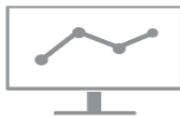# MANAGED SERVICES

Efficient Scaling

Unified Monitoring

Flexible Capacity

MediaScaleX // STORAGE™ At-a-Glance

- Enables deployment of the right initial amount of storage and grows linearly as customer needs increase-adds storage quickly and efficiently.

- Provides a single pane of glass to monitor and manage all cluster components regardless of the cluster size.

- Allows re-purposing of capacity via re-configuration often with no downtime.

- Supports standard access methods-CIFS, NFS, S3, block via RBD and Ceph RADOS-with more being constantly added.

- Allows storage pools and associated storage costs to be tailored to customers and their specific use cases.

- Supports pools of varying types and capacities in the same cluster, allowing customized storage according to the needs of each tenant.

- Grows capacity non-disruptively with scale-out architecture supporting exabytes of data.

- RESTful API and monitoring services allow providers to plug into existing management platforms.

Every day, more and more businesses turn to managed service providers (MSPs) to provision and manage critical business applications. In order to stay competitive, MSPs need to differentiate their service offerings. Now more than ever, the development of new service offerings and the enhancement of existing offerings-such as virtual machine and container clouds, application hosting, sync & share services, NAS file access, remote backup & recovery, and remote archive-are sought by providers to stay current and gain an edge on the competition.

While trying to achieve these objectives, MSPs must also contend with the onslaught of operational challenges:

Rapid and Flexible Expansion: Acquiring new customers requires more compute, network and storage resources; growing MSPs need to quickly expand with no impact to production systems.

Diverse Customer Use Cases: The more applications MSPs support, the more business they generate; a rich set of access protocols and services are key to acquiring and retaining customers.
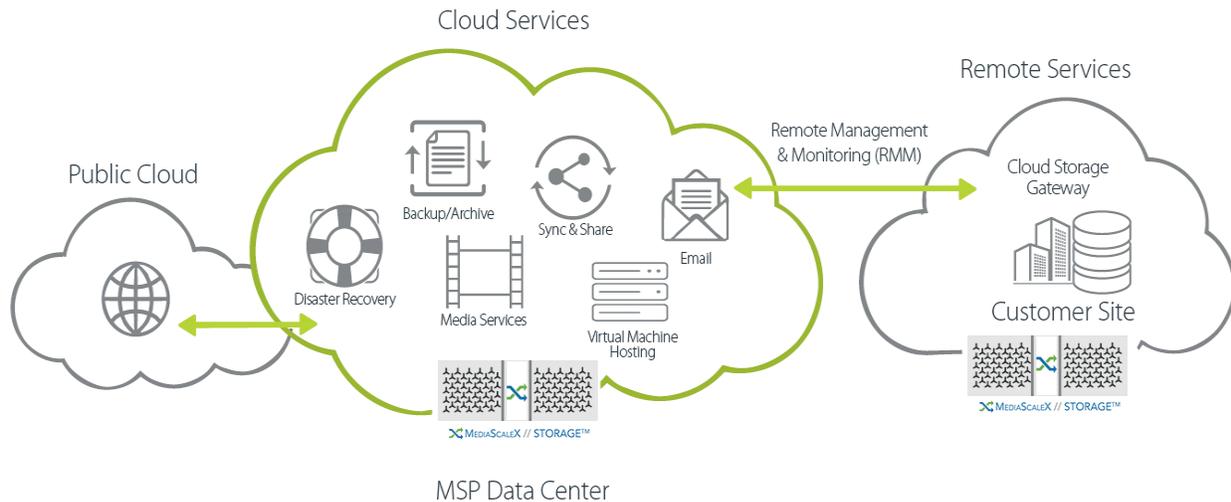
Fluid Movement of Customer Data: Over time, customer application and data needs change; MSPs must offer solutions flexible enough to address changing business data requirements in an efficient way.

High Availability: Services tied to SLAs must be reliable and highly-available 99.999% is the expected norm.

Cost Pressures: Customers continually want to reduce costs as much as possible and are always on the lookout for a new provider that can meet their needs-for less.

Balanced Utilization: MSPs must strike a careful balance between maximizing hardware utilization and the capacity necessary to guarantee reliable service during peak loads; idle hardware resources translate into unnecessary cost.

STORAGE For MANAGED SERVICES

Efficiently managing and monitoring customer environments also presents challenges. MSPs need an easy way to operationalize and automate the tracking and billing of customer usage. Some MSPs have already converted from traditional to object-based storage systems; the challenge is to and the right solution that enables all customer needs to be met quickly and at the lowest cost possible.

The Answer: MediaScaleX // STORAGE™

MediaScaleX // STORAGE™ enables MSPs to solve these challenges by bringing together software-defined, enterprise-grade storage for multiworkload environments. Based on open source technology and utilizing off-the-shelf hardware, MediaScaleX // STORAGE™ delivers a combined solution that creates an appliance with no vendor lock-in and the right mix of cost and enterprise-quality capabilities.

MediaScaleX // STORAGE™ expertise in content delivery helps MSPs branch out into new offerings and rapidly deploy new customers as well as expand the services of existing customers. Using a software-defined approach to storage, fluid movement of customer data is one of our core advantages-particularly for MSPs with multiple customers whose needs frequently change as they grow.

Besides enabling efficient spin-up of additional storage capacity, MediaScaleX // STORAGE™ enables MSPs to easily re-allocate existing capacity to new applications or customers, thus reducing idle resources. And because MediaScaleX // STORAGE™ supports existing revenue-generating services-such as sync & share and backup & recovery-MSPs can easily layer new unique services on a common solution architecture shared with existing services.

By leveraging all the capabilities that MediaScaleX // STORAGE™ scale-out storage offers, MSPs can quickly identify critical performance factors and decrease resolution time. The solution also helps manage customer utilization with standard features, such as thin provisioning. Ultimately, MediaScaleX // STORAGE™ enables MSPs to roll out new revenue-generating solutions quickly and gain a competitive advantage in their marketplace.