own software and the quality of their services. More than 200 million names and addresses optimized

per year. High Specialization: Dedication only to optimize customer data.

Product maturity initially developed in 1999, its evolution is constant through the work of R & D and the fruit of continuous enrichment process millions of records.

Sectors: Food – Distribution, Automotive, Banking, Telephone Information, Relationship Marketing, Web Portals, Insurance, Distance Selling, Others.

F5

www.f5.com



F5 helps organizations expand implementations of cloud, datacenter and network defined by software to properly distribute applications to anyone, anytime, anywhere.

Products/Solutions: Public Cloud (Migrating to the cloud, Access Federation, DDoS Protection), Private Cloud (Cisco ACI, Network virtualization Microsoft Hyper-V, OpenStack solution profile, VMware NSX), Hybrid Cloud (Migrating to the cloud, Access Federation, Availability of hybrid applications between datacenters, DDoS Protection).

Google for Work

www.googleforwork.com



Google for Work offers businesses tools as simple and reliable as it uses in everyday life. Its tools allows working more efficiently, and are certified by their robust capabilities for data protection and security.

The work is much more than calculates benefits, balance supply and demand or produce documents. It's about people coming together to dream, create, find solutions, and strive to achieve their goals. It should be

able to communicate easily to share ideas, develop them together and get the job done wherever they are. In this sense, technology should simplify the work and get it perform faster, not complicate it.

As the use of the cloud is gaining more popularity, companies must be able to trust the reliability, security, privacy, transparency and compliance with standards of this technology. Google for Work offers businesses tools as simple and reliable as we use in everyday life. Its tools allow innovate and work more effectively, and are certified by their robust capabilities for data protection and security.

G NET

www.gnet.es



Internet Grupalia S.A. (G NET) is a provider of advanced telecommunications services, infrastructure and IP technologies. Since its founding in May 1999 serves thousands of national and multinational companies in its main business areas:

- **Services CPD:** Its data center has rooms equipped with the latest technology in fire detection and extinguishing, double electrical connection with UPS and generator, anti-intrusion systems with video surveillance and access control. Each of the services are monitored 24 hours a day, 7 days a week to ensure maximum availability of its Housing, Hosting, domain management, email, and critical security solutions.
- **Voice Services:** G NET has direct interconnection with major national and international operators, being authorized to provide telephone services available to the public through its dual interconnection with the incumbent and multiple ATM and IP interconnection with other operators. In addition to basic telephony services, and geographic numbering, intelligent network and portability, G NET offers access through advanced VoIP and Virtual PBX services, call-center management, and integration of voice applications.
- **Connectivity Services / Internet:** G NET has a major fiber optic networks. Fiber network NET G besides uniting the main neutral points, currently connects over 40 local exchanges of Telefonica, which together with agreements with major national operators, enables it to provide ATM (PSTN, E1, E3, STM-1) and IP (direct fiber, Gb, 100 Mb, 10 Mb and 2 Mb) connectivity services to interconnect offices and Internet access services.

Products / Solutions: CPD services (hosting, housing, public and private CLOUD), voice services (interconnection ATM and IP), connectivity services (xDSL and Fiber).

Sectors: industry, trade, banking / financial, health.

SIA Group

www.sia.es



SIA Group is an international company of Spanish origin, founded in 1989, dedicated to providing solutions in the area of enterprise computing. It has offices in Spain (Madrid, Barcelona) and Portugal (Lisbon, Porto).

Based on the approach to provide comprehensive responses to multiple business requirements, SIA's mission is to provide solutions and services in the field of Information Technology, in order to provide differential value to its customers through its innovation, dedication to quality, flexibility, and expertise.

SIA Group combines technological consultancy, systems integration and managed in four specialized business services areas: Security, Storage, IT and Mobility Management and Corporate Information; and has, as keys to success, with a highly qualified team, strategic alliances with leading technology partners in the sector, as well as flexible adaptation to the requirements of its customers.

Since early 2004, with the acquisition of the Portuguese company CESCE SI, leader in data storage, SIA Group has ranked among the first companies in the Iberian IT market, with over 500 professionals serving customers. Thus, the company takes a step forward in the commitment to specialization and infrastructures more business-critical.

