

# CLOUD COMPARISON

iland v. AWS/Azure/Hyperscalers



vs

AWS/Azure/Hyperscalers

## COMPATIBILITY



**Application Refactoring**

**None.** Same VMware platform for all services.

**Required.** Resources required to refactor / convert VMs.

**Staff Training**

**None.** Leverage the same iland skillset as iland customers.

**Required.** New resources/skills needed to manage Azure.

**Migration**

**Minutes.**

**Hours.**

**User Interface**

**Single.** The iland Cloud Console interface for all functionality (BaaS, DRaaS and IaaS).

**Multiple.** Separate console and interface for network security, and data protection.

## PRICING



**True Consumption Pricing**

**Save.** Based on actual usage.

**Wasted money.** Based on predetermined allocation.

**Complete Solution**

**All-inclusive pricing.** Network, security, support included.

**Incremental cost model.** BYO/subscribe separately to each.

**Performance**

**Included.** High performance backed by SLA.

**Additional.** Added costs for performance tiers.

## SECURITY



**Network Security**

**Included.** Full featured, integrated firewall and built-in VPN appliance.

**Additional.** Separate subscription for VPN Gateway, bandwidth, and Network security appliances.

**Security Suite**

**Included.** Full security suite, antivirus/malware, web reputation and intrusion prevention.

**Additional.** Added fees for selecting, implementing, managing and licensing security components.

**Data Protection**

**Included.** Leverage your iland Secure Console to provide remote backup, full replication and recovery.

**Additional.** Separate, third party data protection component required.

**Encryption**

**Default.** No expertise or management needed.

**User configured.** Management and set up required.

## SUPPORT



**Onboarding**

**Included.** Dedicated iland on-boarding team.

**Additional.** Third party ownership, often at additional costs.

**Support Team**

**Included.** No additional costs for true 24/7 iland certified support engineers.

**Additional.** Based on response time and engagement models.

**Premium Services**

**In house.** iland migration management services and network support services.

**Do it Yourself.** DIY or third party ownership of tasks and expertise required.

To learn more, please contact your iland sales representative or [sales@iland.com](mailto:sales@iland.com).