Monetise CloudStack with CloudOps Software

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Richard Hotchkin

- Over 30 years in Software Development and IT
- VP & GM of Software at Aptum
- Previously CTO at major UK MSP
- Passionate about improving Customer Service & enhancing Product offerings

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Why Aptum?

Enabling customers & users to

"Own Your Destiny in the Cloud™ "

Why Aptum?

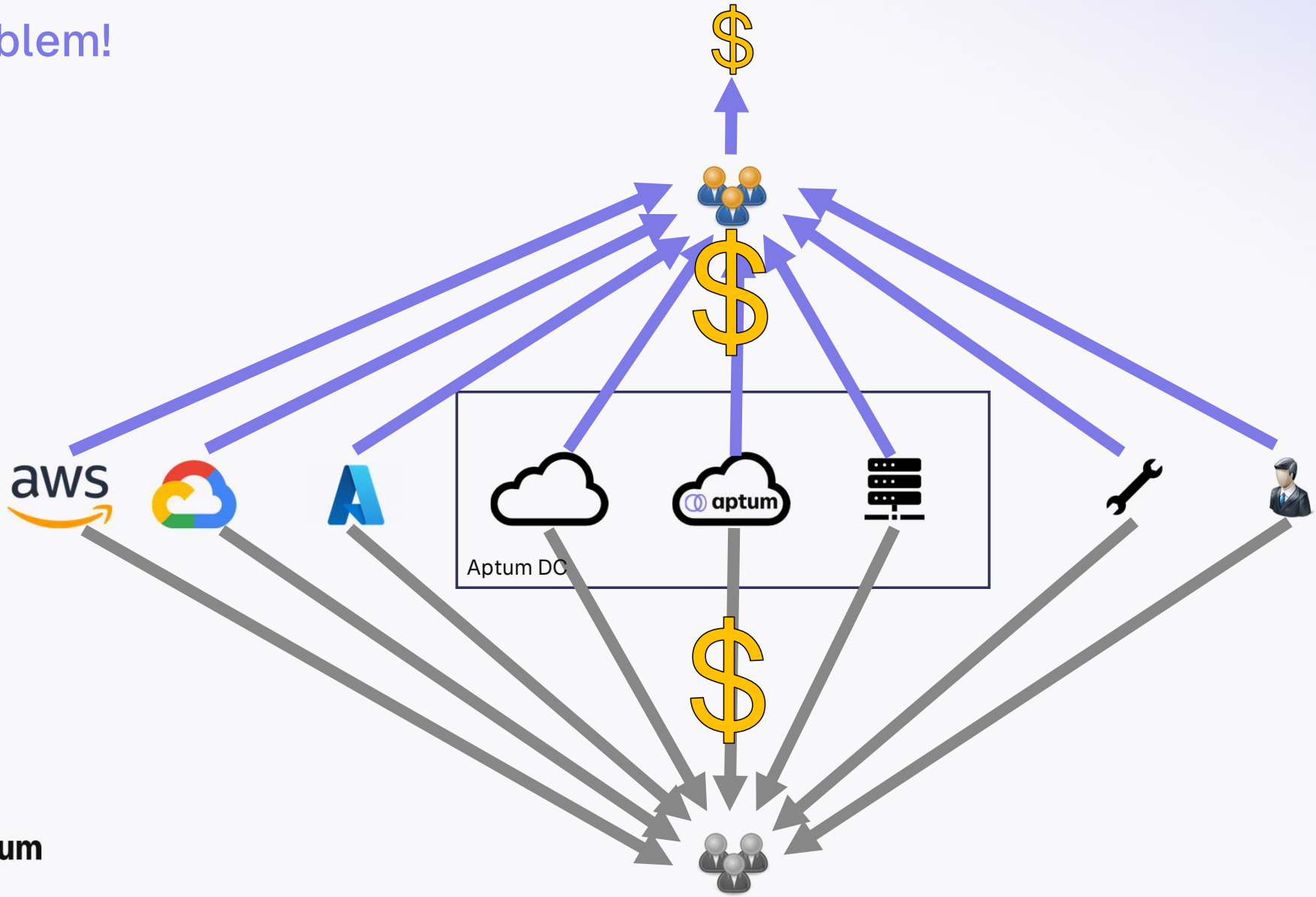
- We believe in empowering you with the freedom to shape your own technological future.

  The digital world should be open, accessible, and free from restrictions. We exist to break down the barriers of the tech world—enabling you to fully harness the power of the internet and cloud on your terms, so you can focus on innovation, growth, and building a connected future.

- We are passionate about freedom of choice

  Helping you unlock your full potential by creating environments that let your cloud journey be as unique and flexible as your business needs it to be.

Problem!



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Solution!

