HEAD IN THE CLOUDS?

We’ll get along nicely
Flexible, resilient and high performing

The demands on today’s businesses have increased dramatically. To be successful today requires businesses to take their products to market faster, move into new markets quicker, and provide outstanding service on the customer’s terms, not theirs.

Traditional IT infrastructure falls well short of providing a platform for this which is why companies now are turning to the cloud for a reliable environment that keeps them connected to all their systems and data 24/7—and scales to meet customer demands.
A seamless network and cloud experience

Virtual1 cloud solutions are built into the heart of our network to guarantee our partners privacy and security for their business. We deliver flexible, resilient and high-performing solutions to suit their journey away from on-premise equipment.

There’s no one size fits all for these environments, so we act as an enabler of cloud connectivity and never dictate or limit our partner’s options.

With our cloud solutions your customers can:

- **Pave a way to digital transformation** at their own pace, knowing we have the stepping stones in place
- **Retain critical applications in private Data Centres (Colo)** while taking advantage of SaaS applications and cloud infrastructure
- **Access multiple public and private** cloud solutions
Cloud solutions built into the heart of our network

High quality, smart connectivity, is essential to realise the potential of cloud solutions.

Connectivity governs and dictates much of the user experience for employees and customers alike. With critical systems and data now held across multiple locations, both physical and virtual, how well these environments are interconnected is essential for success.

With our cloud solutions you can benefit from:

- **Private and secure** access to critical services
- **Scalable bandwidth** that takes advantage of our Software Defined Network
- **End-to-end ownership of traffic** to **maximise performance**
- **Resilience for critical business systems**, so they’re always available for your employees and customers.
Move at your own pace with

OUR CLOUD SOLUTIONS
With colocation you get:

- **Cloud migration at a speed that suits your business**
- **The resilience and survivability of a cloud environment, while sweating existing hardware investments**
- **A low risk, low effort way to provide cloud solutions with a fast time to market**
- **The opportunity to introduce broader cloud services in IaaS and SaaS to move you further up the value chain**
- **A cost-effective way for your customers to manage IT and infrastructure in a “half way house” way that enables security, compliance and environmental goals to be met**

**Colocation**

Colocation gives you all the benefits of a Tier 3 Data Centre, while sweating your existing hardware investments. We deliver Colocation across 3 leading locations, each privately connected to our network.

Enterprises are downsizing their premise-based IT services and some are opting to move their physical servers to high quality colocation (CoLo) services.

This move delivers many of the cloud benefits around security, survivability, centralised management and compliance, without disregarding their previous investments in hardware.

As your customers pave their way to digital transformation, colocation can act as a key stage of a longer-term, cloud-first strategy to their support core business objectives.
‘Cloud – our Infrastructure as a Service platform

1Cloud is a flexible, scalable IaaS platform, built into the core of the Virtual1 network across 2 geographically diverse Tier 3 UK data centres.

Using best-of-breed, enterprise-grade hardware, 1Cloud offers all the resilience and scale businesses expect from cloud computing, while removing the complexities associated with large scale public cloud offerings. These include backhaul fees and operating system licence costs.

Using a simple pay-as-you-use pricing model, 1Cloud keeps things straightforward from both management and commercial perspectives. 1Cloud gives you:

- Private access to your data in a highly secure environment
- No additional data ingress and egress charges
- Pay-as-you-go pricing with no minimum term, or lock in resource consumption to deliver financial certainty
- Built-in resilience and contingency from Tier 3 data centre environments

We’ll power your business forward - towards tomorrow.
Everyday, protecting organisations, their users and their systems gets harder. With the value and volume of data, systems and applications growing constantly, cyber criminals are finding more sophisticated and damaging ways to attack organisations.

Too many businesses still rely on a patchwork of multiple legacy backup and security solutions. This is expensive, complicates licencing, deployments and training, and creates security gaps that put productivity at risk.

Cloud-based storage solutions enable faster, more secure and cost-effective backup and recovery options to increase a business’s day-to-day functioning and resilience – while reducing IT costs.

We’ve partnered with Acronis, global leaders in data security, to create these solutions, purpose-built for service providers to deliver reliable cyber protection. Acronis Cyber Cloud is a complete suite of data protection products that includes data backup, DRaaS, AI-based malware protection, remote desktop management and security.
We’ll power your business forward - towards tomorrow.

Through a single intuitive platform, Acronis Cyber Cloud provides you with complete data protection including:

- **A SaaS solution** that delivers cyber protection in an easy, efficient and secure way
- **A hybrid cloud solution** featuring backup, disaster recovery and ransomware protection
- **File syncing and sharing** and blockchain-based file notarisation and e-signature services
- **The opportunity to build custom services** with your own branding and pricing to stand out from the competition
The benefits of Cloud Exchange

1. Enhanced performance and availability—relying on the public internet to connect can inhibit your performance and availability because you have no visibility or control over the route and performance of the path the data is taking.

2. Retained flexibility—from the simple introduction of new cloud vendors into a network solution and easily scalable bandwidth delivery, the solution can easily adapt to changing business needs.

3. Simple and cost efficient—operating a distributed multicloud architecture can introduce additional management complexity and costs that Cloud Exchange negates, as well as reducing the ingress and egress charging to public cloud platforms.

With business-critical applications now hosted in many different locations, Cloud Exchange keeps you safe by privately connecting the leading Public Cloud and SaaS providers to deliver a high-performing and secure experience.

Let your customers connect to the cloud platform of their choice, without needing discrete connectivity for each or traversing the public internet.

Most businesses are operating a multi-cloud architecture today, often without realising. Interconnection is key to maximising the user experience, whilst simplifying the underlying solution and providing an essential building block for your customers.

Using Equinix Fabric—a world leading interconnection platform—we can help you simplify your customers journey to multi-cloud.
Virtual1’s 200+ staff are based across our London HQ, North Macedonia, China and Sweden. Our teams know that being easy to deal with is just as important as the solutions we deliver, so we have the best people in the industry with a passion for what they do.

In addition to our solutions, we offer our partners peace of mind that they’re dealing with a professional, robust organisation.

To learn more about how we can power your potential, get in touch:

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virtual1.com

How we do it:

We’re ISO27001 (information and security) & ISO22301 (business continuity) accredited to demonstrate a fully robust and dependable supplier with detailed processes to mitigate risk when things go wrong.

We set the bar high with an NPS target of 60, and we achieve it. In a highly competitive marketplace, the customer experience is just as important as the service you deliver so we’ve made it one of our core objectives.

We’re serial award winners, achieving 17 in the last 2 years alone. This includes Best Network at the Comms National Awards 3 years running, winning in Cloud Transformation at the Acronis #CyberFitPartner Awards 2020 and Specialist Vendor of the Year at CRN Channel Awards. This recognition gives end customers confidence that their supplier is working with a market leader and innovator.