

Building a sovereign, multi-zone Cloud with CloudStack



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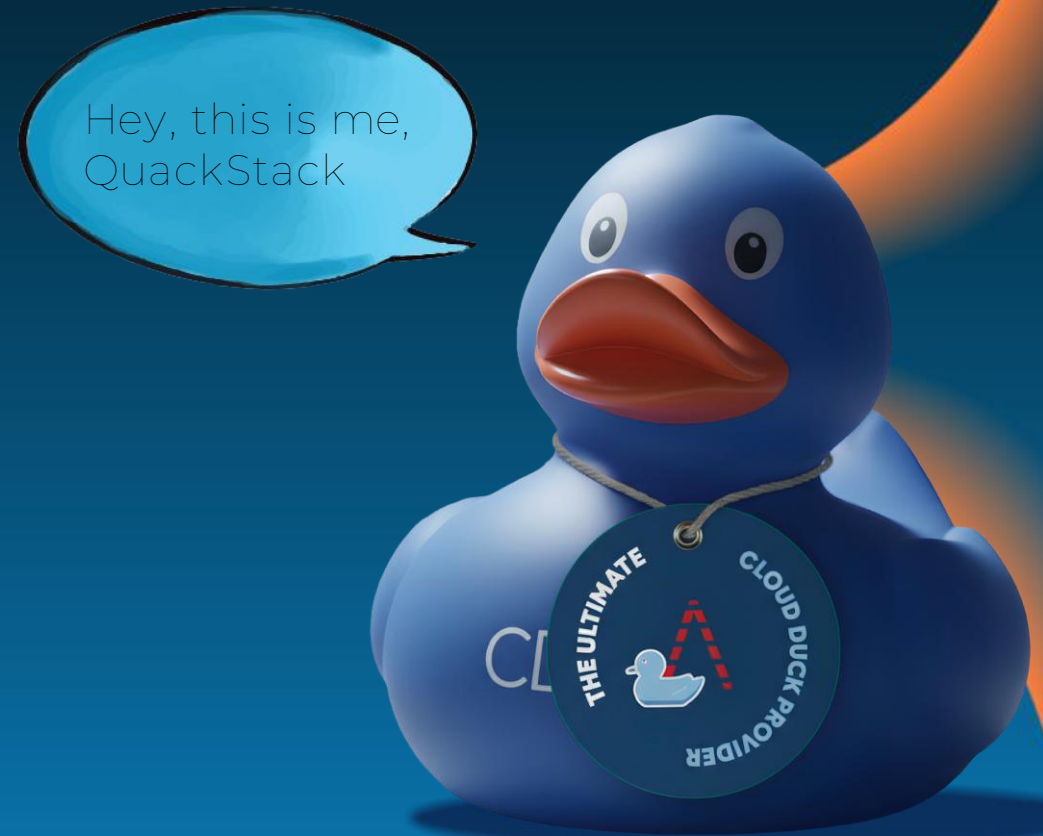
PRESALE TEAM LEADER at CDLAN



The 'WHY'

Debugging the Italian Cloud Market

- Why you found QuackStack a rubber duck in your bag
- The perfect listener
- Debugging your path to the cloud



The problem we're 'Debugging' Sovereign Cloud for Italy

- Data residency – crucial for Italian business
- Adhering to data protection regulations (GDPR, NIS2) *is not negotiable*
- Specific markets enforce data protection regulations
- Bolstering digital sovereignty and keep local control is a strategic imperative
- Preventing vendor lock-in and promoting competition is essential for a healthy market



Our Solution: Build a true Sovereign Cloud

To guarantee data
sovereignty and
security for our clients



To build a
sustainable
business



To make MONEY!



