

cloud
accelerators

who can put the
cloud to work for
my business?

we can



“Our clients need to be able to scale capacity to support their growth and to break up their offerings into web services that can be leveraged easily by their customers.”

Peter Green
CTO and co-founder,
Agathon Group

agility
made possible™



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About Agathon Group

- Managed hosting company founded in 1999
- Develop web applications and consult on infrastructure design
- Have been working with the CA 3Tera AppLogic® platform since 2007
- Serve about 250 clients, including non-profit organizations, regional telecom firms and educational institutions
- Focused on serving organizations that are between 10-100 employees
- Have a presence in 7 data centers across the US and Canada

For more information, visit agathongroup.com

Types of services offered:

Private Cloud
Virtual Private Data Center
Cloud Application
Development
Cloud Integration Services



Peter Green

CTO and co-founder, Agathon Group

Career Highlights

- Deep expertise in Linux, network design and cloud computing
- Hands-on technical experience at several companies including Gospel Communications and Donor.com
- Personal interests: Spending time with his wife and 3 children, playing bass, singing in church, baseball and traveling

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How did you get started with cloud computing?

One of the clients we had been working with was Donor.com, an organization that provides donation management services for non-profit organizations. They wanted to be able to scale capacity more easily to support their growth and also break up their offerings into web services that could be leveraged more easily by their customers. This was 2007 and cloud computing was just emerging. Donor.com had heard of the AppLogic cloud platform from 3Tera (since acquired by CA Technologies) and had asked us to look into it. We became so enamored by the solution that we not only convinced Donor.com that it was the way to go, but we also decided to offer cloud-based services to other clients using the technology.

What convinced you to choose the AppLogic cloud platform?

After seeing a demo of the AppLogic platform, we could see right away that this was the future of where computing was going. The ability to encapsulate the entire infrastructure supporting an application so that you can easily spin up new instances or move an application from one data center to another is extremely powerful. We were really impressed with the high degree of engineering competency behind the AppLogic platform.

As the chief systems administrator, I also realized that the technology would make my life a lot easier. With the AppLogic platform, I set up the complex infrastructure configuration once for a given application, and then I can easily deploy it many times over. It's so easy that I can hand off a lot of what I used to have to do myself to other staff or to the clients themselves.

Another benefit is that we can use hardware much more efficiently because we can deploy many virtual instances on a single device, and we can add hardware as we need it. One of the things that is so great about the AppLogic platform is I can virtualize not only servers, but other infrastructure



components as well—network devices, firewalls, storage devices and so on. With the AppLogic platform, I can use all of my infrastructure resources far more efficiently.

Can you give us an example of how cloud computing has helped you roll out applications more quickly?

We recently rolled out a site called RelyLocal.com. It provides a web presence for local businesses for sharing coupons and job opportunities, and helps strengthen communities. We built the application on the AppLogic platform. When it was time to move this complex application from a development environment into a staging environment, it was as simple as entering a single command-line. Configuring the environment manually with hardware would have taken me an entire week. Similarly, when it was time to move the application into a production environment, it saved me several days of work. Then, once we rolled out the site, we found it was much busier than we anticipated. We were able to scale up CPU, RAM and disk space easily and within a matter of minutes. With a traditional approach, we would have had to order and configure more hardware, which would have taken us at least a few days.



To learn more about
Agathon Group, visit
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What's the key to your remarkable customer loyalty?

We're proud of the relationships we have with our customers. In the 11 years we've been in business, we have only lost one major customer—and, in that case, we actually chose to turn the business away because it wasn't going to be cost effective for us to support their requirements. We've assembled a team of highly competent experts and we believe in being very transparent and honest. If a customer wants to do something that we believe would be harmful to their business, we'll advise them against it, even if it means turning away business in the short-term. I think it is this transparent approach, combined with our technical expertise that makes customers want to continue working with us.

To learn more from cloud
service providers working
with CA Technologies, visit
ca.com/cloudaccelerators