

GIACOM CLOUD SERVER

GET SERVER SMART



WHY YOU'RE PROBABLY ALREADY THINKING ABOUT CLOUD BASED SERVERS:

“The shift to cloud from [on-premises] infrastructure will grow the fastest between now and 2022 as current assets reach renewal status, increasing tension between on- and off-premises solutions.”

Gartner, 'Market Insight: Cloud Shift - 2018 to 2022', 2018

WHAT IS GIACOM CLOUD SERVER?

Microsoft Azure is one of the world's leading cloud platforms, but its complexity and pay-as-you-go pricing model mean getting started with Azure can have a steep learning curve for IT companies who support small businesses. That's why we've introduced Giacom Cloud Server.

Cloud Server is an out-of-the-box, fixed cost server solution. Exclusive to Giacom, it's powered by Azure, but provisioned quickly and easily in cloud.market. No Azure skills needed! As a secure, flexible and reliable solution that's available with optional VPN and Backup, Cloud Server includes everything you need to go to market quickly. Perfect for IT companies supporting SMBs who want to future-proof their business in the cloud.

GIACOM™

PERFECT REPLACEMENT FOR END OF LIFE SERVERS

Public cloud solutions are now affordable, scalable and reliable for businesses of all sizes. But many SMBs still rely on on-site servers. If your customer is using an outdated, on-site server like Windows Server 2008/R2 that's due to go end of life, Cloud Server is the perfect replacement.

Whether you're an Azure newcomer or an expert, Cloud Server saves you time and effort, particularly if you're selling physical servers or building replacements directly in Azure. And just like an on-premises server, you can easily generate healthy, predictable and recurring margins by charging an install and ongoing maintenance fee.

CLOUD SERVER IS GREAT FOR...

- ✔ SIMPLE WEB APPLICATIONS
- ✔ WEBSITES
- ✔ BUSINESS SOFTWARE
- ✔ DEVELOPMENT OR TEST ENVIRONMENTS



CUSTOMER PAIN POINT:

Manual data intervention with an on-premises server leaves businesses at risk of compliance breaches

Solution: Moving to a cloud-based server will enable businesses to handle data without compromising on compliance. Since Cloud Server is hosted in Azure, businesses can benefit from highly secure, reliable and compliant UK datacentres to help protect critical business data.

CUSTOMER PAIN POINT:

Business Continuity and Disaster Recovery (BCDR) processes for on-site servers are difficult to implement and test regularly due to the increased cost of capital investment

Solution: A great BCDR approach requires regular investment in time and resources to ensure company data can be recovered should the worst happen. Using Cloud Server means you'll receive a guaranteed uptime, data replication and optional daily backup – all for a fixed cost to you. A BCDR approach in the cloud saves crucial business time if or when disaster strikes.

Benefits for Resellers:

PROTECT YOUR SERVER MARGINS

Just like an on-premises server you can charge an install fee and an ongoing maintenance fee. There's no RRP so you can set your own sell price. Plus, you'll also save ongoing maintenance costs in comparison to an on-premises server.

FIXED MONTHLY COST

Remove the uncertainty of pay-as-you-go.

EASY TO SWITCH

Replace outdated, on-premises servers with an out-of-the-box server in Azure. Quick and easy to buy, no complexity, all the benefits.

PERFECT FOR SMBS

Available in a selection of sizes based on CPU, RAM and storage, Cloud Server includes VM, SSD-based storage, data transfer and a static IP.

HIGHLY SECURE, RELIABLE AND COMPLIANT

Fed up of costly server breakdowns? Benefit from Microsoft's 24/7 datacentre security, 99.9% uptime SLA and a broad set of compliance models like ISO 27001 and HIPAA.

OPTIONAL BACKUP AND VPN ADD-ONS

Replication as standard, with the option to add safe and secure daily backups and VPN capabilities.



Benefits for End Users:

GET YOUR SERVER UP AND RUNNING QUICKER

Get business applications up and running in a few hours with Cloud Server. No need to wait for on-site hardware or complex configurations for a faster time to market.

