

Nominee: CohesiveFT

Nomination title: Cloud Channel Partner Program with VNS3: Offering better overlay network solutions for end customers

CohesiveFT works with channel partners and industry groups to offer even more robust solutions for end customers. Our primary product, VNS3, can be combined with any of our partners' solutions to create a better public or private cloud networking environment.

VNS3 is a software-only virtual network device. VNS3 offers customers overlay network services on top of the cloud platform network including VLAN peering, encryption of data in motion, firewall, multicast support and region peering. VNS3 provides layer 4-7 services using the Docker container system allowing channel partners to offer greater network functions as "in mesh" application plugins. VNS3 use cases range from a simple VPN tunnel to building distributed cloud networks for SSL termination, middleware load balancing, intrusion/extrusion detection, and high availability.

Cloud computing channel partners, resellers and integrators are able to easily use VNS3 as part of their customer projects, giving them the flexibility to accelerate end customers' time to market. Because VNS3 is a software-based product that integrates with any cloud provider or vendor - an industry-unique feature - channel partners can offer savings, reduced overhead, and increase time to market.

CohesiveFT is a member of the Amazon Partner Network, member of the Open Data Center Alliance (ODCA), a Google Cloud Platform Authorized Technology Partner, an IBM Business Partner, an HP Public Cloud Marketplace Partner, and works closely with Interoute, Parallels, Eucalyptus, Abiquo, Rackspace, GreenCloud, and other cloud providers. CohesiveFT help customers work with the cloud of their choice, whether public, private, or hybrid.

One channel partner customer, a UK-based travel company, was looking to modernize their booking and business intelligence applications with the IBM Cloud. CohesiveFT is an IBM Business Partner and helped the partners move business processes to the cloud, along with improvements with the IBM Cognos solution. Nearly 65% of all bookings are now done

online through their cloud-based BI system. With the efficiencies and overhead savings, the partners estimate that their end customers save up to 20% on booking costs.

The success of VNS3 means success for end customers, and we are proud to have never seen any major outage. Our customers rely on VNS3 to operate both internal and external operations, and a reliable VNS3 product enables them to deliver their mission-critical software and services to end users.

Since our founding, we have seen year over year customer growth rate of 50%, with only 4% churn rate. Our customers trust us and continue to work with us. Our incredibly responsive customer service and pay-as-you-go basis helps our customers eliminate vendor lock-in and speed time to market.

From a handful of users, we now have over 900 customers in more than 25 countries. Primary customers are Fortune 1000 companies in a wide range of industry verticals including healthcare, financial services, energy, telecomm, and public sector. Channel partners and end customers rely on VNS3 software to operate vital cloud-based business systems.

Why nominee should win

Channel partners use VNS3 software to offer more control over cloud networks and guaranteed secure connections to all cloud deployments.

Other channel vendors offering security and networking cannot guarantee the same level of access and control for enterprise customers.

VNS3 easily integrates into a channel partners' cloud offering, giving end customers flexibility and accelerated time to market.

Channel partners offer VNS3 to end customers in Fortune 1000 companies in industries including healthcare, financial services, energy, telecomm, and public sector.

Channel partners and end customers rely on VNS3 software to operate production-ready, cloud-based business systems