

cloud
accelerators

can you
differentiate
with cloud?

you can



“We’ve transitioned customers from classical infrastructure to a fully virtualized infrastructure with CA AppLogic® across both large and small deployments.”

Stéphan Grouitch
Chairman, Radix Technologies

agility
made possible™

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cloud

ca
technologies

That's really where we see the opportunity for differentiation in the cloud: providing the services that the enterprise wants.

About Radix Technologies

- Founded in 2006, Radix Technologies is a subsidiary of IT consultancy Itecor
- 25 employees & 4 data centers located in Switzerland, Hungary, United Arab Emirates & China
- Customers range from SMB to large enterprises & service providers
- Has been using CA AppLogic® cloud platform since 2007

For more information, visit radixcloud.com

Types of services offered:

Infrastructure-as-a-Service
Platform-as-a-Service
Virtual Private Data Centers
Virtual Private Servers
Private & Public Cloud Services
Application Wrapping

security sells

With its primary data center nested 200m inside a mountain in the Swiss Alps, cloud service provider Radix Technologies shows how seriously it takes security. “One of the reasons customers choose to work with Radix is our data center in Switzerland and the level of security we can provide here,” says Stéphan Grouitch, chief executive officer at Itecor, parent company of Radix Technologies.

Radix defends the site with 3 layers of security: an outer tier of physical security, an intermediary zone where visitors are vetted for safety, and the barrier provided by the mountain itself.

Also, availability of its cloud services is secured through resilient systems design. “We have 2 levels of redundancy built into the data center. If anything goes wrong in one place, we can have another take over,” Grouitch says.



Not only is the data center very secure and resilient, it’s also highly energy efficient. Because the complex is embedded so deeply into the mountain, the building benefits from the natural lower underground temperatures that keep it cool, and Radix uses hydroelectricity as the primary means of power generation.

While that data center today helps to power Radix’s many cloud services, which include Infrastructure-as-a-Service (IaaS), Platform-as-a-Service (PaaS), Virtual Private Data Centers (VPDC), Virtual Private Servers and Application Wrapping, as well as private and public cloud services, it wasn’t too long ago that Radix wasn’t providing any cloud services at all.

The decision to move to cloud services was born during a large software implementation. “We started developing software for a logistics company that is implemented in 42 countries, and very quickly found an interest in moving to Software as-a-Service (SaaS) to get more flexibility for our customers. That’s when we started to get interested in cloud computing,” Grouitch says.

Today, Radix Technologies is dedicated entirely to cloud computing.



Stéphane Grouitch
Chairman, Radix Technologies

Career Highlights

- Began IT career at Itecor (parent company of Radix Technologies) in 1995
- First positions included consultant & mission director for a number of key clients
- In 1999, established the Itecor Swiss Office in Vevey
- Appointed CEO in 2001
- Personal interests: hiking & golf



David Corriveau
CEO, Radix Technologies

Career Highlights

- Co-founded Radix Technologies in June 2006
- Began career at Idcad, one of the largest PLM consulting firms
- Positions included project manager for large-scale PLM implementations
- 10 years of Internet and technology experience
- Personal interests: mountain biking

What cloud services does Radix Technologies offer?

We offer many cloud computing services, including IaaS, PaaS, Virtual Private Data Centers and Virtual Private Servers, as well as private and public cloud services. One of our very interesting services is the packaging of applications with the CA AppLogic platform. We support our customers 24 hours a day and have offices around the world, including Europe, Switzerland, Hungary, China, and Macedonia.

One of the things that makes Radix Technologies unique is that we have very deep knowledge of cloud computing technologies, but more specifically CA AppLogic knowledge. We've implemented AppLogic in full production environments. We've transitioned customers from classical infrastructure to full virtual infrastructure with AppLogic in several instances and across both large and small deployments. We've developed very deep experience with that technology.



The technologies that we have are really focused on the end user experience.

Where do you see opportunities for service providers to differentiate themselves in the cloud market, and potential profitable areas where they could focus?

What people want is the right level of support behind their cloud services. The companies that we work with are not interested in hiring a large IT staff. They want to be able to use their current staff and they want to be able to expand their services using that staff. By becoming a cloud service partner for these companies, we can help them achieve this. We provide the infrastructure and the software services that are needed. Also, by using the AppLogic library, we're able to provide a complete cloud computing service, not just a virtual machine. Anybody can offer a virtual machine; we have access to a large number of software solutions that we then can provide to our customers.

That's really where we see the opportunity to differentiate cloud, through being able to provide the services that the enterprise wants.

What impact do you see cloud computing having on the role of IT in the enterprise?

We're seeing many enterprises considering what they might do with cloud computing. They don't know yet. They're trying to figure out how to do more with the staff they have. They're learning that while virtualization gets them more productivity from their hardware, they don't get more from their employees. A virtualized environment is just as complex to manage—if not more so—than a physical one.

So they're trying to find solutions that provide that extra level of capability. They want to be able to offer their solutions as a service within their enterprise. We're seeing a lot of them wanting to build a cloud infrastructure that allows them to provide their solutions as a service—not just to provide a virtual machine as a service, but to provide a “solution,” whether it's SAP as a service or their database as a service or their CRM as a service.

That's essentially what they're seeking with the CA AppLogic platform because of the way that it assembles entire services for deployment.



To learn more about
Radix Technologies, visit
radixcloud.com



As security questions slowly go away, we're talking a lot more about performance.

What's your perspective on security?

One reason we have a data center installed in a former military facility is because many companies worry about outsourcing the management of their entire infrastructure and its security. This type of facility provides that extra level of security that can help to get around those issues.

But we also have software security. Customers want to know if virtualization is secure. They want to know if their data are secure on a virtual platform. They want to know that their data isn't going to be beyond their control when they're outsourcing.

However, we're seeing fewer questions about security as people realize that this is the direction that everybody's going in. And as those questions slowly go away, we're talking a lot more about performance. They want to know how much hardware they have to buy; what types of connections they will need; and what type of network.

What kind of impact do you see the consumerization of IT having on IT? And how does cloud fit, if at all, into that trend?

I think that cloud will have an impact. Business technology has always been behind when it comes to considering the user. And the technologies that we have at home are really focused on the end user experience. Even our company, as we were trying to get our solutions into the enterprise, had to be delivered through a SaaS model.

One of the ways cloud is changing the market is because many more small providers are going to be providing SaaS solutions and they will be considering the application's ergonomics and how people use the application. Before cloud computing, these smaller vendors didn't have a chance. They didn't have the ability to put their applications out there and get large companies to deploy their solutions.

Cloud computing is going to enable many of these providers to compete, and many of them are going to make very important changes to business applications.



Are you seeing different types of demand for cloud in different geographic regions?

Across the geographies we serve, the cloud computing requirements are quite different. In Europe, you see a mix of both public and private cloud computing environments. Customers are interested in public cloud services, on-site private clouds and hosted private clouds, and we work with them to develop the ideal solution based on their specific application requirements and security concerns.

In the Middle East and Asia, especially in China, we don't get public cloud requests. Companies want to build and manage their own infrastructure on site. They basically want us to provide them with the expertise they need to manage their own private clouds.

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

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