

Don't just take our word for it:

"A proper technical company providing proper technical solutions to todays IT problems"

"They have a great deal of knowledge and they listen to what you want and give honest advice, always looking out for the best options for their client"

"Their technical expertise is second to none, I cannot recommend them highly enough"

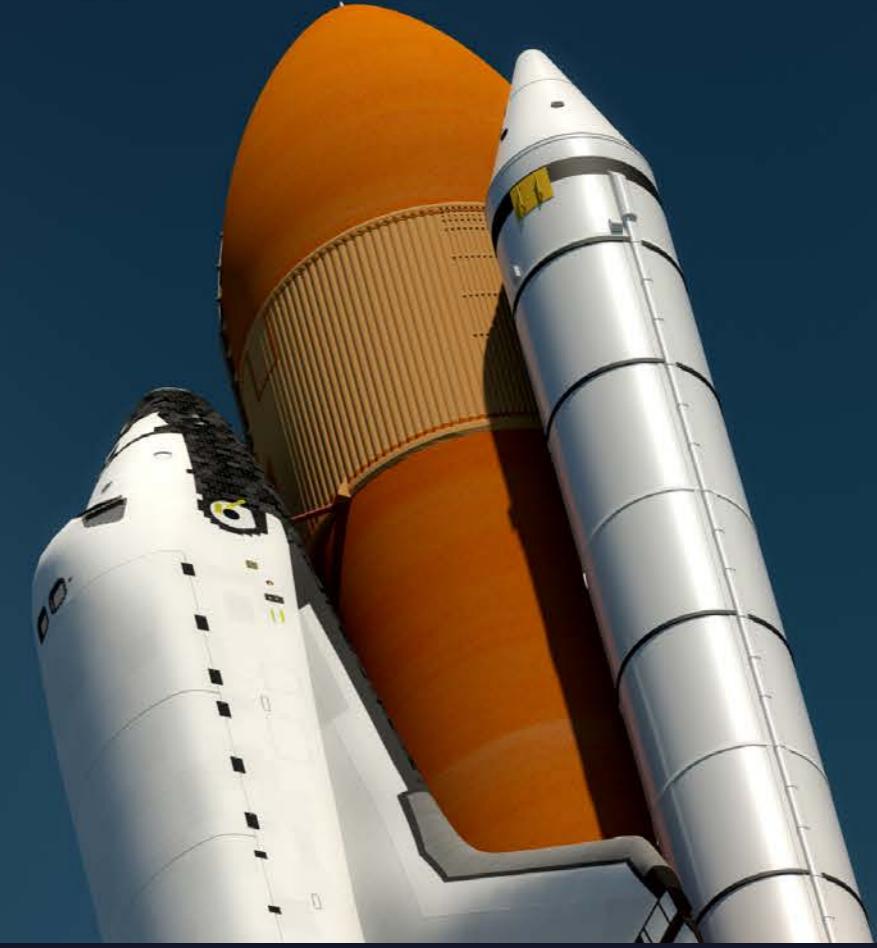
"Professional but friendly, human and easy to deal with"



TRUST PILOT

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blue
sky
systems

Cloud IT Solutions
“IT as a Service”



PROFESSIONAL CLOUD PROVIDER



Microsoft Partner

veeam | CSP PARTNER Silver



Company ethos



Blue Sky Systems was set up with a vision to deliver IT services that go beyond the 'off the shelf' IT that you can buy online. We offer a personal service that delivers complete peace of mind IT for you and your business. Our team have extensive technical backgrounds in Engineering and IT.

We designed and built our own Cloud platform so that we could offer our customers a complete 'in-house' service for added security. Our data centres are located in some of the most high-level secure environments and **ALWAYS** in the UK, ensuring our customers data is protected to the highest standard.

Our detailed knowledge covers all areas of IT with experts in VMware Virtualisation, Virtual Desktops, Storage and Microsoft Systems to back our own Cloud Hosting Platform.

That's why we're trusted by many UK Companies to keep their data safe with our ISO 27001 Security Accreditation.

