



KCOM

**Accelerated
Cloud Landing Zone**



Take the hassle out of cloud

Businesses everywhere are recognising that the cloud has an important role to play in making applications and data instantly available to customers as demand dictates.

But cloud platforms such as Amazon Web Services (AWS) can take time to learn and longer to master, especially if you have limited cloud skills in-house.

KCOM Accelerated Cloud Landing Zone automatically and quickly integrates all the services and features your cloud needs into a ready-made platform for you to use.

Deployed in little more than an hour rather than months, it's a fast-track approach to setting up a complete AWS platform for your public or private applications.

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Drive innovation, value and efficiencies with AWS cloud

The future's digital.

Strategies such as the UK Government Digital Strategy are indicators that the UK is leading with the use of digital to deliver services to citizens.

Cloud growth is exponential. The UK cloud market overall is expected to reach £21bn by 2022, almost four times the market value in 2015.

And its growth potential is even bigger than this but, when it comes to cloud, many organisations are held back, largely due to nothing more than lack of time, budgets or in-house skills.

There are tangible rewards for those that use the power of the cloud to:

- > improve efficiency by freeing up technical staff to work on bigger value business development projects
- > increase speed and agility, allowing the adoption of new cloud-based services with new features and functions developed and deployed quicker than before
- > reduce business risk by moving to a more resilient and secure IT environment; many cloud services are resilient by definition, making DR less of a practical consideration



A rapidly deployable safe haven in the public cloud

Accelerated Cloud Landing Zone is a modular, templated, secure cloud service that gives you a platform to which you can start migrating applications or building new ones more quickly.

We put all the critical building blocks in place, so you can use the platform knowing that it's secure, robust and fit-for-purpose for helping you solve your particular business challenges.



Secure by design

Once cited as a major barrier to cloud adoption, security is now one of the main reasons to be in the cloud. Moving data, systems and applications into the cloud removes much potential for human error and makes your IT environment more resilient and secure.

Security is built into Accelerated Cloud Landing Zone from the ground up, protecting your organisation and business continuity, and giving you one less thing to worry about. We'll also take care of backups, patching and updates, so you can get on with running your business.



Fully managed service

If lack of time or in-house expertise is preventing your organisation from building its own cloud platform, it's also likely to hinder you from managing it once it's been created and launched.

So, once your landing zone is up and running, we'll look after it for you with a managed service that lets your technical teams focus on the value-add activities that make a real difference to your customer experience, strategic priorities and bottom line.

You'll still have full control over application migration or building new native applications, as well as responsibility for the servers and databases which underpin your applications. But our managed service means you can enjoy all the benefits of your cloud platform without any of the worry of keeping it live and secure.



Rapidly deployable

Typically, a skilled cloud engineer could take around three months to build an AWS platform like Accelerated Cloud Landing Zone. That's assuming he's not been called away onto other tasks.

Instead, we've distilled all our knowledge and experience of building best-practice AWS cloud environments into an automated process that creates a feature-rich platform, including all the most commonly used AWS services.

And there's no need to worry that our express route to landing zone delivery compromises on quality. Our service is built to AWS best practice standards, with security, capacity and functionality all core components of our platform.



Assurance of service

The success of your cloud migration and innovation depends on the strength and security of your cloud platform.

Accelerated Cloud Landing Zone is the result of years of experience developing cloud platforms for household name organisations and is built to the most rigorous standards.



Cost effective

Moving to the cloud removes the need for expensive capital investment. When done correctly, cloud should reduce the running cost of your applications or workloads by enabling you to, firstly, align server size and estate with demand and, secondly, only run it when it's needed.

Deploying Accelerated Cloud Landing Zone, rather than attempting to build a similar platform yourself, decreases your outlay even further.

Ongoing management costs are not only low and easy to budget for, they're a more cost-effective solution than deploying your technical experts on routine maintenance when they could be focusing on more strategically important tasks and projects.

The environmental cost is lower too. Because cloud data centres are shared across many different organisations, the carbon footprint is reduced in comparison to individual data centres. On top of this, public cloud providers such as AWS are making their data centres more energy efficient and moving towards the use of renewables.

How does it work?

The solution comprises five key elements:

- > Connectivity
- > Core services
- > Special zones
- > Compute and data services
- > Customer access

Connectivity

Connectivity to the solution comprises two options; a dedicated private connection to AWS using AWS Direct Connect or a VPN to securely connect your network to AWS over the internet.

Core services

At the heart of the solution are the core services that deliver Active Directory integration, Identity and Access Management and all aspects of security including patching, backups and anti-virus.

Special zones

If you need to provide access to a third party or to employees outside the corporate network, a DMZ solution will be part of the platform, providing managed and secure access to those who need it. This includes Domain Name Systems (DNS) and Certificates to enable secure connectivity to the cloud platform and applications.

