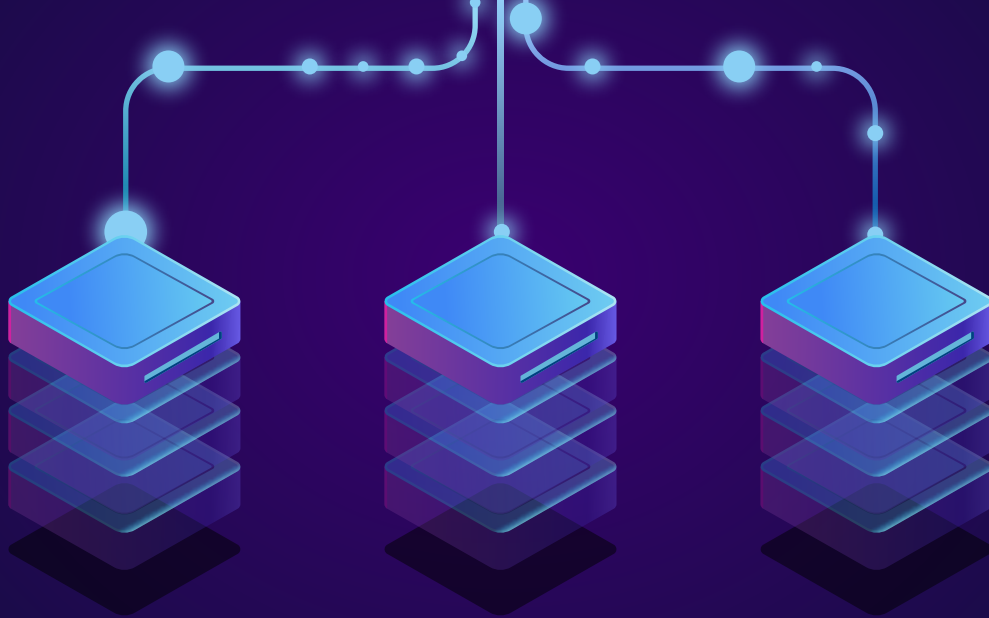


# APICULUS



apachecloudstack™  
open source cloud computing



## FULLY MANAGED REGIONAL AND SOVEREIGN CLOUDS

The localised public cloud market is growing exponentially, with local, domestic and regional cloud providers rising to address the demands for a locally available cloud service from the Enterprise, Government and SMB segments. Serving this market need requires a solution with a low ownership cost, which can help companies scale operations rapidly and deliver an end-user experience of global standards.

By utilising Apache CloudStack's orchestration capabilities, Apiculus offers complete customer life cycle management by delivering orchestration, billing, monitoring, reporting, transactional and operational capabilities. In other words, Apiculus adds a powerful business overlay on top of CloudStack to enable cloud providers to offer a stellar public cloud experience in their local/regional markets.

# How We Use CloudStack

Apiculus uses CloudStack as the orchestrator for delivering all basic IaaS features - this includes virtual Compute, Block (and Snapshot) Storage, Kubernetes, Virtual Private Clouds and Autoscale.

Our integration framework also makes it possible for non-CloudStack platforms to interface with CloudStack in order to use any of the underlying infrastructure. For example, a cloud provider can use CloudStack's network design to deliver Bare Metal machines (using another ISV) and deliver a single-window UX to the cloud users.

Further, we have also layered the concept of Availability Zones that allow larger cloud providers to set up their cloud across multiple sites and regions (near-site and far-site) and design their service catalogues strategically.

## Apiculus CloudConsole CMP

Self-service

Billing

IAM & RBAC

Marketplace

White Label

## Apiculus AdminOps and Monetisable Cloud Service Offerings

Apiculus AdminOps	CloudStack-powered IaaS		Other Services
Ticketing	Virtual Compute	Autoscale (w/ Zabbix)	Bare Metal
Monitoring	Kubernetes	Virtual Firewalls	Object Storage
Analytics	Virtual Networks	Load Balancers	Backup & DR
Marketing	Block Storage	Agentless Backups	AWS Brokerage

## Service Provider Assets

Hardware

Data Centre

Network Connectivity

# Why CloudStack

Of all the platforms and solutions available in the market, we use CloudStack for 3 simple reasons:

- ▶ CloudStack is **built by real users** who understand the challenges of other real users with no 'large vendor' backing or influencing any decisions. The community's commitment to open source is unparalleled. This is a key requirement for regional and Government clouds, which also aligns with our philosophy of minimising technology lock-ins.
- ▶ CloudStack is **extremely easy to set up**, learn, manage and operate. In our market(s), this not only helps our customers launch quickly, but also makes them feel empowered by way of using a technology that can easily be in-sourced.
- ▶ CloudStack maintains **extremely low costs of ownership**, which allows our customers to price their cloud service extremely competitively and yet enjoy significant operational profit margins.

CloudStack is primarily a private cloud/IaaS platform for Enterprises. With Apiculus, we're taking CloudStack into the public cloud domain and in markets that are only at the cusp of massive cloud adoption. Further, we're also working towards taking CloudStack to the Government and institutional markets in emerging markets. Our aim is to position the combination of CloudStack and Apiculus as a robust cloud solution in 100+ countries and 300+ Enterprises in the next 3 years, and establish the combination as the go-to choice for operating private and public clouds.

Kshitish Purohit, Chief Product Officer @Apiculus



# About Apiculus

Apiculus is a **Cloud-as-a-Service** solution that addresses technology, business enablement and customer experience needs of regional, domestic and edge cloud service providers. As an **all-in-one technology & business platform** that combines cloud service monetisation, infrastructure management and customer life cycle management, Apiculus offers **an integrated solution for cloud providers** in edge markets. Apiculus enables:

- ▶ new service providers to **launch and operate** independent, green-field public clouds with 100% data localisation.
- ▶ established IaaS providers to **transform and scale** their VPS service into a full-fledged multi-service public cloud offering.
- ▶ service providers to offer a standardised **service delivery and user experience**.