Our mission is to provide:

- High performance hosted and hybrid systems – architected to meet each customers specific needs.
- Continuous monitoring and rapid response to issues to ensure services are always on.
- Support for our clients with the best possible customer service.
- Cost effective solutions, with billing that is stable and forecastable.
- Peace of mind security for our clients data and systems.
- Guaranteed privacy with all services hosted from UK facilities and managed from the UK.
- Ongoing focus on Cyber Security

Understanding the different cloud options

With so many options of cloud services on the market, you may be confused about which is right for you – this might help:

Public cloud



Public cloud services are the most commonly used cloud service. Resources such as servers and storage are owned and operated by a third-party cloud provider and delivered over the internet. You have most likely heard of AWS (Amazon's cloud platform) or Azure (Microsoft's cloud platform), even Google has a cloud platform that you can choose.

Essentially, these brands own the hardware, software and other supporting infrastructure and you access the services you want, wherever you have an internet connection.

Typically, public cloud services are perfect for the large enterprises or people with IT knowledge. They are built on brand and reputation and offer a service that suits large organisations with large IT teams to manage. On public cloud platforms there are many charging layers which are billed by the minute, leading to challenges with estimating bills and the need to allow for unexpected costs.

Private cloud



Private cloud services are used exclusively by a business or organisation and are typically hosted by a cloud provider. In a private cloud the services and infrastructure are maintained in a partition of a larger hosting platform so that the services are dedicated solely to your business.

This makes it easier to customise your IT infrastructure to meet your own business needs, whilst also enhancing the security of your solution.

Private cloud services are typically used by many organisations who seek to have enhanced control over their IT. The benefits of using a private cloud provider is the additional levels of security, complete flexibility and high scalability but also a unique customer service that is hard to match.

Hybrid cloud



Hybrid cloud services are sometimes referred to as the 'best of both worlds'. Hybrid clouds combine on-premise infrastructure and private clouds with public clouds so that businesses can benefit from the advantages of all.

Businesses may use the public cloud for high-volume, lower security needs such as web-based email and the private cloud (or on-premise infrastructure) for sensitive business critical information such as customer data and financial reporting.

Managed cloud



Managed Cloud allows businesses to obtain the benefits of the management of their IT services from a Managed Service Provider (MSP), and can incorporate Public, Private and Hybrid cloud components.

MSPs provide the additional management of key services, systems, resilience, backup, disaster recovery and security elements for the customer.

A business might already employ an IT Manager or even a team who can manage the migration from traditional IT to Cloud IT by purchasing some services from a public cloud provider, but at the same time employ the services of a Managed Service Provider (MSP) to utilise their skillset for managing these key elements on a 24x7 basis.

Our cloud services



Are you happy with some of your current IT set-up but looking to compliment it with some Cloud services?

We can work within your current IT infrastructure to provide cloud services to you and your team and where necessary we will work with your existing suppliers to provide;

Virtual Desktops

Quite simply this will transform the way your business operates. The benefits are felt by every individual within the company, not only through the flexible working opportunities that it provides but by promoting more efficient working and collaboration between your teams.

Accessing your entire network, all files, all data and all critical applications whilst on the move is a game-changer.

Critical Business Applications

Business Applications are critical to many businesses, including legacy client/server applications as well as more modern web-enabled systems. Hosting these within a Cloud environment brings the cloud benefits to these services, allowing an "escape to the Cloud" for many customers.

Supporting your Cloud Applications

We can support and integrate with all of your typical applications such as Office 365, Google, OneDrive, Dropbox and more, but we also support your business specific applications such as SAP, Sage, Salesforce and other packages your company uses daily to ensure that your services don't change, they just become more efficient.



Cloud Backup and Data Recovery (DR)

Our Backup and DR protocols are so rigorous that we even have additional layers of protection to ensure that even in the worst case scenario, your business is back up and running quickly.

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Seven benefits of cloud computing...

If you're still not convinced that Cloud IT is right for your business, here are some reasons that might help you decide:

1. Mobility

By far the biggest benefit of cloud computing is mobility. Cloud services generally give you and your employees the flexibility to work from any location (with internet connection), be that at home, in the field, when travelling and even when abroad.