Products / Solutions: Migration Services systems and applications to the cloud, services company in the cloud.

Sectors: Banking, Insurance, Industry and Energy, Telecommunications, Trade and Distribution, Public Administration, Health Services.

Icraitas

www.icraitas.com



Icraitas is a global company that provides information security in two areas. On the one hand, creating defensive infrastructures to cyber attacks. Moreover, establishing the means and procedures required to obtain the highest degree of protection against such attacks and related information systems and communications risks.

To achieve these objectives, Icraitas specializes in two areas, on which offers consulting, auditing, integration and managed services.

1. Cybersecurity, Digital Risk and Corporate Compliance,
2. Secure Infrastructure (Cloud - IaaS-PaaS-SaaS, Data Center and Network)

Icraitas staffed with highly qualified and certified in key technologies, a Tier IV data center located in Spain, for the implementation of technological solutions in key areas such as virtualization, storage and cloud infrastructures. In services, the best processes, tools and resources market leaders are applied to provide its customers tested between 20% and 60% on support costs, management and deployment of new applications or saving the acquisition of new technologies.

ISOonline®

www.isoonline.es



ISOonline® is an application that manages all necessary records of the companies for compliance with ISO 9001, ISO 14001, ISO 22000, ISO 27001, OHSAS 18001, etc., and their combinations and relationships with the ISO 30000 standards that currently exist published and applicable to all types and sizes of companies and sectors.

For the provision of services it has developed the Software I-CLOUD, which provides ISOonline® as SaaS giving business customers and self-consulting important time savings.

ISOonline outstanding benefits:

1. Reduce costs in all implementations Management Systems
2. Paper reduction.
3. No initial investment in licenses or hardware is required.
4. Access from any Internet-connected device.
5. Permits scalable access-controlled sections or work centers scattered.
6. High availability and information security.
7. Eliminate hardware costs.
8. Increased traceability of information. Control who agreed and when, and he did.
9. User-friendliness following the structure of the Rules.
10. Efficient, robust, reliable.

Sectors: Transversal affecting all economic activity, with special attention to ICT and CLOUD sector.

Itconic

www.itconic.com/

itconic

Innovate IT

Itconic is the leader in Spain and Portugal in the management of neutral data centers and IT infrastructure of information technology company. Itconic offers to its customers integrated solutions throughout their lifecycle, with a high specialization and participating in the decisions of customers from its identification to its implementation and operation.

Its dedication to service is intrinsically global as currently lead projects worldwide, partnering with local resources and coordinating them from Spain and Portugal. Focused on improving efficiency and increasing availability of information systems that support the business, its strategy is to simplify the complexity of IT environments for its customers. Itconic accompanies them in the evaluation, definition, integration, migration and operation of their IT infrastructure, unifying the management in a single environment and based on Service Level Agreements.

Itconic offers cloud services supported by its Infrastructure as a Service (IaaS) platform to help its customers on their way to the cloud and in the IT transformation, offering a robust, flexible and secure interconnection solution.

Products / Solutions: Global Cloud. It comprising: IaaS, PaaS, DaaS, DRaaS, Storage Cloud, Public Cloud Management, Cloud Server, Managed Cloud Server.

Sectors: Industry, Retail, Energy, Transport, Media, Telco, Banking and Insurance, Public Administration.

KumoBe

www.kumobe.com

kumobe 

Backup and Disaster Recovery services, adapted to the client, through specialization, innovation, research and development. KumoBe guarantee your peace of mind, this is its commitment.

KumoBe offers the necessary support to avoid the slightest possibility of data loss (the most important asset of your company). Among the solutions it offers is noteworthy BeBackup, backup tool, backup solution on cloud security and BeBox, production tool environment.

BeBackup is a backup solution and managed service mode. Tailored to each company, regardless of size, it offers an optimal solution to their backup needs.

