

## Virtualization & On-Premise Cloud

Hive Fabric provides the economics and simplicity of the Public Cloud in your data center. No more VMware Tax or proprietary HCI hardware.



Expensive, proprietary, and complex data center solutions are forcing IT teams to re-evaluate how they deliver applications to the business. Public Cloud solutions initially look attractive with their agility, scale, and promise of reduced cost. In reality, it's a very challenging process to move to a full cloud implementation and customers often find themselves stuck half way with a hybrid approach that ends up being even more complex and have steep learning curves. Never mind the fact that it solves none of the challenges they originally set out to solve.

Hive Fabric can remove the complexity from your data center while providing many of the benefits of public cloud, all within the protection of your own data center and managed by the existing team.

## Challenges

The rate of change seen in IT today is increasing at a pace never seen before. This has made IT question some of the data center architectures, deployment models, and 'best practices' that they have historically relied on to deliver what's required for their business.

Teams are looking for a better way because they have been challenged by:

**Changing workloads** and application architectures have IT questioning the need to buy hardware. Does it continue to make sense to depreciate a server over 3 or 5 years when the applications they are deploying are rapidly changing and their resource requirements with them? Why not simply rent hardware that can be changed out when required? Or move to a consumption-based model that the public cloud offers. Either of these options may be more expensive but provide agility and remove a majority of the CAPEX budget involved with infrastructure. However, they do not reduce the complexity or simplify the number of moving parts that have to be architected and managed.

**The promise of Hyperconverged Infrastructure (HCI)** has provided a new model to deliver applications, condensing a traditional three-tier architecture into a more bite-sized chunk. Many of the challenges remain though. Proprietary hardware, you don't just get the software but also the large capital expense that goes with the hardware required to run that software. You can't choose the server vendor you want, you must use the re-badged white-label server that the HCI vendor chose for you and hope their support is up to par. If that's not enough, you're then forced to replace perfectly good servers after three years! A realization that hits home for the cutting-edge IT teams that implemented HCI in its infancy three years ago.

**The ever more complex software stack** – as the number of software vendors involved in delivering a solution capable of meeting the requirements of the business has increased, so has the complexity and management overhead. IT will choose 'best of breed' vendors for each part of the chosen solution hoping to remove the integration challenge as 'everyone else has done this.' Not realizing that everyone else faces the same pain and it's only when it comes to supporting the platform that the pain really kicks in. At that point, many feel committed and stuck with the chosen path.

**Challenging End Users** – End users come to the business with a better understanding of technology than at any point in history. Easier access to technology at home and during a person's education has raised the bar dramatically on the expectations of today's workforce – tablets, touch screens, even AR and VR interfaces are considered the new norm. IT has to keep up with these and can even provide the business with a competitive advantage when it comes to attracting this workforce if they get the user-experience right. A number of different approaches could be considered when deciding on the solution to deliver the next generation software defined data center and it's important that you choose the right one for your business. However, there is only one that can truly start to help you solve each of the challenges discussed so far and that is a Hyperconverged Fabric.

## Why Hive Fabric

Complexity is no longer something that the IT admin has to continue to put up with. Hive Fabric offers a holistic solution to delivering a virtualized data center in a solution that is simple to deploy and manage.

Hive Fabric can run on a broad range of hardware with its generic x86 commodity hardware support. This can provide a number of benefits:

