

Virtuozzo Hybrid Infrastructure

CURRENT STATE

Using Virtuozzo Hybrid Infrastructure, Alternative Cloud Providers can sell:

1. Infrastructure-as-a-Service (Virtual Datacenter with self-service and OpenStack-compatible Compute API).
2. Storage as a Service (S3-compatible Object Storage, Block Storage via iSCSI, File Storage via NFS and SMB).
3. Managed Kubernetes, Load balancer and VPNaS-a-service.
4. Integrated multi-tenant Compute Backup-as-a-Service.

STRONG SIDES

1. **Efficient:** easy to deploy as a single stack (virtualization, storage, network, orchestration, and control panels). Upgrade automation and monitoring systems optimize operational spending.
2. **Performant:** custom kernel and hypervisor tuned for virtual infrastructure performance and built-in Storage optimized for latency- and bandwidth-sensitive workloads like analytics and DR.
3. **Reliable:** high availability and self-healing capabilities for all services and orchestration, helping providers to offer competitive SLA.
4. **Secure:** provides multi-tenant isolation, firewall management in cluster and tenant scopes, and reboot-less kernel security patches.
5. **Versatile:** allows to serve widely supported APIs and protocols (OpenStack, S3, iSCSI, and NFS), integrates with common billing systems in use by Service Providers (WHMCS, HostBill, CloudBlue, etc.), and comes with integrated multi-tenant backup.

TARGET MARKET

End-Customer Types:

1. SMBs (10-250 employees)
2. Corporate (50-1000 employees)
3. ISVs (10-250 employees)

Partner Persona - Cloud Service Provider:

1. Regional Cloud Service Provider

Offers general-purpose cloud services to SMBs, ISVs, and MSPs within a specific country or region. Differentiates through local-language support, local currency billing, and tailored solutions for local business or government needs. Uses mid-to-highend hardware and focuses on being a reliable, highperformance alternative to Hyperscalers and Tier-2 providers.

2. S3 Object Storage Provider

Delivers highly cost-efficient S3-compatible Object Storage for ISVs, MSPs, and occasionally SMBs. Competes primarily on price while maintaining reliability through careful hardware choices and operational efficiency.

UNIQUE SELLING PROPOSITION

- Build comprehensive IaaS cloud with S3 without hiring development staff and large Ops team.

PROBLEMS VHI SOLVES

- VHI streamlines and automates the management of OpenStack-based cloud infrastructure, significantly lowering the need for large operations teams.

DIFFERENTIATION

- White-labeling and multi-tenant self-service
- Integrated multi-tenant backups
- Automated deployment and updates
- Commercial 24/7 Support