BeBackup provides a solution for "backup as a service". This method allows eliminating investments in hardware, software, maintenance, and personnel. It is a convenient, reliable and secure service that guarantees the confidentiality of your data through encryption and low compliance with the Data Protection Act. BeBox, is a production tool, it offers its customers the opportunity to have a Shared Document Manager, Corporate Mail, Calendar, and under one single working environment, 100% managed and in compliance with the more stringent requirements of the Data Protection Act.

Products / Solutions: BeBackup: Backup System, BeBox: production tool.

Sectors: Global solution for all types of markets.

Logtrust

www.logtrust.com

 **logtrust**

The Logtrust solution collects logs (infrastructure, networks, applications and companies) to create a safe information enabling customers to receive alerts, make correlations, query and analysis of real-time intelligence to address any security issue.

Logtrust has taken the best of the cloud in terms of price and scalability to provide a solution that allows you to safely manage your logs to and from the cloud, without limitations regarding data source, storage space, or geographic location.

Products / Solutions: Big Data in real time and to the cloud, Log management solution in the cloud.

Sectors: CSP's, Small and Medium Business, Start-ups, Banking and finances, Telco's, Professional services .

Marqués Soluciones TIC

www.marques-tic.com/

Marqués Soluciones TIC offer ERP and CRM management for a broad type of businesses as well as enterprise applications and services of Google Apps and Apple products. It seeks to satisfy all the needs of management in organizations. Therefore, it offers consulting, development and infrastructure of applied solutions for each client.



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Products / Solutions: UNIT4, ekon, UNIT4 CRM , Google, emac, Add-Ons, ERP system, Bussiness ERP.

Sectors: Chemical pharmaceutical, food, textile, machinery manufacturing, electrical equipment, service projects, builders, installers, funerary, waste treatment, professional associations, retail distribution and retail, wholesale distribution, pharmaceutical distribution, food distribution, distribution beverage, fashion

MediaCloud

www.mdcloud.cat

MediaCloud is a company of Mediapro group that provides solutions for next-generation Cloud and CPD advanced services, managed in a unified way. MediaCloud provisioned its customers with ICT infrastructure services (Housing, Hosting, IaaS and PaaS) ensuring data security, minimizing risks and maximizing efficiencies assuming current needs and future business challenges. Its customers get all this while maintaining and increasing control over the management of the quality of the network itself and the services that are set up.



Nexica

www.nexica.com

Nexica believes in an easy technology to expand the customers' business, talking about their business, not IT. Nexica offers tools to make the most of their customers' organization.



Nexica adapts to the customers' needs with the best technology and oriented service.

It provides 24 x 7 support in its data centers in Barcelona and Madrid. Some of its customers are Danone, Font Vella, Venca, H10, Iberostar, Zoopla, Bank of Spain, Grupo Zeta, Accenture, Ricoh, Impala, Prodware or Seidor.

Products / Solutions: IaaS: public, private and hybrid cloud, colocation, storage and its Cloud Manager, SaaS and PaaS, Micro: DaaS, Email as a Service, Dedicated Email, Security: Veeam Cloud Connect, Anti-DDoS, SSL Certix, IT Outsourcing, Partner Program.

Sectors: Global solution for all types of markets.

OVH

www.ovh.es



OVH offers services related to website hosting services, and more generally to media presence. Customer needs and the available technologies are the basis of the evolution of OVH since its establishment in 1999.

Products / Solutions: VPS, publiCloud, Private Cloud Computing.

Sectors: Unmanaged Servers, Web hosting and maintenance services, Housing infrastructure, Cloud.

Ran

www.ran.es



Cloud service provider, hosting and dedicated servers. Ran is one of the first Spanish companies hosting thousands of domains. Ran has its own communication infrastructure and a modern Internet data center in Madrid.

SaaS-Spain

www.saas-spain.es

SaaS-Spain is a developer, marketer and integrated solutions based on digital trust and traceability and control over time, performing trusted third party functions on all electronic documents that require legal effectiveness, both short and long term.

This type of electronic documents can be invoices, contracts, payroll, receipts, telephone phrases, images, video sequences, etc. All these processes are supplemented by certified notification electronics products ensuring reception by the recipient and the sender's identity and ensuring traceability and preservation of electronic documents.