2. Scalability

Cloud computing allows you to add on additional users, features and services, which can be switched on quickly as required. Services can also be shut down / disabled flexibly to suit your business.



3. Data Security

Cloud providers invest heavily in security as part of their offerings, monitoring and handling security risks as part of their normal activities. When compared to traditional on-premise IT solutions, the cloud provides a great many security benefits to protect data better.



4. Free from Capital Expenditure

Cloud services move from the traditional Capital Expenditure model to a 'Pay as you use' basis, with most services having minimal setup costs.



This provides significant benefits to business cashflow, whilst also allowing services to be trialled with small groups of users and then scaled up as the business requires.

5. Backup and Disaster Recovery

Most businesses will have encountered some level of 'disaster' to their IT system over the years.



Cloud platforms can provide backup and disaster recovery services, and if designed and configured as part of a service, they can remove the worry and achieve much faster recovery timescales than traditional IT systems.

6. Worry-free IT

Cloud providers can monitor your platform 24x7 plus they have the ability to detect issues before they even arise.



The chances of your system going down and impacting on your business productivity are significantly reduced with tighter controls and system recovery protocols in place.

7. Improved Collaboration

Employees can easily share data to complete projects even from different locations. Field workers can easily share real time data with the office and you can say goodbye to repetitive tasks such as data re-entry with many systems supporting online access to live data.



Cloud computing improves efficiency and increases productivity.

‘We don’t presume that every customer will want a full IT system from us and that’s ok.’

We believe that you should only buy services that benefit your business, so we never over-sell packages that customers don’t need. If you only want to supplement your current IT infrastructure with virtual desktops or servers then you still get the same level of customer service.

IT as a Service

IT as a Service - Your complete IT system in the cloud. At Blue Sky Systems we can offer you a full ‘peace-of-mind’ solution with our IT as a Service.

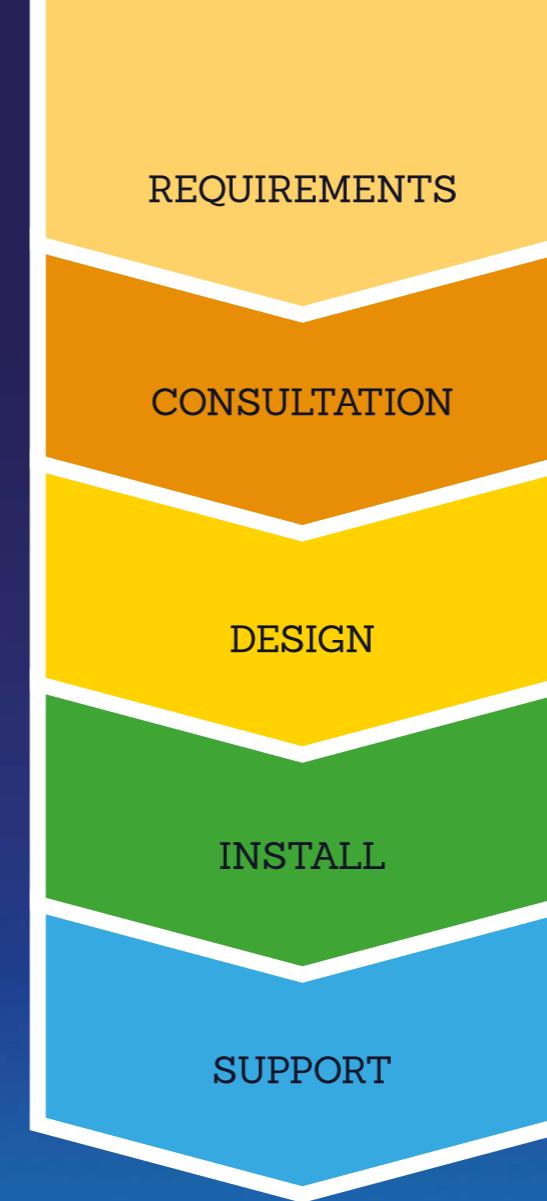
We act as your ‘go-to’ IT team and manage the whole process of upgrading your systems to make the process as painless as possible. Our job doesn’t end there as we then continue to monitor and maintain your system for the foreseeable future – adapting to changes within your business or within the market to ensure you always keep one step ahead.