Multi-Level, Multi-Tenant

Truly Hybrid

White Label

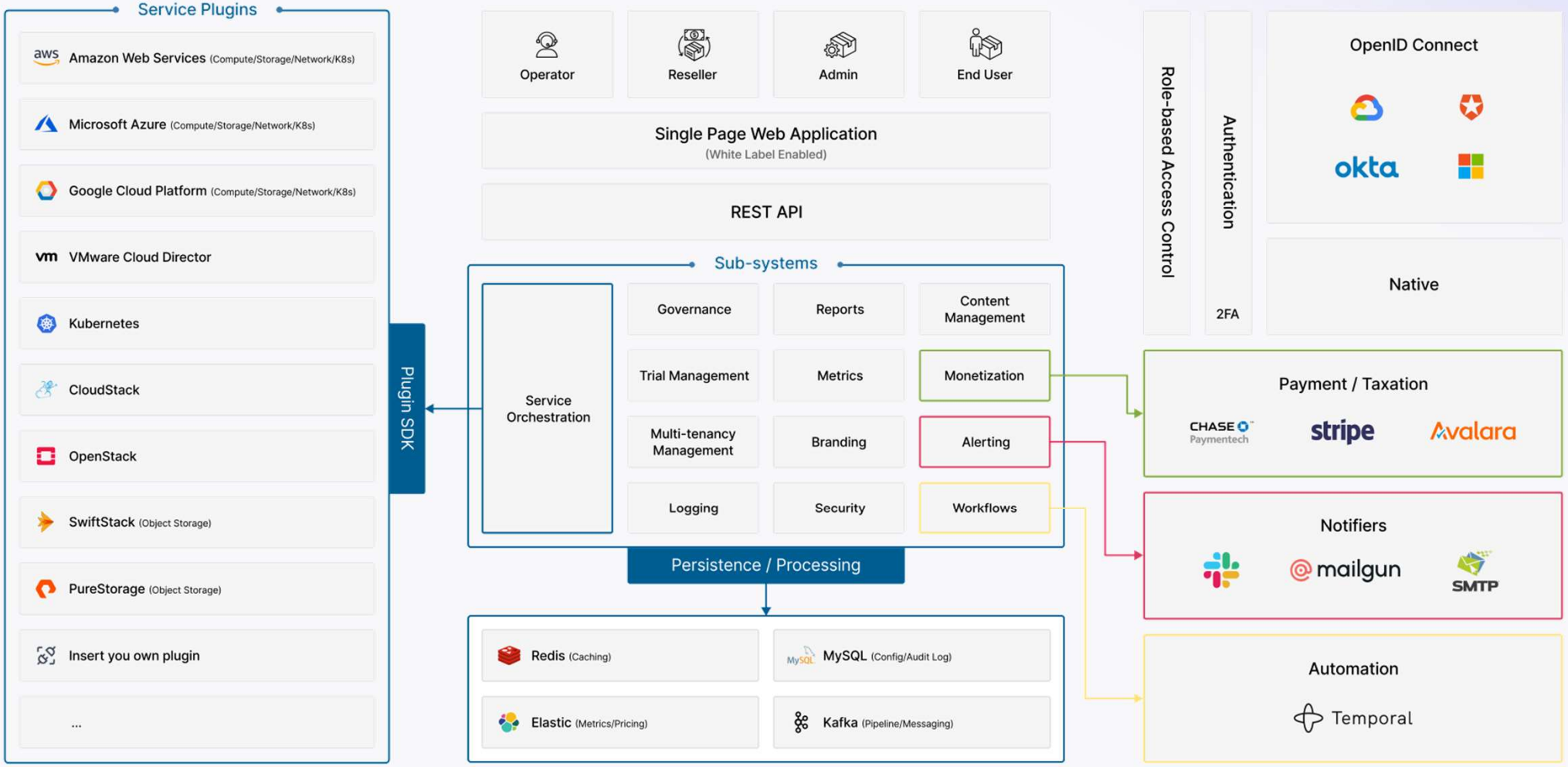
Highly Extensible

Productisation

Monetisation

BROADCOM

CloudOps High-Level Architecture



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The CloudStack Fit

- Long-term affiliation with CloudStack
  - Will Stevens
- Deep integration
  - Mature Service Connection
- Customers repatriating and moving to Hybrid solutions
  - Poorly migrated environments
  - Cost savings
- CloudStack offers great capability and flexibility
  - Hypervisor selection
- CloudStack an important part of Aptum’s eco-system

The Future

- CloudStack becoming an increasing part of our Infrastructure
- Used both internally and externally
- Considering making developer resources available for the CloudStack community
- Full roadmap of features including the extension of reporting and analytics capabilities

Thank you!!

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