PREDICTABLE SPEND

Fixed monthly pricing model spreads the investment cost, moving capital expenses to operating expenses.

DATA STORED WITHIN THE UK

Highly secure and safe data storage in a UK datacentre, that's replicated three times locally within the same datacentre, for peace of mind.

EASY TO UPGRADE

Need more space? Cloud Server comes with flexible storage options meaning servers can be upgraded easily.

HIGH AVAILABILITY AND RELIABILITY

99.9% uptime SLA within Microsoft's Azure datacentres and, if an outage does occur, data will be easily accessible from a secondary UK datacentre.

OPTIONAL DAILY BACKUPS

With our Cloud Server add-ons, easily back up data and applications daily or choose to add a VPN for additional security. For ultimate security, choose both.

CLOUD SERVER PROMOTIONAL PRICING

STANDARD PRICE

PROMOTIONAL PRICE

CLOUD SERVER	VM FEATURES	SSD	MONTHLY PRICE	DISCOUNT	MONTHLY PRICE
ENTRY	2 Core CPU, 4GB memory	64 GB	£49.99	- £10	£39.99
		256 GB	£64.99		£54.99
		512 GB	£89.99		£79.99
		1024 GB	£129.99		£119.99
STANDARD	2 Core CPU, 8GB memory	128 GB	£99.99	- £20	£79.99
		512 GB	£124.99		£104.99
		1024 GB	£164.99		£144.99
		2048 GB	£239.99		£219.99
PREMIUM	4 Core CPU, 16GB memory	512 GB	£199.99	- £40	£159.99
		1024 GB	£239.99		£199.99
		2048 GB	£299.99		£259.99
		4096 GB	£449.99		£409.99
PREMIUM PLUS	8 Core CPU, 32GB memory	512 GB	£319.99	- £50	£269.99
		1024 GB	£349.99		£299.99
		2048 GB	£429.99		£379.99
		4096 GB	£579.99		£529.99

ADD-ON	PRICE (PER MONTH)
VPN	£19.99

Not sure which is the right Cloud Server option?

Our team are on hand to help with tools and support.





CLOUD SERVER USER CASES

ROLE	ENTRY	STANDARD	PREMIUM	PREMIUM +	NOTES
Domain Controller	✓	✓	✓	✓	
IIS	✓	✓	✓	✓	
Microsoft SQL Server	✗	✓	✓	✓	SQL licences available to purchase separately via Giacom or use existing SQL licences
WSUS	✓	✓	✓	✓	
File Sharing	✓	✓	✓	✓	Migrate using Robocopy
Remote Desktop Services	✗	✗	✓	✓	RDS CAL licences available to purchase separately via Giacom or use existing RDS CAL licences

TOP TIP: We'd recommend using an Entry Level server for single service or role usage only. If your customer is looking to host several applications, multi role servers would be best practice so as not to add to system and configuration complexity. We've investigated several key services and specified what server size is best for multi role purposes.

ROLE	ENTRY	STANDARD	PREMIUM	PREMIUM +	NOTES
Domain Controller + WSUS + File Share	✗	✓	✓	✓	
IIS + Microsoft SQL Server	✗	✓	✓	✓	SQL licences available to purchase separately via Giacom or use existing SQL licences
IIS + MySQL	✗	✓	✓	✓	



SPECIFICATIONS AT A GLANCE:

SPECIFICATION	CLOUD SERVER
Operating System	<ul style="list-style-type: none"> ✓ Windows Server 2012 R2 ✓ Windows Server 2016 ✓ Windows Server 2019
Multi-Server Support	Yes
Datacentre	Microsoft Azure Datacentre UK South
Guaranteed Uptime	99.9%
Storage	Local Redundant Storage (3 x replication)
Firewall	Yes
Static IP	Yes
Virtual Network	Yes
VPN Option	Available as add-on (1 per customer)
Backup Option	Available as add-on (backs up daily with 180-day retention)
Upgrade Option	Yes, depending on SKU and storage taken
Demo Licence	Yes, free for 30 days then becomes chargeable
Windows Update Management	Updates 'on' as default with ability to turn off as required

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