Compute and data services

In building the platform, we've handpicked the core features and services that you'll need to run a stable, feature-rich cloud environment. You can request additional off-the-shelf components to provide compute, database, storage, ftp and email services.

The platform gives you a range of options for the procurement servers, including the operating system, CPU, memory and disk. You can choose the relevant options via the Customer Portal and the servers will be supplied to your Landing Zone platform pre-configured with the options you've selected.

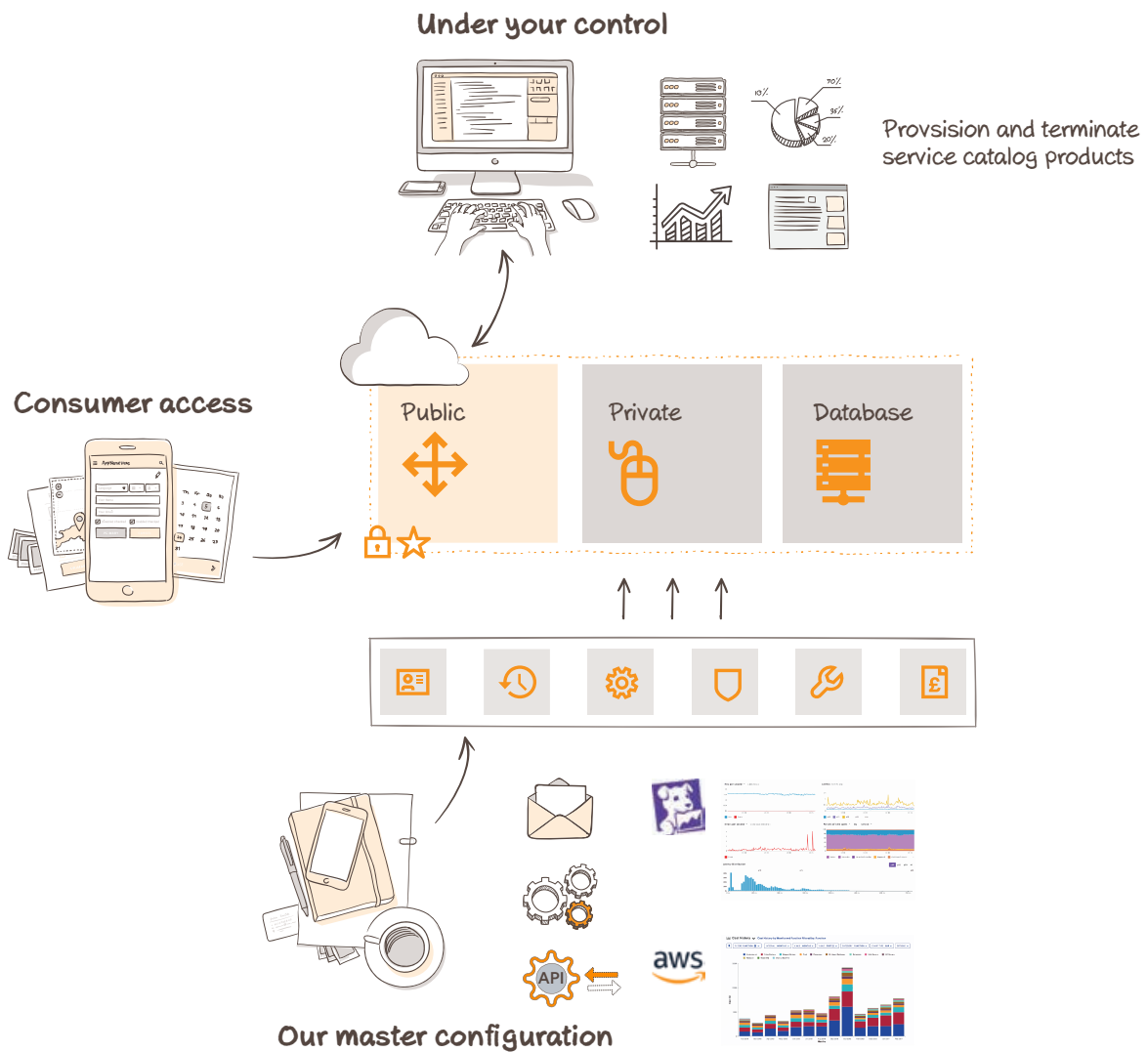
The platform also gives you a range of options for using databases, including the database engine, CPU, memory and disk. Again, it's a simple case of selecting your preferred options via the Customer Portal and within minutes these will be delivered to you.

Customer access

You'll have a unique account for your Customer Portal as part of your Landing Zone, which you'll receive during the onboarding process.

