

Nominee: Energy Savings Trust/ CohesiveFT

Supporting Vendor: CohesiveFT

Nomination title: Achieving energy efficiency targets faster and at less cost with Cloud Computing

The Project:

The non-profit provides impartial advice to people, businesses and communities on how to save energy and has amassed 20 years of information: over 250 million data points relating to 25 million domestic properties at an address level. To minimize costs, EST wanted to move their compute resource to the IBM SmartCloud in order to capture, record, analyse and graph data.

"The services we provide should support initiatives such as the Green Deal and make it possible to achieve energy efficiency targets faster and at less cost," wrote Will Rivers, Housing Data Manager, Energy Saving Trust.

The non-profit already used IBM software and hoped to migrate seamlessly to the cloud. CohesiveFT and Assimil8, both IBM Business Partners, helped EST migrate and securely connect to the IBM SmartCloud.

The services EST provide now support energy initiatives and make it possible for UK consumers to achieve energy efficiency targets. "IBM SmartCloud means that the services we can offer are no longer constrained by the limitations of our on-site hardware," wrote Simon Elam, Programme Manager, Energy Saving Trust.

The Product:

VNS3 provides overlay software defined networking capabilities to allow users to control addressing, topology, protocols and encrypted communications for business applications. With VNS3, enterprise IT teams can manage and run key systems and cloud-based servers as if they are running in on-premise data centres. Unlike all other security and connectivity solutions, VNS3 users can control secure, encrypted VPN connections between deployments and data centres using standard IPsec tunnels and UDP multicast protocols to distribute a federated network across multiple public and private clouds.

VNS3 helps enterprises of all verticals meet compliance requirements, attest to data security, and control any cloud deployments. VNS3 users can dynamically launch and configure overlay networks in minutes using a REST API or web-based interface.

Differentiators:

With VNS3, enterprise customers can guarantee secure access between their corporate datacenter and cloud-based systems. Previously, security and networking software could not guarantee this level of access and accountability for the enterprise.

CohesiveFT works with channel partners, cloud providers, and industry groups to offer even more robust solutions. Our overlay networking device, VNS3, can be combined with partner solutions to create a “cloud container” solution for each use case. VNS3 does not require new knowledge or training to implement. Customers can be easily create and start work on their applications without changing vendors, relearning software, or hiring more staff.

CohesiveFT enable enterprises to run business operations in the cloud. CohesiveFT are the leader in enterprise application-to-cloud migration and providing more software defined networking for cloud computing than all competitors combined. Unlike other hardware or software vendors, our customers can control their cloud projects with their own software.

Cloud users can integrate VNS3 with existing edge and DMZ equipment like IPSsec extranet, intrusion prevention, IDS and stateful inspection devices. VNS3 requires no new knowledge or training to implement. VNS3 is a pay-as-you-go virtual network server that eliminates cloud networking risk.

Users can launch and configure in minutes using a REST API or web-based interface.

VNS3 is configurable in a mesh eliminating vendor lock-in and allowing for high availability, geographic distribution, and cloud federation.

The Process:

CohesiveFT approach each customer or end customer by addressing the greater cloud and networking needs, rather than beginning with a product-specific sales call. If a customer currently uses a technology, tool or script, we recommend solutions from various software vendors and cloud providers to reduce the “cognitive load” on IT teams and prevent vendor lock-in.

CohesiveFT solutions have allowed end customers to build and target multiple public, private and hybrid clouds (AWS, IBM SmartCloud, Rackspace, VMware, etc). Over 2,000 customers have logged over 60 Million virtual network device hours with VNS3 since 2008. Subscription-based customers and partner affiliates seek out CohesiveFT for our industry knowledge. CohesiveFT is a member of the Amazon Partner Network, Open Networking Foundation (ONF), and Open Data Center Alliance (ODCA) and is an IBM Business Partner - Ready for SmartCloud Services. CohesiveFT was the first third-party server listed in the SCE catalog, and the trial version of VNS3 image is still the most used image in the catalogue.

Recently, CohesiveFT and VNS3 were Runners up in the 2013 Data Centre Solutions (DCS) Awards; winners in the 2013 International Datacenter & Cloud Awards; listed in the 2013 Top 100 Cloud Service Providers from Talkin' Cloud; a finalist in the 2013 Computing Security Awards; and winner of the 7th Global Security Challenge Summit post-revenue company pitch.

Why nominee should win:

- CohesiveFT helped the Energy Savings Trust migrate to IBM SmartCloud without interrupting operations.
- The EST securely extended their existing data centres to the IBM SmartCloud deployments with CohesiveFT's overlay networking solution, VNS3. Overlay networks and image management allowed the customer to replicate existing IT resources from their data centers to data center compute grids in the cloud. The overlay network allowed both connectivity and security over encrypted data, and customer could attest to security.
- EST functions are now accessible at any time, from anywhere, yet still retain all the functionality of a traditional enterprise level BI solution.
- Cloud is the most ecologically sound way of rolling out software, with a dramatically reduced carbon footprint seen. Plus, the public cloud and physical, on-premise data centers were connected without rearchitecting or changing vendors.
- *"IBM SmartCloud means that the services we can offer are no longer constrained by the limitations of our on-site hardware,"* says Simon Elam, Programme Manager at Energy Saving