

# EQUINIX – KBQUEST

## KBQuest Azure/ AWS Cloud Accelerator (KACA)

Converged Solution on Platform Equinix™ and Microsoft Azure/ AWS Cloud Services



### Challenges

- **A cost-effective way is required to match cloud resources with on-premise hardware configuration:** Businesses moving onto the cloud often face difficulties in acquiring cost-efficient cloud resources that match their on-premise hardware requirements. They need help to adopt a proactive monitoring and management strategy to better optimize cloud utilization and spending, and maximize the pay-per-use flexibilities of the Cloud.
- **Difficulty in measuring application performance after cloud adoption:** To justify the return on investment on cloud investments, businesses need advice on ways to collect and analyze application performance data after moving from on-premise to hybrid cloud environments.
- **Limited data storage and accessibility performance:** Packaged cloud resources may not adequately meet the data storage and disk IOPS performance scalability that businesses require as they grow.
- **Hampered by non “Cloud-ready” applications and IT infrastructure:** Businesses looking at cloud adoption may be hampered by legacy hardware infrastructure, such as database-tier configuration, that are not Cloud-ready. Expertise is required, involving solution architecture understanding and consultation, to design a hybrid infrastructure that cost-efficiently leverages current hardware investments to ease one’s cloud journey.
- **Lack of expertise in infrastructure design:** Businesses may not have sufficient in-house IT expertise to manage the duration and frequency required for effective scheduled and non-scheduled cloud data center maintenance. High availability is a critical success factor for adopting a true ‘cloud-ready’ infrastructure when moving onto the Cloud.

### KBQuest Overview

- Founded in 2000, KBQuest provides IT consulting, system integration and application development services to leading businesses in China, Japan and the United States.
- Fuelled by its vision to be an acclaimed world-class IT service provider, KBQuest’s expertise ranges from cloud technologies, mobile solutions, to enterprise systems design and development.
- KBQuest has a strategic partnership with Equinix as its Equinix Reseller Partner. It has also been named Microsoft’s Country Partner of the Year 2015 in Hong Kong. The company is headquartered in Los Angeles, with offices in Hong Kong and Shanghai.
- **KBQuest Azure/AWS Cloud Accelerator (KACA)** eases businesses’ journey to the hybrid cloud by providing a secure, private and high-performance connectivity between the Public Cloud and their IT environment. Leveraging Microsoft Azure/AWS cloud services and Platform Equinix™, KACA enables business applications to securely reside in a private infrastructure in an Equinix International Business Exchange™ (IBX®) data center. This significantly reduces network latency and increases application performance.

### KACA: Key Benefits

- **Ease transition to hybrid cloud:** Offers a direct, private, secure, high-performance, reliable and affordable connection to Microsoft Azure/AWS via Equinix Cloud Exchange™(ECX), thus easing the transition to a hybrid cloud.
- **Peace of mind:** Enhances peace of mind by providing businesses with the scalability required to quickly deploy and scale applications in the cloud as the business grows.
- **Agility and visibility for better cloud management:** Increases business agility and visibility with cloud monitoring services that optimizes cloud management and maximizes cloud investment.
- **Ensure security compliance:** Configures unique identity for controlled access to both cloud and on-premise applications for greater security compliance assurance.
- **Enhance customer experience:** Provides application performance management and operational intelligence so businesses can be more responsive in delivering greater customer experiences.

### KACA: Value-added Features

- **Hybrid cloud enablement:** Helps businesses build a strong hybrid cloud backbone that supports existing applications infrastructure requirements.
- **Enterprise Cloud Strategy Consultation, Managed Cloud Services and Implementation:** Offers comprehensive, end-to-end Managed Cloud services to help businesses architect, deploy, implement and manage client solutions for varied cloud deployments. Also includes cloud monitoring and optimization services for effective management of cloud operations.
- **Identity management integration:** Provides access to both cloud and on-premise applications via a unique identity to increase user productivity and ensure security compliance.
- **Application performance management:** Delivers monitoring services for application and cloud performance; cloud performance baselining and user experience management, to help businesses streamline operational efficiencies and enhance customer experience.
- **Operational intelligence:** Empowers IT developers and business operators with actual, transaction-based search, alert and report capabilities to better respond to queries on user and application activities.