Inside the portal, your customer dashboard shows you the health and performance of your platform, but as our managed service takes care of day-to-day management, you can safely leave areas such as monitoring, alerting and resource optimisation to us.

KCOM has a master account that contains a library of script which drives the creation of your landing zone. You can then create servers, databases, etc, and make applications available both internally and externally to third parties, including your end customers. You also have access to a dashboard to help you assess the health, performance and cost of your platform.



Secure by design

Accelerated Cloud Landing Zone comes with a range of security and monitoring features to keep your platform and your organisation safe.

Feature	Description
VPN connectivity	A secure resilient connection to the platform.
Anti-virus protection	Operating system (O/S) level protection against anti-malware type threats.
Intrusion protection	Continuously assesses threat detection and security monitoring for malicious or unauthorised behaviour.
Intrusion prevention	An in-built capability to protect against Distributed Denial of Service (DDoS) attacks.
Vulnerability assessment	The platform will automatically assess applications for vulnerabilities or deviations from best practices.
Encryption	All data will be encrypted in transit and at rest.
Account checks	Define and manage user/group profiles, while Identity and Access Management makes sure only authorised users have access to your portal, data and applications.
Backups	The platform will automatically backup your servers and data at a time chosen by you.
Patching	All servers will be regularly updated with the latest security, critical and update patches at a pre-defined time chosen by you.
Logging	The platform will aggregate and display log information from multiple sources including the core platform and operating system and present them in a dashboard.
Monitoring/dashboard	Your dashboard shows the performance, health and availability of your servers, database and underlying cloud services, as well as security alerts.

Use cases



Build your cloud solution

If speed is paramount because you're running a start-up or simply want to accelerate your digital transformation, ACLZ provides the solution.

Rather than waiting weeks or even months to get your project off the ground, you could start developing your solutions the same day. All while being safe in the knowledge that you're being supported by an organisation that will make sure the platform is always available and delivering services to help you with your new and exciting strategic plans.

In addition, our experts are also on hand to help you with any bespoke cloud requirements.



Migration to the cloud

Many organisations will have plans to migrate to the cloud so they can take advantage of cost savings, through aligning their capacity to demand or to utilise advanced AWS services.

ACLZ provides a ready-made Landing Zone for customers but the process of migrating applications and workloads can be difficult and time consuming.

We've developed a "light-touch" migration approach meaning not only can we build your landing zone quicker than ever, we can also move your applications quicker than ever.



Disaster recovery

As any organisation with on premise hardware knows, Disaster Recovery can be seen as an expensive insurance policy.

KCOM has built a "pilot light" DR approach which sits inside the Landing Zone.

For customers this means DR is cheaper, easier to test and, in the event of a major incident, easier to execute plans, resulting in services which take advantage of all the Landing Zone's features around Identity Management, security, such as anti-virus or intrusion protection and also monitoring and alerting.

Our difference

KCOM is an AWS Premier Partner and MSP but we're different to other cloud providers, with expertise across Cloud, Contact Services, Identity Management and Integration solutions.

Since 2010, we've delivered cloud solutions for a wide range of organisations from many different sectors.

Our success is built on our consultative approach. Our team of experts work with you, listening to and understanding your challenges, and designing and building solutions that help you keep on delivering for your customers.

It's this real-life experience and expertise that has enabled our team of cloud experts to develop a repeatable code-driven approach to building a secure and robust cloud presence.

This has now been evolved further into a fully automated solution, deployable in minutes, which would take a customer many weeks or months to architect and develop themselves.



A history of success



Commonwealth War Graves Commission

“KCOM is an ideal partner for us because of its superior knowledge of deployments and scaling, as well as its deep technical expertise in cloud-based environments.”



NHS

“It was very important for us to be able to work closely with a supplier that would continue to monitor and make improvements to the system, even after deployment.”

KUONI

Kuoni

“Through its experience in undertakings of this type, and in the technologies involved, KCOM was remarkably able to deliver our new strategy while remaining cost-effective, scalable and within our deadlines.”

About KCOM

With technical expertise and consultancy at the core of what we do, we help organisations transform their IT and communications infrastructure to solve complex business challenges.

Our expert, highly experienced teams are working with businesses to find new ways of addressing the problems they face.

By re-imagining their working practices and environments, we achieve scale, flexibility, efficiency and security – all at the speed that business demands.

Our key values are collaboration, innovation and technical expertise. We're in it for the long term, working with our customers to achieve shared objectives and treating their problems as our own.

We employ some of the smartest minds in the industry and strive for impactful innovation, breaking new ground to enable business change. We make sure that old and new technologies work together seamlessly, implementing the next generation of IT without disrupting existing operations.

From communications and connectivity to everything cloud, we help organisations in the private and public sector, both large and small, re-imagine IT solutions for a better future.



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