It offers own solutions scalable back-up location and mobile devices, reputation systems in the network, repositories of high security documents and subsequent migration to file notarized.

It implements ERP and CRM systems, and electronic invoice and certified document scanning process. Available under IP communication systems, and a solution under specified audio IP encryption.

It has the best automatic translation from English to Spanish, for large volumes and levels equal to the usual technical translation accuracy.

It also has an area of "forensics" and auditing, consulting and analysis of information security including LOPD, LSSI, ISO 20000 and 27000, etc.

Products / Solutions: File longtime attorney, Notification certified legal value, Custodian of electronic documents with legal effect long term, Payroll with electronic signature validation, Platforms for project bidding, back-up systems and equipment location, reputational network analysis, English-Spanish translator (absolute reliability), Data room high security services, Implementation of ERP and CRM, Implementation of IP communications under encrypted audio, Scanning paper documents, Analysis, Consulting and Audit Information Security

Sectors: Horizontal applications, primarily Banking and Insurance, Legal and Administration, Energy, Construction and Engineering, Hospital and Pharmaceutical, Tourism, Automotive and Aerospace, Rail, Marine, Trade and department stores, e-commerce, Research, Telecommunications and Security, etc.

Sales Force

www.salesforce.com/




Salesforce is the world's leading CRM software and enterprise cloud ecosystem. The Salesforce Customer Success Platform can help your business grow into a more streamlined, effective and efficient organisation across sales, service, marketing and more.

Products/Solutions: Sales Cloud, Service Cloud, Marketing Cloud, Analytics Cloud, Community Cloud, App Cloud.

Sectors: Small Bussiness, Industry.

Deister Software

www.deister.net/


 Deister provides applications, products and global solutions that help your company to improve its business processes.

Products/Solutions: Enterprise solutions (Axional ERP, Axional Portal, Axional Analytics), Mobility solutions (Axional Mobile Core, Axional Mobile OLAP, Axional Mobile MDM, Axional Mobile POS, Axional Mobile SF, Axional Mobile CMMS, Axional Mobile PUD, Axional Mobile WMS, Axional Mobile SGP), Development Tools (Axional Studio 8, Axional Integration Bus).

Sectors: Healthcare, Retail, Manufacturing, Automotive repair shops, Fashion, Insurance, Maintenance management, Transport & Logistics, Building and engineering, Airports, Media.

Svtcloud

www.hacking-etico.com


 Spanish provider of Cloud and Managed Security Services with a clear commitment to the SME, with all its Cloud Datacenters on Spanish territory. It provides SECaaS (Security as a Service).

Products / Solutions: VDC (Cloud Managed) SVTDocs, AAAS (security audits as a service), Early Warning, Incident Response, Training security CISOaaS (CISO in Service mode), PymeBackup (SMB Online Backup) PsaaS (Perimeter security as a service)

Sectors: SMEs and enterprises Department

SW Hosting

www.swhosting.com

 SW Hosting is the Spanish leader in cloud computing solutions (IaaS) with Tier III Plus datacenters in Madrid and Girona, forming a Virtual Data Center that allows full redundancy of its infrastructure. Born in 1996 and with over 18 years of experience, has a portfolio of more than 15,000 customers worldwide.

It has one of the fastest, advanced and secure cloud infrastructure equipment in Spain with Disaster Recovery plans through redundancy between the two Data Processing Centres connected with a line of 5 Gbps. For SW Hosting, excellence in service to the customers and their businesses are paramount and therefore they offer 24/7 service. They advise, help and fully manage the Cloud infrastructure if needed.

2.6 United Kingdom

Bee VM

www.beevm.net



Bee VM is a very new business start up that will provide cloud based system administration and automation services on behalf of SMEs. They propose a flexible and responsive service that offers superior automation skills and an agile methodology. They frequently work in partnership with cloud providers. They are proponents of Open Source and so charge on a 'cost per server' basis.

In March of 2015, Bee VM became a Channel Partner of SkyScape, the premier provider of Government Cloud Services in the U.K.