To offer enhanced flexibility
and independence that
meets specific business and
client needs

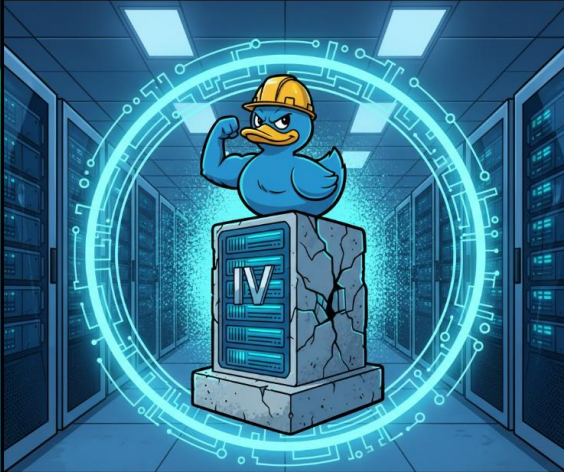


Gain complete
control over our
infrastructure



No Hype... Just Substance

Reliability



Rock-solid reliability
from our Tier-IV grade
data centers

Prime



A high-performance
expert-managed
platform

No-Hype



A 100% Italian,
sovereign cloud that
simply works



The 'HOW'

Our Foundation: Apache CloudStack



Build an environment combining flexibility, deep visibility, and control



Platform that could fully leverage our infrastructure while maintaining complete jurisdiction over data and operations



A truly sovereign cloud guaranteeing data transparency and geographic resilience



Apache CloudStack provided the ideal foundation to make this vision real.



Sovereignty

Flexibility

Transparency

Sovereignty

Multi Italian zone architecture

- CloudStack's multi-zone architecture was a primary driver.
- It allows us to distribute, replicate, and recover workloads between our Milan and Rome facilities.
- This design is essential for ensuring business continuity and compliance with European and national regulations like GDPR and NIS2.
- It provides a clear geographic mapping of data, which is a critical requirement for organizations.



Flexibility

Multi hypervisor Bridge

- A key technical factor was CloudStack's multi-hypervisor support
- By integrating both KVM and VMware, we can align the platform with our customers' diverse environments and needs.
- This allows us to maintain a unified operational model while supporting everything from legacy workloads to modern cloud-native deployments.
- This allow us also to help them to migrate from the licensed hypervisor to the opensource one granting them the possibility to save money



Transparency

Transparent and democratic payment model

Clear payment model where customer pays for vCPU, RAM and disk space used

- No upfront costs
- No long-term commitment

No hidden costs. Internet traffic, IP addresses and traffic exchange with the storage system are included



Beyond the basics

Seamless Datacenter Integration: Connect your CloudStack tenant directly to all services hosted across our datacenters

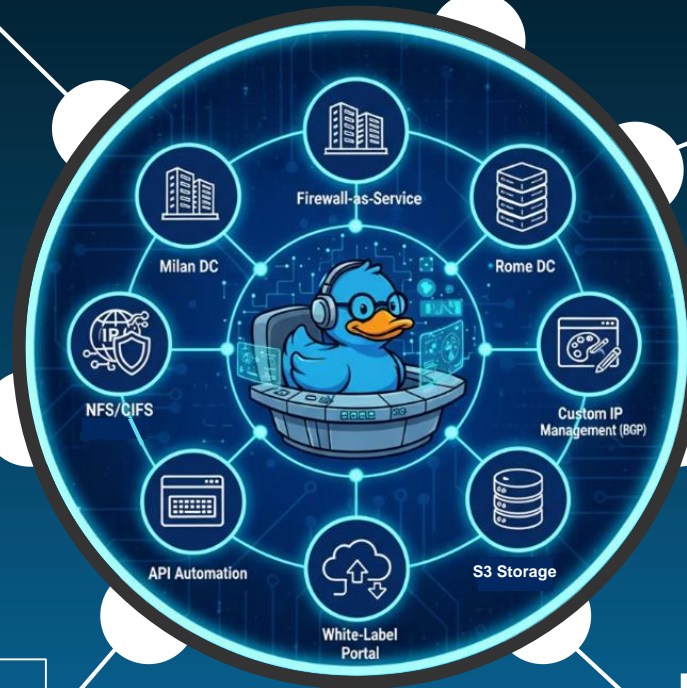
Backup & Disaster Recovery : Comprehensive backup-as-a-service and disaster recovery, ensuring business continuity.

