

Data Sheet

EVault Cloud-Connected Services Platform

Key Benefits

- Overcome challenges associated with sending data to the cloud
- Leverage established SaaS business and support systems
- Accelerate your time to market with a SaaS product
- Minimize upfront investment

Software-as-a-Service (SaaS) offers new ways of doing business by making it easier for SMBs to expand their IT infrastructure without the capital investment. In fact, analysts predict that the SaaS market will grow to \$16 billion dollars in yearly revenue by 2013¹. Partner with i365 and capitalize on this growing demand.

The EVault Cloud-Connected Services (EC2S) Platform enables Independent Software Vendors (ISVs) to efficiently and securely send data to the cloud and begin offering their software as a service. The comprehensive platform includes Cloud APIs, enterprise-class cloud storage, an edge-to-cloud service connector to secure and accelerate the data transfer process, and SaaS business and support systems to get ISVs up and running operationally with a SaaS business.

Overcome challenges associated with sending data to the cloud

Using the EC2S Platform, you can overcome the challenges associated with sending data outside your customer's firewall across the Internet to the cloud. i365 has been perfecting the data transfer process over low-bandwidth connections for more than a decade. Now you can integrate this technology into your own offering and deliver the performance, reliability and security your customers have come to expect.

Leverage established SaaS business and support systems

Whether your end goal is to deliver your software as a service or complement it with cloud storage services, i365 provides you everything you need to transition your business operations to accommodate a SaaS model and begin generating a recurring revenue stream. i365 can assist you with pricing and billing; account and contract management; and customer service and support. You have the flexibility to go to market in a way that works best for you and your customers.

Give customers access to enterprise-class cloud storage

i365 has earned a reputation for our stability and reliability. We've built a world-class cloud infrastructure and can leverage the immense storage resources available to us from our parent company, Seagate. The i365 Cloud consists of state-of-the-art data centers with SAS 70 Type II or ISO 9001:2000 certification, ensuring the customer's data is secure and available.

Key Components:

Cloud Interfaces

Cloud APIs enable ISVs to integrate their on-premises application with the i365 Cloud via the service connector. The Web services RESTful APIs enable business functions such as account provisioning, metering and billing.

Service Connector

A key component within the EC2S Platform, the service connector resides on-premises, caching data and efficiently sending it outside the firewall via a secure network connection to the Cloud. The service connector uses deduplication, compression, and bandwidth management techniques to minimize bandwidth usage and reduce the storage footprint in the Cloud. With these service connector technologies, end users can leverage Cloud storage without significantly impacting network traffic.

Secure, Reliable Cloud Storage

The EC2S Platform was designed for multi-tenancy and scalability. The i365 Cloud consists of state-of-the-art data centers with SAS 70 Type II or ISO 9001:2000 certification, ensuring the customer's data is secure and available.

SaaS Business & Support Systems

The platform also includes SaaS business and support systems that can accommodate a variety of go-to-market strategies, including different pricing and billing models; account and contract management; and levels of customer service and support.

How it works:

1. Cloud APIs allow easy, programmatic access to the i365 Cloud via the service connector
2. The service connector caches data locally and prepares it for transmission (deduplicating, compressing and encrypting)
3. The service connector uses bandwidth management techniques like parallel TCP to send data over the Internet without significantly impacting the network. The service also supports SSL for data to/from the i365 Cloud
4. Data residing in the cloud remains encrypted. Customers can restore data via the Internet or use i365's data transfer services.

Availability

The EVault Cloud-Connected Services Platform is available to ISV partners through the i365 ISV Partner Program. ISVs who wish to take advantage of this offering can apply to be an i365 Partner. Once accepted, they will receive access to all the tools and resources necessary to successfully integrate their application with the EC2S Platform.

1. Gartner Research Market Trends: Software as a Service, Worldwide, 2009-2013 (May 7, 2009)