We run our own cloud platform with a 99.9% uptime SLA so we are used to making sure systems are engineered for reliability, but are also cost effective. Our platform is independently assessed and accredited to ISO 27001, with all our engineers being trained to support this standard.

The greatest benefit of having an IT as a Service system is that it allows senior management to significantly reduce their day-to-day involvement in IT whilst ensuring their IT systems are supported, maintained and developed in line with industry best practice.

Blue Sky Systems can deliver a ‘hands-off’ IT management facility to handle all aspects of your day-to-day IT support on-site and off-site including proactive management and consultancy for your future IT strategy.

Included in our IT as a Service is back up and disaster recovery as standard, so you no longer need to worry about a lost laptop or data breach, we would have it covered and your data restored in no time.



Requirements

At Blue Sky systems we begin with the customer and their needs – Our first stage is to understand the customer requirements to allow us to tailor the solution to meet their needs.

Consultation

Following on from the initial requirements stage we begin a consultation stage to ensure we fully understand the requirements and to ask any questions pertinent to the project

Design

We take the customer requirements and assemble the solution from our range of services and then review this with the customer in easy to understand terms.

Install

We work with the customer to migrate their systems and data (according to the agreed migration plan), ensuring the systems work as desired.

Dedicated Support & Management

Our dedicated support services take in both customer support queries and our in-depth 24x7 proactive system monitoring to resolve issues before they affect the customer. We also maintain the systems with patches, updates and upgrades which are all managed as part of the service.

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‘This is our 3rd cloud migration and we have finally hit our Nirvana. It is robust, reliable and we couldn’t be happier. Cannot believe that there are companies who still deploy their own physical servers’

HOW we compare



“ We are
passionate about
IT so our
platform was
designed with
businesses like
yours in mind. ”

Blue Sky Systems are proud to offer Cloud IT solutions that deliver Managed Cloud services, which go beyond the service approach of the large cloud providers like Amazon Web Services (AWS), Microsoft Azure, VMware vCloud Air and Google Cloud.

The reasons we believe our Cloud Services offer you the best solutions for your business:

- Dedicated Support
- Resilience as standard
- 99.9% Service Uptime Guarantee
- Always On - 24/7 Monitored & Managed
- UK datacentres, UK support
- Security: The customers data is king
- Extra features as standard*

*Graphics Processing Units (GPUs) are built-in to most devices we use today (also referred to as graphics cards) they render images for enhanced performance.

This is a feature you should have as standard on any desktop, and therefore it is an essential feature for Virtual Desktops.

How do our services compare?

Feature	aws ²	Microsoft Azure ²	blue sky systems
Uptime Guarantee	Infrastructure level	Yes	Yes
	Service uptime across all customer Services	Not included	Not included
Resilience Hardware (N+1 Redundancy)	Additional	Additional	Yes
Inter-Datacentre Resilient ²	Outside OK	Additional	Additional
Virtual Desktops Offered ²	Yes	Preview	Yes
Hardware GPU for Virtual Desktop ²	No	No	Yes
AntiVirus for VMs	Additional	Additional	Yes
Backup Included by default	Additional	Additional	Yes
Platform Support	Yes	Yes	Yes
End-user support	Not offered	Additional	Additional
Fully Managed Service	Not offered	Not offered	Yes
Install directly from ISO any Supported x86 OS	Import Only	Import Only	Yes
Scalability	Individual Server VM	Yes	Yes
	Individual User VDI	Yes	Preview
	Flexible VM Resource Amends	Template Size	Template Size
Migration	Support to migrate existing VMs to the cloud	Yes	Partial

Notes:

1. Comparison based on published website data from Cloud Providers August 2019.
2. Based on UK datacentre location service availability.
3. VMware on AWS and VMware on Azure have different limitations to those shown above.