Advanced Network Security (FaaS): Layer 7 UTM-graded Firewall-as-a-Service (FWaaS) for robust protection

Custom IP Address Management: Bring your own public IP addresses to your CloudStack tenant via BGP

Automation via CloudStack APIs: Full access to CloudStack APIs for customers to design and program their own automation and integrations

Partner-Ready White-Label Portal: A customizable web interface for partners to brand with their own logos and banners, fostering their business growth.



Your cloud debugged

- **24/7 Expert Assistance:** our Cloud Team - the very architects and managers of our CloudStack infrastructure provides 7x24 assistance
- **Unmatched Competence:** we make customers feel truly supported; our team's deep knowledge debugs doubts and clarifies complex designs.
- **Consultative Partnership:** need to discuss your tenant's design or future needs? Our experts are available for strategic discussions and suggestions.
- **Comprehensive Managed Services:** through our MSP line, we can manage everything inside your tenant: security, backups, VM health, and more.
- **Focus on Your Core:** we free you to focus solely on your applications and services, while we ensure the underlying tenant infrastructure is robust and healthy.



The 'PROOF'

Real-World Customer Cases



The Cloud PBX Provider

The DATA-INTENSIVE client



The Pharmaceutical company





The cloud PBX Provider

Sensible data, unpredictable growth and hyperscaler costs

WHO: a Cloud PBX provider

THE PROBLEMS: need to deploy high volume of small footprint virtual machines. Contact center service included, data sovereignty required either for regulations but also to gain trust from the customers

ISSUES: with hyperscaler the customer faces several problems such as unpredictable costs, rigid model that doesn't fit with specific use cases and service evolution, uncertainty regarding data location

NEEDS: a cost-effective, highly scalable and reliable platform where spin their core business keeping control and sovereignty of the data





The cloud PBX Provider

Elasticity, Predictability & Rock Solid Reliability

CDLAN as the duck: with CloudStack CDLAN provides an elastic platform with a true pay-per-use model.

Impact:

- Achieved: the required scale and cost-effectiveness for growth.
- Achieved: data sovereignty with certainty of data location
- Achieved: flexible model based on custom templates where the customer can create instances ready to be zero touch deployment
- Achieved: automation, via API customer becomes able to deliver instances for new services in 1-click
- Result: Rock-solid reliability and performance for their critical telephony service.
- Benefit: Enabled the client to focus on their service delivery, not on cloud cost management.





The DATA-INTENSIVE client

The “Monster VM” problem



WHO: a client with the need of very fat virtual machines to perform financial data analysis

THE PROBLEMS: customer looked for providers that grant the possibility to create VMs with 256GByte and 512GByte or RAM used to spin in memory database to analyze huge amounts of financial data

ISSUES: hyperscaler was the unique possible choice but with unsustainable costs, and, even worse no guarantee regarding location and sovereignty of sensible financial information to its customers

NEEDS: a cloud provider that can grant
The possibility to spin up such huge virtual machines granting data sovereignty





The DATA-INTENSIVE client

Beyond the regulations

CDLAN as the duck: our Cloud team built up powered, practically dedicated servers to sustain the performance needs of the customer. Flexibility was the key.

Impact:

- Achieved: the required performance to sustain the workloads
- Achieved: data sovereignty for such critical data
- Achieved: cost affordable solution that helped the customer reach its business targets
- Achieved: migration support to convert some workloads from VMWare to KVM format before rescale

Result: performance for their critical financial analysis service.

Benefit: affordable and sustainable service with certainty about data location and sovereignty.





