

## Nominee: HyperGrid

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### Nomination title: HyperConverged Infrastructure-as-a-Service (HClaaS)

What are your product's/solution's key distinguishing features and/or USP?

First of its kind

The core benefits of hyperconverged infrastructure (HCI) are already known to many, and HyperGrid has been a leader in this space throughout its history. HyperGrid's HCI alone offers all-flash architecture that is up to ten times faster, with a 75 per cent smaller footprint, than traditional infrastructure. Features such as inline erasure encoding, custom builds for DevOps models and a commitment to rapid deployment have enabled HyperGrid to provide an efficient, positive HCI service to customers.

However, our commitment to sustained innovation led us to pursue the best possible ways to further improve our service. Traditionally, embracing HCI meant agreeing to long-term, inflexible contracts that tied businesses into a solution that might not be appropriate for the long term. A more scalable, cost-effective option was required.

HyperGrid's HyperConverged Infrastructure-as-a-Service (HClaaS) is the first offering of its kind on the market, offering a solution that no other provider can currently match. HClaaS brings the normal benefits of a hyperconverged solution, but combines this with an innovative new service model with no upfront costs, no contracts and no commitments to be locked in to a specific vendor.

Simplicity at its core

This model brings added simplicity to the process of embracing hyperconverged as an IT solution. To implement HyperGrid HClaaS, businesses need only select the infrastructure and application templates they need, choose their cloud environment and then arrange deployment of equipment and loading of apps.

### **Growing alongside the business**

**The result is a fully scalable, easy-to-use product that can be chosen, deployed and brought into service rapidly. Its flexible nature means it can be scaled up or down according to the changing needs of the business: incrementally adding or removing compute or storage nodes is a straightforward process, with up to 256 available in a single grid.**

### **What tangible impact has your product/solution had on the market and your customers?**

**As HClaaS is an entirely new offering that no other provider has yet been able to promise, the product is truly shaking up the hyperconverged industry. Described by the Taneja Group as what could be “the next glorious step in IT convergence”, layering DevOps-style operations over a high-performing hyperconverged infrastructure solution brings a new dimension to HCI that is certain to drive efficiencies while reducing unnecessary capex costs in IT departments.**

**HyperGrid’s proprietary HCI technology is already hugely popular: it is currently installed at more than 250 sites worldwide, with the company reporting year-on-year growth of over 340 per cent. The introduction of HClaaS is enhancing what is already a powerful offering, by bringing flexibility and scalability into the equation.**

### **What are the major differentiators between your product/solution and those of your primary competitors?**

**The very nature of HyperGrid’s scalable offering sets it apart from its competitors in the market. HyperGrid’s HClaaS solutions combine the tried and tested advantages that hyperconverged infrastructure can bring, but without the long contracts, inflexibility and red tape that come with a more traditional solution. Essentially, HClaaS delivers IT at the flip of a switch, meaning businesses can dispense with the drawn-out IT procurement practices of old.**

## **A commitment to quality**

However, it is not just the ease of installation and management that differentiates our product against those of our competitors. Being fully scalable does not mean compromising on quality. With this in mind, HyperGrid HClaaS offers best-in-class infrastructure, comprising the following features:

- **HyperWeave technology which is built into the kernel of the OS, sitting below the hypervisor and presenting a local SCSI block device to the host. This typically consumes less than 2GB of RAM per host, eliminating the costs attached with running a full virtual server on each hypervisor**
- **HyperForm, based on revolutionary technology developed by DCHQ, enables seamless management of traditional and cloud-native applications across any cloud or container infrastructure, including HyperGrid, VMware, vSphere, OpenStack, AWS and Microsoft Azure**
- **HyperVue enables IT professionals to automate the end-to-end lifecycle of compute, network and storage through a single ‘pane of glass’ interface, allowing all clusters to be managed quickly and intuitively from one location. This reduces troubleshooting times, driving efficiency in the process**

**These features alone make HyperGrid’s technology a stand-out choice for IT decision-makers. Combined with the added flexibility offered by HClaaS, customers have an exceptional product at their disposal.**

**Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.**

**“We think storage roots are critical as the underpinning to building advanced converged IT. And uniquely, HyperGrid is offering a complete hybrid cloud subscription model – pay as go (what you use) for both on-premise HCI and cloud services which should be attractive to companies that can’t or won’t make a full transition to cloud, but want to simplify their data center and reduce IT CAPEX as much as possible.” - Taneja Group, Converging Hyperconvergence With Cloud: HyperGrid Rolls Out The Future of IT Today**

**“Most IT shops still run most apps in traditional, 3-tier modes—a server (typically running a hypervisor), storage, and networking. And they can’t easily make the leap onto modernized, software-defined models. Bridging between where IT organizations are today and where they will be tomorrow—operating essentially without walls, with software orchestrating where applications run and when—is no easy task.**

**“This all leaves the requirement for technologies that can help cross the hurdles toward modernization; enable IT to bridge on-premises to the cloud with true application portability; help meet the cost and regulatory requirements; mitigate risk with cloud choice; and are delivered in a consumption-based fashion in keeping with the desire for predictable budgeting and pay-as-you-grow use cases. It will take technology such as HyperGrid to start breaking down these walls.” - ESG analyst report, HyperGrid: Introducing Hyperconverged Infrastructure-as-a-Service (HClaas)**

### **Why nominee should win**

- **First of its kind: HyperGrid’s HyperConverged Infrastructure-as-a-Service is the first such solution available on the market**
- **Analyst approved: Experts at Tenaja Group and ESG have praised the new product offering and the effect it will have on the HCI industry**
- **A commitment to quality: Features including HyperWeave, HyperForm and HyperVue mean customers receive a solution of the highest quality**
- **Microsoft-certified: HyperGrid holds a series of prestigious accreditations, including coveted Microsoft Gold OEM status**
- **Future-thinking: merging with DCHQ and forming HyperGrid has enabled the HClaaS technology to come to fruition, and means the HyperGrid has a highly promising future ahead**