# PARTNER JOINT SOLUTION BRIEF

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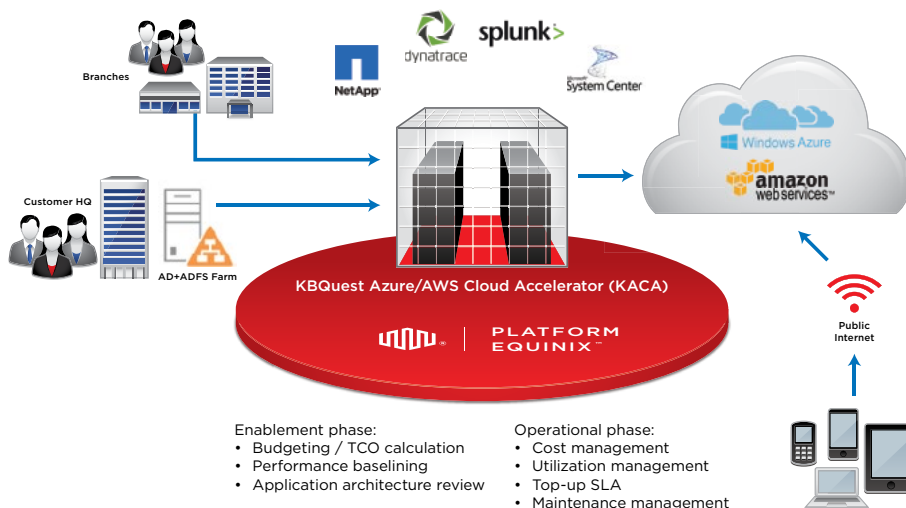


### Equinix Cloud Exchange™ (ECX): Establish a Direct Path to Global Markets via Advanced Interconnection with Networks, Service Providers and the Largest Cloud Ecosystem

Equinix Cloud Exchange bypasses the public Internet to offer businesses the unique advantage of direct access to AWS and Microsoft Azure public clouds. Enjoy seamless, on-demand, more reliable and higher-performance interconnection to multiple clouds and networks across the globe with low latency, near real-time provisioning of virtual circuits.

#### Key benefits:

- **Better performance of cloud-based applications and workloads:** Enjoy high-throughput, low-latency connections that are more reliable and secure, resulting in improved performance of cloud-based applications and workloads.
- **Increased security:** Enhance security and performance for your business with private, direct connections that bypass the Internet.
- **Scale easily with automated, near real-time provisioning of cloud services:** Extend business scalability with ECX's on-demand, automated, near real-time provisioning of cloud services for 1-to-many multi-cloud deployments.
- **Increase business agility:** Enjoy flexibility to meet dynamic business needs by provisioning virtual circuits in affordable increments of 200Mbps, 500Mbps and 1Gbps. Save more with no requirement to maintain constant peak-level capacity.



- **Connect to top business markets, largest cloud ecosystem and more via one port:** Expand your business easily with ECX's global availability in 21 top business markets worldwide. Connect easily to the largest cloud ecosystem – from AWS, Microsoft Azure and Office 365 to Google Cloud Platform, Softlayer, Oracle Cloud and more; networks and managed service providers via just one physical port.
- **Lower costs:** Lower total cost of ownership with reduced WAN expenses; Save more with 30 to 50% discounts for outbound data transfers from top public cloud services.
- **Greater visibility and control:** Increase visibility and control with easy monitoring and provisioning via ECX portal and APIs.

### Equinix Colocation: Build a High-Performance Hybrid Cloud for Interconnection Powered by Equinix

Choose to have your mission-critical data and application workloads reside on Equinix IBX® data centers for the greater peace of mind, security, performance and reliability – that your business needs.

#### Key benefits:

- **Industry-leading reliability:** Enjoy industry-leading levels of reliability with at least N+1 redundancy in power distribution, full UPS power and generator backup systems, backed by proven, industry leading >99.9999% uptime.
- **Peace of mind with world-class security:** Protect your mission-critical data and applications with Equinix's full array of 24x7x365 security equipment, techniques, procedures and capabilities to control, monitor and record access to the facility, including your individual cage areas.
- **Round-the-clock support and recovery:** Get help anytime round-the-clock with Equinix's Smart Hands™ 24x7 support for remote management, custom installations and equipment troubleshooting. Gain further support with IBXFlex™ space which deploys mission-critical operations and equipment in non-cage space within or in close proximity to Equinix IBX® centers to support 24-hour operations centers or storage depots for equipment or part replacements.
- **Global reach with largest worldwide footprint:** Extend your reach geographically to top business markets within 10 milliseconds via Equinix's most connected data centers across 40 markets in 21 countries on 5 continents.

### For More Information

Contact KBQuest for Free Consultation

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