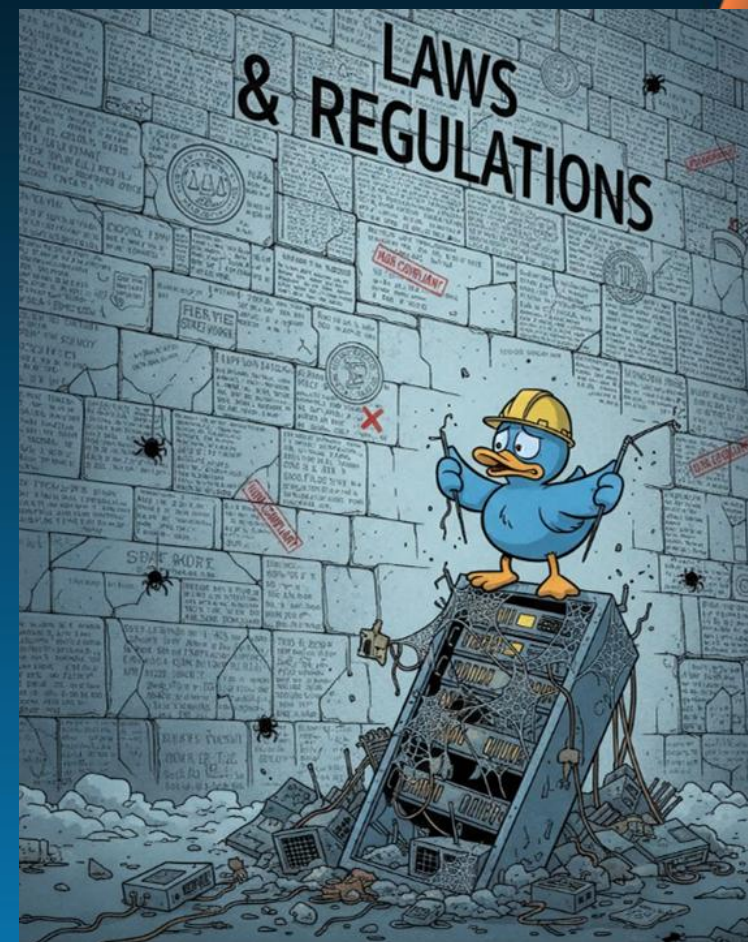
The Pharmaceutical company Beyond the regulations

WHO: a pharmaceutical company that needs to build up a new datacenter compliant with regulations but also with even stricter internal regulations

THE PROBLEMS: used to have their own datacenter on premises, they found themselves with an old infrastructure that cannot sustain the business needs but at the same time they didn't want to face important investments necessary to build up a new one

ISSUES: Although hyperscalers guaranteed compliance with common regulations (GDPR, NIS2, etc.), they could not guarantee compliance with internal regulations such as DATA PROTECTION

NEEDS: A fully compliant, secure, and future-proof platform that grant protection to sensitive and researches data





The Pharmaceutical company Compliance guarantee

CDLAN as the duck: our sovereign cloud gave the customer
The required guarantees to be compliant with everything internal and
external

Impact:

- Achieved: cost-effectiveness platform compliant with regulations such as GDPR and NIS2.
- Achieved: support to certify the platform compliant with internal regulations such as GMP, CFR21 and Data Integrity framework
- Achieved: active support, from CDLAN platform experts, during the audits
- Achieved: ancillary services such as Backup as a Service, Disaster Recovery to grant compliance

Result: fully compliant, secure, and auditable platform that satisfies every regulation

Benefit: performant service with granted peace of mind about any regulation



Your future with CDLAN Cloudstack

Unlocking Innovation, Control & Italian Sovereignty



Future-Proof Your Infrastructure

Leverage a modern, scalable, multi-hypervisor platform designed for tomorrow's challenges.

Empower control and flexibility

Gain full command over your resources with an open, transparent, and adaptable solution.



True digital sovereignty

Keep your data secure and compliant within Italian borders, ensuring complete jurisdiction.

Strategic Partnership

Access expert managed services and dedicated 24/7 support from the "CDLANERS."

Join the sovereign Cloud movement

Ready to take control?

- Visit our Booth
- Obtain your 50€ Voucher
- Schedule a Consultation
- Explore the platform
- Contact Us



Thank you



Fill in the CloudStack User Survey

Help us understand the CloudStack Ecosystem



CDLAN