

Opportunities for Cloud & Hosting providers

The operational advantage: The visibility & perspective VMinformer provides

The marketing opportunity: Differentiate your service

Now you can demonstrate that you not only have a special method for managing customer's outsourced infrastructure but you can show that it is constantly applied.

Cloud security and health

VMInformer delivers an efficient mechanism to audit virtualized infrastructure. VMinformer is easy to use across the whole infrastructure, or a customer domain. Cloud providers can assess against public standards or their own specialized ones. VMinformer's open interface can be used to check a whole range of virtualization settings.

Better service for customers

VMInformer also can be used to report against a variety of regulatory requirements, industry standards, or specific client performance configuration needs. Now you can group customer VMs and provide reports specifically tailored to the customer.

vmware
PARTNER

TECHNOLOGY
ALLIANCE

Cloud and hosting providers are extensive users of virtualization technologies. Virtualization provides them with a mechanism to quickly provision computing resources to their customers at a market competitive price point.

Cloud Providers more than any other virtualization user understand how unplanned setting changes can compromise their own, and their customer's, infrastructure. Many hosting providers have excellent design goals and procedures for running their data centers. However it is the sheer volume of machines under management and the myriad of settings that need to be controlled that make this task bewildering and consequentially mistakes do occur.

Managing risk and scale

Usage contracts aim to commercially restrict customer behavior, and data center business processes direct employee behavior. Cloud Providers restrict customers to separate network zones to prevent security breaches across domains and to the infrastructure itself. Cloud providers has to manage hundreds of settings per domain and with human error rates of one to two percent misconfiguration is common. Every architecture is as strong as its weakest link, there is a clear need to ensure that templates and controls are universally maintained and monitored.

Why VMinformer exceeds existing monitoring tools

Existing monitoring technologies were designed for physical devices, they do not report accurately in a virtualized environment. The lack of visibility into the controls and settings of a virtualized environment is the same problem for cloud providers as corporate IT managers. Until now, it has been prohibitively expensive to run thorough checks. VMinformer can audit thousands of settings accurately in a matter of minutes.

Differentiate your service

Corporations don't entrust their assets to third parties lightly. VMinformer allows you to demonstrate that you are constantly meeting contracted performance levels. This allows a public cloud provider to differentiate their services by demonstrating that their policies and procedures are enforced. In a competitive world any provider that exceeds the norm will stand out.

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Often underlining virtualization infrastructure has been built by employees than have since left, delivered from third parties or from configurations inherited through acquisition. The following issues are prominent in almost all virtualization deployments:

- Lack of segregation of duties across IT discipline;
- Less control over the provisioning and management of virtual servers, machines; and
- Traditional measurement methods and tools do not detect the special attributes of virtualized infrastructure.

Accordingly, most virtualization deployments are not optimally configured. Optimally configured deployments deteriorate over time. VMInformer will highlight what needs to be updated and reconfigured. VMInformer it is built from the ground up as a pure virtualization tool provides cloud providers with better visibility over their infrastructure. Existing monitoring technologies were designed for physical devices, they do not report accurately in a virtualized environment. The lack of visibility into the controls and settings of a virtualized environment is the same problem for cloud providers as corporate IT managers. Until now, it has been prohibitively expensive to run thorough checks. VMInformer can audit thousands of settings accurately in a matter of minutes.

Easy to start

VMInformer is packaged with compliance rules (policy templates) and remediation advice for the world's most common security standards.

Simply download a VMInformer Trial Edition. The report will highlight the issues. You can upgrade to a licence that will advise the remediation steps.

If you enjoy using Vminformer then you can start to build your own health and security checks. The interface to the compliance rules is open, which means that professional service firms, integrators, can interpret existing policy templates, or tailor policies for their client's.

Incorporate the assurance method into your marketing

VMInformer is used by some cloud providers to market to: their existing customers to demonstrate the provider is exceeding their SLAs; and to prospective customers as a service differentiator. Corporate IT managers want to see controls in place before they outsource their IT assets. Awareness of the broader virtualization issues is increasing, traditional machine monitoring in a virtual environment will be seen as deficient.

About VMInformer

VMInformer provides the necessary assessment method to constantly audit virtual infrastructure. This allows public cloud providers to differentiate their services by demonstrating that their policies and procedures are enforced.