



nebulon smartIaaS for Cloud Service Providers

enable new revenue & incremental gross margin with new
services delivered at a lower cost

why nebulon **smartIaaS** for cloud service providers?

Nebulon **smartIaaS** for cloud service providers is a Nebulon **smartInfrastructure** reference architecture and a breakthrough solution designed to help service providers like you who are looking for 3-tier and hyperconverged infrastructure alternatives to an existing approach to help them differentiate their business and drive revenue and gross margin. Read this guide to learn how Nebulon is addressing key challenges service providers face with hyperconverged infrastructure solutions to drive new business and reduce churn.

HOW NEBULON SMARTIAAS CAN HELP DELIVER cloud service provider transformation

grow revenues faster

2X
SHARE OF WALLET

smartInfrastructure | ✓ **reduced infrastructure costs**

increase in share of wallet by extending hosted services to customer infrastructure on-prem

HCIS | ⊖ **increased infrastructure costs**

increase in share of wallet by extending hosted services to customer infrastructure on-prem

one
PLATFORM FOR
ANY SERVICE

smartInfrastructure | ✓ **reduced infrastructure costs**

deploy bare metal or container-based services on the same infrastructure as virtualized services; flexibility to easily re-provision assets between customer environments

HCIS | ⊖ **increased infrastructure costs**

requires separate infrastructure tooling and training for bare metal and native Kubernetes applications

increase profit margins

Increase gross margin and new customer acquisition by improving your cost structure while reducing the operational time required to monitor, manage and automate your service provider cloud.

33%
FEWER SERVER &
SOFTWARE LICENSES

smartInfrastructure | ✓ **reduced infrastructure costs**

eliminates HCI resource overhead, reducing server costs
simple, predictable pricing model with no hidden costs
centralized automation reduces operational overheads

HCIS | ⊖ **increased infrastructure costs**

33%+ more server/SW license purchases from HCI server overhead

reduce customer churn

predictable service delivery with less effort

100%
DATA SERVICES
REMAIN ONLINE DURING
SW UPDATES & SERVER
PATCHING

smartInfrastructure | ✓ **improved availability**

improved service assurance through templated, repeatable builds of application infrastructure
fleet managed updates prevents security risks
isolated fault domains keeps customer data available

HCIS | ⊖ **increased data risk**

HCI software updates are done cluster by cluster, taking critical storage resources offline and placing data at risk

what is nebulon **smart**Infrastructure?

nebulon **smart**Infrastructure is server-embedded, infrastructure software delivered as-a-service, which brings the public cloud experience on-prem from core to edge for any application—containerized, virtualized or bare metal—and enables self-service infrastructure provisioning, infrastructure management-as-a-service and enterprise-class shared and local data services.

nebulon **smart**Infrastructure is made up of two components

nebulon ON
cloud-based control plane

embedded infrastructure
IoT endpoints (nebulon SPU's) embedded
server-based on-prem data plane



smartInfrastructure use cases & solutions



smartEdge



smartCore
for VMware



smartCore
for Kubernetes



smartIaaS
for cloud service providers



cloud shift
for on-prem



check out more
use cases

It's time to view the **cloud as an operating model**, not the destination