CloudStack Helps proIO to Become a More Profitable and Successful Managed Service Provider

Delivering cloud solutions need not be as complex and costly as some would have thought. With the right technology stack, companies can quickly and easily deploy a flexible and stable IaaS offering to support any business requirements, as proIO discovered. proIO was founded in Frankfurt, Germany, nearly 20 years ago, as Swen Brüseke explains. "We wanted to create a company based on holistic IT concepts, providing support and advice from system design and creation through to smooth day-to-day running of operations."

The company started by remotely looking after its customer's physical servers and data centres in both Frankfurt and Hamburg - 24/7.

This has grown to the extent that they now support thousands of physical servers.

During the last few years, customer demand has led proIO to extend its support services with a fully managed cloud offering to become a Managed Service Provider specialising on open-source Linux applications. "We started initially with Citrix CloudPlatform, said Swen. "This enabled us to build an IaaS solution at our datacentre; and has developed and grown from there to where we now auto-manage and enable our customer's operating systems and applications, covering all their infrastructure needs from hardware through to end-user programs.

A Move to Apache CloudStack

proIO now hosts its data centre in a dedicated facility in Frankfurt with its own cage, racks and hardware located in the secure 24/7 monitored location.

The company migrated its cloud to CloudStack in 2019 for a number of reasons, as Swen explained. "We had used it for several years on various other projects, and so we had acquired a great amount of working knowledge. This experience demonstrated to us how easy it was to set up a proof of concept and deploy a Cloud-Stack-based solution. It was also much easier to keep up to date once deployed, compared to other solutions we had looked at.

"CloudStack is great for implementations as small as one server – especially important when you are setting up a proof of concept, and its features matched what we were looking for from the get-go. We have been very impressed by the great community. This has meant that there is always somebody out there to help with a problem or feature request. We looked at OpenStack, but we quickly ran into problems, and as a small team, we did not possess the resources needed to overcome them"

Swen Brüseke, CEO, proIO GmbH

A Fully Redundant Infrastructure

proIO's cloud infrastructure is built using a combination of technologies with redundancy and performance as the main focus. To ensure maximum uptime and minimal downtime, the company relies on redundant hardware and network paths from trusted industry leaders like Dell and HP, and switches from Juniper. By using redundant network cards and paths, proIO can provide its customers with a highly reliable and resilient network infrastructure, capable of handling high volumes of traffic. This is particularly important for businesses that rely on mission-critical applications and services, where any interruption in service can have serious consequences.

"Currently, more than 95% of proIO's virtual machines are Linux based. Our customers are not bothered whether their operating system is open source or not," explained Swen. "They just want their apps to run to support their business.
We now look after all types of customers from healthcare, hotel booking, through automotive and clothing to publishing."

Swen Brüseke, CEO, proIO GmbH

A Vibrant Community is Key to Rapid Project Development

One of the key benefits of using open source has been that proIO are not vendor locked when it comes to choosing hardware. They can switch to ensure they can always source the best solution for their needs.
"For us, if an organisation wants IAAS in-house, then CloudStack is the only solution," said Swen. "Its small footprint, flexibility, ease of use and ability to use standard hardware enable a small IT dept or data centre to set up and support CloudStack much easier than other products."

Being a part of the CloudStack community is also an important benefit, as Swen explained. "People think you need to be a developer to contribute to the community, but that is not the case. We are not developers, but we add value in other ways, such as documentation, testing and troubleshooting.", say Swen Brüseke.

"I would recommend CloudStack wholeheartedly to any organisation that is looking at developing a powerful cloud-based infrastructure in a simple and efficient way! "

Swen Brüseke, CEO, proIO GmbH

About proIO

PRO
www.proio.com

proIO is a Managed Serviced Provider based in Germany and delivering custom cloud and IT solutions and technology consultancy to a wide range of business customers in diverse industries. Part of their customers are active value GmbH, Lego and s.Oliver Bernd Freier GmbH & Co. KG.

www.proio.com   **info@proio.com**   **+49 69 7390490**

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