CLOUD NETWORK DRIVE

A familiar, secure and scalable network drive in the cloud for anywhere access

WHAT IS CLOUD NETWORK DRIVE?

Exclusive to Giacom, Cloud Network Drive is a safe, secure network drive that can be accessed anytime, anywhere for easy file sharing and storage. Hosted in Azure, it sits on your customer's workstations as a desktop application and functions in the same way as an on-premises computer drive. It's great for small to medium businesses adopting a cloud-first approach, or for those moving from an end of life on-premises server, as there's no user training required. With data replicated three times in a local Azure datacentre, Cloud Network Drive is a reliable and stable solution that's uniquely designed to help you transition smaller customers to the cloud.

MANAGE EVERYTHING FROM CLOUD.MARKET

By utilising the power of Azure storage, Giacom has developed a simple solution that you can provision in just a few clicks. Ideal for resellers looking for an easier way to navigate the complexities of Azure configuration, Cloud Network Drive can be managed and modified directly in the cloud.market. Partition drives, easily add and remove users, and modify storage amounts to upgrade or downgrade your customers in moments.

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ELIMINATE PRICING UNCERTAINTY

Azure's complex pay-as-you-go pricing can be difficult to break down suitably for your customers. With each environment unique to the customer, pricing a service isn't clear and simple, particularly when adding management fees. With our simple monthly billing model and easy to understand invoicing, customer bills for Cloud Network Drive can be viewed and downloaded just like any other service with us.

CUSTOMER PAIN POINT:

On-premises datacentres can be more vulnerable to attacks

Solution: Statistically speaking, moving data to the cloud is a safer and more secure long-term solution, as cloud providers are continually honing their security updates to combat ever-evolving cyber security threats. In fact, brute force attacks are 30% more common in on premises datacentres[1]. Since Cloud Network Drive is hosted in Azure – a public cloud platform – Microsoft will replicate all data three times, ensuring its integrity.

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[1] Source – Alert Logic Security, 2017.

CUSTOMER PAIN POINT:

Complex consumption bills are difficult to understand

Solution: According to a recent study, 80% of SMBs would prefer to get a single bill for all their communication consumptions (cloud and traditional)[2]. With Cloud Network Drive, you can easily simplify invoices to pass onto your customer, keeping all their services in one bill.

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[2] Source: Amdocs Survey, 2017

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CUSTOMER PAIN POINT:

Customer files are stored individually in OneDrive and organisational folders are completely unstructured

Solution: Cloud Network Drive works exactly like a regular on-premises drive on the user's workstation. Users can quickly access department drives to find files which are organised into a clean folder structure and, if they have an Office 365 subscription, can share them with others in the cloud through OneDrive. Plus, document locations can be hyperlinked in emails and shared internally.

TOP QUESTIONS TO START THE SALE

1/ Is your server coming to its end of life or extended support?

2/ Are your employees wasting time trying to find files within a disorganised folder structure?

3/ Are your files secure in an up-to-date, fully maintained server?

4/ Is your business growing at rapid rate? Do you need room to expand without increasing overheads?

FEATURES AT A GLANCE

MAPPED NETWORK DRIVE

UNLIMITED USERS - MULTIPLE DRIVES

ORGANISATION SHARE

USER-BASED SECURITY PERMISSIONS

ANYWHERE ACCESS

UK/IRELAND DATA STORAGE

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WHY CHOOSE CLOUD NETWORK DRIVE BY GIACOM?

Benefits for Resellers:

REDUCED COMPLEXITY
Deliver a solution that's hosted in Azure without having to navigate the complexities around configuration and cost.

BENEFIT FROM A FIXED MONTHLY PRICE
Remove the uncertainty of pay-as-you-go and set your own prices based on a guaranteed fixed cost.

FREE NFR LICENCE
All Giacom resellers can provision a 1GB NFR licence for testing and demonstration purposes.

TRANISITION ON-PREMISES CUSTOMERS
Utilising the power of Azure storage, we've made it easier for you to transition your customers to the cloud with a familiar, user-friendly solution.

EVERYTHING IN ONE PLACE
Save time by provisioning and managing everything in cloud.market, while modifying users remotely.

UPGRADE CUSTOMERS IN A FEW CLICKS
Benefit from a simple and easy way to upgrade or downgrade customer storage at any time.

Benefits for End Users:

UNLIMITED USERS
No matter how large their business grows there's no additional cost to add or remove users on the network drive.

USER-FRIENDLY
Easy-to-use, familiar desktop application that enables customers to go direct to File Explorer in Windows OS (version 7 and upwards) to locate their files.

USER SECURITY PRIVILEGES
Assign security privileges to users to either grant or revoke access at a drive level, keeping everything secure.

SAFE & SECURE STORAGE
All user data is stored in a UK or Ireland Azure datacentre that is replicated three times locally within the same datacentre to ensure data integrity.

UPGRADE IN MOMENTS
Struggling for space? No problem. Users can upgrade (or downgrade) their storage at any time without losing access to data.

SEGMENT YOUR DRIVES
Users can reserve storage space for specific departments or combine multiple drives for additional storage for complete flexibility.

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TO FIND OUT MORE ABOUT CLOUD NETWORK DRIVE, CALL OUR SALES TEAM ON 0333 332 0888