



# Launch<sup>®</sup> to the Cloud with Macquarie Cloud Services.



# Off-site. Off-premises. Private Cloud. Built by us right here, for you.

No single technology fits every need. So when we couldn't find the perfect cloud to complement hyperscale environments, including our own Azure practice, we built our own.

Our high-availability, high-performance Launch<sup>®</sup> platform is built with the technologies and partners you already know and trust, including VMware, Cisco, Dell Technologies, Fortinet and F5. Launch<sup>®</sup> is an IaaS platform that encompasses established and trusted technologies to enable and empower organisations to leverage a hybrid strategy.

Macquarie Cloud Services' Launch<sup>®</sup> offering provides:

1. Full control and visibility of your critical infrastructure through online portals
2. Transparent service inventory, billing and status
3. Online provisioning and reporting tools
4. 24x7x365 support services from our Hosting Management Centre (HMC)
5. High-availability and 100% SLG dual-location Active-Active design options

Reduction of operational risk by:

- Replacing End-of-Life server infrastructure
- Improves and stabilises your infrastructure platforms
- Enhances security posture and compliance
- Delivers meaningful recovery capabilities.

# A cloud to suit your needs.

Our Launch<sup>®</sup> platform is designed to match your organisations' IT skills & resourcing by providing a flexible management demarcation point.

Where workloads are more suited to a flexible private cloud deployment, Launch<sup>®</sup> may be the perfect landing place. Launch<sup>®</sup> provides scalability characteristics typically more associated with hyperscale deployments whilst offering the budgetary certainty you expect from a private cloud.

Whether it's a single-site or dual-site design, our solution blueprints are built from the ground up with high availability in mind. We have built resilience and availability into our product portfolio to meet your (and your customers') needs (per workload).

From single-site builds with geo-diverse disc-based backups, to multi-site, active-active (Disaster Avoidance), to more traditional active-passive (Disaster Recovery) deployments, we can solution the right design to suit your infrastructure, organisational, application and software licensing requirements.

The most common deployment scenarios, whether single or multi-site are:

## Managed Hardware (Bare Metal) deployments.

Suited to where our customers have all the hypervisor and operating system administration skills and resources required to manage the logical layers of the environment themselves, ensuring they only pay for what they need. Rock solid infrastructure as a service.

## Managed Hardware and managed (VMware) hypervisor.

In this deployment model our customers can benefit from our depth of knowledge in VMware and infrastructure, whilst having control and responsibility for the operating systems within their environments. We provide native (vCentre/vCloud Director) administrative access so you can administer your own virtual machines just as you would on your own on-premises or colocated infrastructure.

## Managed Hardware, (VMware) hypervisor and operating systems (Windows and Redhat).

Perfect for critical workloads and customers with small IT teams looking to outsource the majority of infrastructure administrative and support functions or for larger teams wanting to focus more on IT business outcomes and application level support and development.

We know things can change over time, so as your needs change we can adjust our management responsibilities to suit your team and internal resources. Similarly we can provide a blended solution where critical workloads are managed 24/7 by our service assurance teams whilst non-production workloads are managed by you. All on the same reference architecture.

## The Launch<sup>®</sup> platform offers a variety of performance based customisations.

Launch<sup>®</sup> compute offers standard and high-performance blades that can be utilised within a single environment. This means that database and other CPU intensive virtual machines can be provisioned on higher specification hardware, ensuring optimal performance and end-user experience whilst more commodity-based instances can reside on standard compute resources, ensuring workloads reside on the appropriate compute performance tier.

Launch<sup>®</sup> Virtual DataCentre (VDC) RAM and CPU blends can be tailored to suit your workloads from our catalogue of standard compute configurations.

In the same way, we can present a tiered storage deployment model suiting everything from high performance databases, virtual desktop infrastructure (VDI) or sleepy legacy applications.

All storage is provided by the GB/TB with Service Level Guarantees (SLGs) for minimum IOPs per tier.

## Optimise your compute utilisation for maximum commercial and technical benefit.

Due to the fact that we present our Launch<sup>®</sup> compute as a resource pool (or multiple resource pools) you can decide the resource contention ratio that suits you.

We give you total visibility of underlying storage, RAM and CPU utilisation across your Launch<sup>®</sup> resource pool(s) so you can decide how virtual machines share the resources to ensure system performance whilst managing infrastructure utilisation (right-sizing) and cost.

## A storage service catalogue to suit all your needs.

It is highly likely that your storage needs aren't limited to SAN/Block storage for virtual infrastructure deployments.

For that reason we've integrated a diverse selection of storage platforms to suit everything from high performance media libraries, to data lakes, to low cost, disc-based archives.

All available via the GB/TB again, with single or multisite deployments, we offer Network Attached Storage (NAS), Object Storage, Archive storage, an Offsite Backup Target for use with your existing backup processes and fully managed Backup as a Service (BaaS) to suit your requirements and ensure that we fulfill your entire private cloud requirement, not just the easy parts.

## Security isn't an afterthought.

Launch<sup>®</sup> has been built with security in mind. Our products have been architected with our clients' compliance in mind. Whether you are processing financial data, holding clinical/medical records or are rightly diligent with more generic corporate datasets we can meet your requirements.

As a highly certified and compliant cloud services provider we understand how to accommodate your particular security related needs.



# Why off-premises with Launch<sup>®</sup>?



## Better for finance.

Lower overheads and a better balance of capex and opex, resulting in better cash flow.



## Made for you.

Unique to your custom requirements, needs and specifications.



## Secure.

Security for your surety. A dedicated environment just for your data, housed within our owned and operated Tier III certified data centres.



## Better transparency and performance.

Ensure predictable availability and performance with assets dedicated to your requirements, unaffected by 'noisy neighbours' on shared infrastructure..

# Customer service isn't a 'nice to have'.

Our Launch off-premises private cloud is Australia's most recommended, backed by an industry leading Net Promoter Score.

## We prefer outstanding service over outsourcing.

When you contact our Hosting Management Centre (HMC) you'll speak to one of our qualified and accredited engineers based in Australia who'll assist you from start to finish.

- Industry leading Net Promoter Score (NPS) of 80+ Better than any other IT provider in Australia, yes really.
- 24x7x365 Australian-based support real support Right here and right now.
- Ready to provide Personal Accountable Service We recently won the World's Best Customer Experience Award, the first by an Australian company. Read about it here.



# Don't just take our word for it.

Behind Australia's leading NPS score are our customers who have already launched to the cloud.