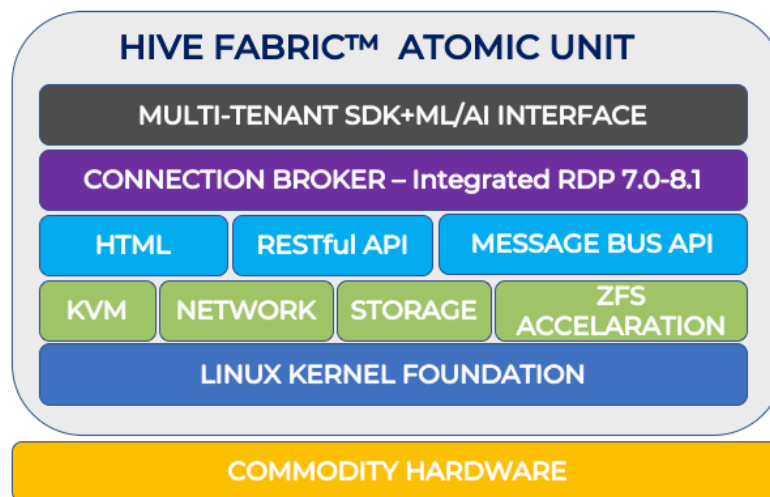
- Continue to leverage the investment already made in hardware. As demonstrated recently with Epiphany School of Global Studies you don't have to buy new hardware after three years to deliver the business requirements. Epiphany School consolidated their infrastructure down to three hosts and used a fourth as a standby.
- Epiphany is also safe with the knowledge that should they need to augment the current infrastructure, they can do this one host at a time. Hive Fabric's scale out architecture allows them to choose the most cost-effective hardware platform. There is nothing tying the school to any vendor or any one purchasing strategy.
- Combining the OPEX based licensing of Hive Fabric with modern hardware procurement strategies can significantly help an organization with cash flow. Allowing for upfront investment in innovation and R&D while turning the platform that powers the business into a monthly OPEX cost for both software and hardware.
- Adapt to changing applications and workloads with Hive Fabric through its ability to scale out or up. Need more power for an application? Simply add more CPU intensive hardware to the environment easily and seamlessly without additional people or process. Manage everything from a single UI that will scale with you as the environment grows.

Hive Fabric allows you to worry less about achieving an architecture and more about ensuring that the business and end-user requirements are met. Virtualizing the entire data center is often a goal for any organization, but it can't be at the cost of not meeting business requirements. Hive Fabric will seamlessly deploy into your data center and allow you to scale as you grow. Hive Fabric can deliver far more than just a hyperconverged solution, it allows you to take the best parts of a more traditional 3-tier architecture, converged and hyperconverged and build out exactly what the business needs. That could be real-time in-memory storage from RAM optimized storage to hyperconverged storage built from a number of hosts providing capabilities more attributed to shared storage or simply continue to leverage investments already made in more traditional shared storage platforms driving down the cost of your solution and leveraging skill sets that you have already invested in.

It used to be a badge of honor - building a best-in-class solution, evaluating every part of the solution, and working out which was the best vendor to provide for that part of the solution and then integrate it. IT teams are now aggressively looking for a single, simplified solution. One vendor, HiveIO should be the go-to solution. Hive Fabric has been shown to remove a significant portion of the software vendors often attributed

to virtualization in the data center and has on occasion entirely replaced all vendors to deliver a single vendor solution resulting in an aggressive price point for the business.

Last and by no means least, Hive Fabric provides all of the components you need to deliver a virtual desktop to an end-user. Hypervisor, management, broker and even the ability to persist a user's desktop profile with User Volumes. Use Hive Fabric to deliver a high performing desktop at one of the lowest per desktop price points in the industry.



When considering how to best utilize the resources you have in your data center, add additional capacity to run more workload, or even entirely transform how IT delivers on business requirements, question the level of complexity that you have in your data center and whether you are increasing or decreasing the overhead on your IT team with the changes that are being made. It's important that your data center works with you, not against you, leverages your resources as you scale, and is capable of intelligently powering outcomes for the business. Hive Fabric can remove this complexity and cost, install on your existing infrastructure, and ease the transformation to a software-defined data center.

Getting started with Hive Fabric is easy. We do not ask for a support and maintenance agreement, this is included as part of the license, no need for multi-year renewals pay as you go and your budget allows. We do not require complex hardware configurations to get you to the starting line.

## Why HiveIO

Complexity can be interesting. It can add richness; it can inject ambiguity and variability. It can lead to redundancy. It can be short-lived. Simple is Powerful.

At HiveIO we believe that the real journey should begin immediately, and that the promise can be realized. We do not want you to go from the data center team, to the networking team, to the storage team, to the virtualization team, to the Windows or Unix team. We want you to go to a single team that can see you through your journey.



**Realize the Promise**