Cisco Intercloud Fabric for Providers

Deliver a Complete Hybrid Cloud Solution to Your Customers

There are times when your customers wish they could expand their data centers. It happens when they need more computing and storage capacity than their own facilities provide. Perhaps it is the end of a quarter, and summing-up and reporting applications are using all their center’s computing power, and less crucial uses are sidelined. Or they’re getting ready for holiday shopping, and they need enough capacity to process many more sales than usual. Perhaps they just want more capacity in general without having to build out their own data centers.

Expanding data center capacity can be challenging, but Cisco has a solution. Cisco® Intercloud Fabric for Providers allows your customers to extend their data and applications into your public cloud with the same performance, security, policies, and workload control that they have in their own data centers.

Cisco Intercloud Fabric lets you offer your customers not simply more capacity, but peace of mind with a complete cloud solution residing on your infrastructure that incorporates private, virtual private, and public resources for a hybrid environment that offers the best of all these approaches. You don’t have to compete only on commodity services: you can differentiate your offering as a premium service as well as provide a robust set of cloud deployment options (Figure 1).

The Growing Trend toward Hybrid Clouds

Companies are increasingly adopting hybrid deployment options.

- They need the flexibility to add more capacity on demand without enlarging their data centers.
- They want added capacity to be available temporarily and to be able to use more or less capacity as needed.
- They need their extra capacity to behave just as it does in their data centers and internal clouds.
- They need to control costs and ensure security.
- Public clouds offer savings over building out a company’s own data center, and hybrid clouds can offer security and privacy.

The use of hybrid clouds is expected to grow. 70 percent of enterprise customers surveyed by the Gartner Group in 2012 said their companies would pursue a hybrid cloud strategy by 2015.

What Do You Need?

Give Your Customers Flexibility and Control, Build Deeper Relationships with Your Customers, and Differentiate Your Services

Customers have many options for public clouds, and Cisco Intercloud Fabric for Providers can give your customers more reasons to choose your cloud services. Your customers can:

- Extend their workloads into your public cloud, expanding their own data centers while retaining control over both the on-premises operations and the parts of their workloads residing in your cloud
- Occupy a portion of your public cloud that is dedicated to them as a private cloud, using it as their entire data center; they don’t need any on-premises facility
- If you are already managing their on-premises data center, extend that data center into your public cloud, which you also manage

Cisco Intercloud Fabric for Providers is designed to be versatile and to make it easy for you to structure these different types of services and provide service differentiation.
The relationship you build with customers by the hosting of all or a portion of their data centers helps you build closer relationships and develop additional business opportunities. It offers an excellent way to prove your reliability and demonstrate that you’re willing and able to go beyond what is required to support your customers. With Cisco Intercloud Fabric for Providers, the differentiated services that you can offer your customers can secure your role as a trusted technology partner who understands your customers’ critical business needs.

Aggregate Cloud Services from Other Providers So You Can Be the Single Point of Contact for Your Customers

Customers may want to use not only your cloud, but also those offered by other cloud providers. For example, regulatory oversight may require them to use a cloud within a particular country. One provider may specialize in their industry. Or they may simply like a given provider. You can offer your customers access to one, two, or more public clouds by configuring Cisco Intercloud Fabric for Providers to support these hybrid cloud deployments transparently, letting you become a cloud aggregator for your customers and serve as their single point of contact for cloud services. This gives you another way to differentiate your service from your competitors (Figure 2).

Use Cases

Cisco Intercloud Fabric for Providers use cases include the following:

- **Capacity Augmentation**: For example a retailer may need more capacity during peak shopping seasons, and a company may need more computing power to generate quarterly reports. Customers may also need more capacity when their contact centers are handling peak numbers of calls or they’re opening new facilities that strain their existing data centers. It’s critical that the capacity they add be indistinguishable from what their own data centers already provide. In this hybrid cloud, the public and private merge transparently both in the way that employees can use the additional resources and in the customer’s management of IT.

- **Development and Testing**: A customer’s encapsulated data center in your public cloud is an excellent place to test and develop new software. The development and testing don’t use data center resources that the company needs for day-to-day operations. When testing is completed, the software is ready to move into regular operations because it has been tested in the same environment in which it will run.

- **Disaster Recovery**: If disaster strikes, customers will benefit from a transparent extension of their on-premises data centers in your public cloud. They will have copies of their applications and their basic data center configurations. Customers can regenerate their policies and rules, recover much of their data, and continue to work even if the primary data center is down.

Figure 2. Become a Cloud Aggregator

Table 1. Main Services

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<thead>
<tr>
<th>Service Name</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Cisco Intercloud Fabric for Providers</strong></td>
<td>Cisco Intercloud Fabric for Providers is a virtual appliance that is deployed and managed by cloud providers. Cisco Intercloud Fabric for Providers enables providers to quickly offer hybrid clouds without building or adding their own APIs. It provides integration with the provider’s environment and helps enable onboarding of workloads from the enterprise to the provider’s cloud.</td>
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<tr>
<td><strong>Cisco Intercloud Fabric for Business</strong></td>
<td>Cisco Intercloud Fabric for Business is licensed by the service provider for managed hosting deployment. A provider offering a managed service can use Cisco Intercloud Fabric for Business at the enterprise end and Cisco Intercloud Fabric for Providers at the provider cloud. Cisco Intercloud Fabric for Business includes the Cisco Intercloud Fabric Director and Cisco Intercloud Fabric Secure Extender components. Cisco Intercloud Fabric Director includes an end-user and IT administrator portal to enable self-service consumption of hybrid cloud resources as well as policy management across hybrid cloud environments. The Cisco Intercloud Fabric Secure Extender component enables secure connectivity across multiple clouds while helping ensure consistency of network and security policies across private and public clouds.</td>
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For More Information

For more information about successful real-world implementations and best practices, visit: www.cisco.com/go/intercloudfabric.