Case Study

Turning innovative concepts into cash with Cloud212 and CloudCentral.

Segment:

> IT Services

Services:

> Cloud Servers
> Enterprise Backups

Cloud212 needed:

> Secure Australian Cloud Hosting
> Australian Support

CloudCentral provided:

> Scalability & flexibility
> Reliable services with a Service Level Agreement
> Guaranteed data sovereignty
> Above & beyond support

About Cloud212

Cloud 212 is a cloud based converged real-time billing and customer care operator, supporting concept-to-cash operations across any industry segment as a Platform-as-a-Service (PaaS).

Cloud212 is accelerating the enablement of Australia's largest retail brands to deliver a new rich set of digital services by providing a turnkey "platform & business as a service" capability.

Whether its enabling many of Australia's largest media brands to deliver lifecycle mobile telecommunications and content delivery services, or one of Australia's largest Banks to provide payment gateway, back office management and digitisation services to its clients, Cloud212 provides the full suite of capability including people, process and technology as a subscription.

The Requirements

Being a Platform-as-a-Service company, Cloud212 had a broad list of requirements for their potential vendor.

Their criteria were to find the best combination of technology, security and value to meet Cloud 212's needs, with the ability to scale to meet Cloud 212's future growth aspirations.

CloudCentral's solution, delivered by CEO Kris Sheather, met all of the requirements and delivered on additional scope such as data protection and support.

A Step Above the Competition

Co-founder and Director of Cloud 212, Matt Goodlet, emphasised the match between his organisation and

CloudCentral. "Cloud 212 considered offerings from other public and private cloud infrastructure providers but assessed CloudCentral as having the best fit for Cloud 212's requirements and cultural alignment."

Not only were CloudCentral able to deliver on the company-fit, solution and technology front, the post-deployment uptime and reliability has also impressed Goodlet. He continued, "Cloud 212 has been able to deliver superior capability to its clients through the reliability and stability of CloudCentral's services."

Performance Cloud Services

Cloud212's deployment includes a staging and production environment, utilising numerous Cloud Servers in a private network. CloudCentral's multi-homed network also guarantees low latency for Cloud212 customers, increasing user satisfaction in a win-win outcome for both parties.

Enterprise level backups were added to the solution, ensuring Cloud212's invaluable data is protected and stored for the years ahead.

From Concept to CloudCentral

Cloud212's purpose is to create turnkey partnerships that allow market innovation and business differentiation to be delivered operationally. In an economy where digital is everything, innovation differentiates and speed matters, Cloud212 provides operational certainty.

This purpose works harmoniously with CloudCentral's product ecosystem. With CloudCentral, Goodlet and his team can innovate and adapt at the speed his customers demand, without having to worry about the scalability of his Cloud hosting.

When asked if he would recommend CloudCentral to other people, Goodlet buoyantly answered with "definitely."

secure australian cloud

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