Cloud Business Solutions

www.cloud-businessolutions.com



Cloud Business Solutions work with businesses to identify the areas where cloud computing can offer benefits and improve the SME by developing and streamlining work processes. Specifically they will review Sales, Marketing, Human Resource Management, Finance, IT and Customer Service operations.

They select and recommend adoption of cloud based business applications and integrate and implement these into an SME's infrastructure.

Cloud Business Solutions is a Citrix, Act-On and BambooHR partner.

Their website lists up to 30 different cloud based applications and their relevance to the different aspects of business including Netsuite, SEMrush, freshdesk and Vaultigo. They also have an excellent blog that cites the latest research in the adoption of cloud computing among SMEs.

The Cloud Simplified (part of the Xperience Group)

www.thecloudsimplified.com



Cloud Server solutions are a core product offered by The Cloud Simplified, a highly resilient, redundant and powerful Infrastructure as a

Service (IaaS) solution powered by industry leading software from OnApp and Xen to provide a dedicated pool of hardware resources which are managed through a single pane of glass.

Buy the resources you need, and provision Cloud servers on demand within your allocated RAM, Hard Disk and CPU limits, whether that's one server, ten servers or hundreds. Built upon IBM PureFlex technologies and located in a new state of the art datacenter in London, the platform has been designed from the ground up by leaders in the web hosting and cloud computing industry to provide a 100% availability, N+1 platform truly capable of supporting mission critical applications.

TIBUS

www.tibus.com



Tibus was formed in 1996 in Holywood Co. Down, as a web design, development and hosting provider. It was established and wholly owned by the Anderson Spratt Group, a marketing communications agency. In 2008 Tibus was sold to UTV Media plc and began to focus solely on Digital Infrastructure services: hosting and streaming.

Tibus offers a range of hosting services from Virtual Hosting packages through to full Private Clouds split across multiple locations.

They offer a number of off-the-shelf products for services like Co-Lo and VPS, but typically there is a degree of customisation involved in what they do. Most client engagements require one of or more of products, combined with some bespoke solution.

Replify

www.replify.com



This solution recognises that cloud computing offers SMEs many benefits but additionally the disadvantage that every single user in the company is now remote from corporate applications. Companies have traditionally addressed

remote application performance by deploying WAN Optimization appliances in front of the applications, but that is not possible when you have no physical access to the data centre.

Replify's Accelerator has a unique advantage: it is a virtual appliance, which can be deployed remotely into the cloud to sit in front of your key applications and provide users with the level of application response they need.

At the local end, users have the choice of a shared appliance within a site, or to install individual WAN Optimization directly onto their PCs and experience the benefits from wherever they need to work.

Anaeko

www.anaeko.com



Anaeko is a "3rd Platform" company specialising in cloud integration and disruptive technology solutions. The 3rd Platform is the industry's emerging platform for growth and innovation built on the technology pillars of social networking, mobile computing, analytics and cloud services.

Anaeko is an IT Service Management (ITSM) software company with a focus on solving the issues created as large organizations move to the cloud. The company delivers tailored software products and solutions that help these organizations monitor and manage large IT environments, particularly hybrid environments that combine on-premise, private cloud and public cloud resources.

ServiceClarity is Anaeko's Service Level Management (SLM) product for Hybrid environments. It enables the definition, monitoring and review of services and the Key Performance Indicators (KPI's) associated with them, as outlined in Service Level Agreements (SLA's) between the service providers and the service consumer. ServiceClarity is a Software-as-a-Service product that reduces the operational overheads associated with benchmarking, monitoring and reporting on service levels and helps drive continual service improvement.

Anaeko has a world class consulting practice focused on IT Process Automation (ITPA) in which commonly executed IT processes are automated to reduce operational cost, apply best practice and improve service delivery. Anaeko delivers this consultancy around products from vendors including Microsoft and VMware and integrating products from vendors including HP, IBM, BMC and CA. Anaeko has delivered consultancy on the largest IT Process Automation project in the world for a major UK Government department and has developed a range of plugins to market leading ITSM products for Microsoft's IT Process Automation product, System Center Orchestrator.