

Zione's Cloud Solutions Offerings

When it comes to the Cloud every organization finds itself in some combination of the following 4 buckets:

1. Workloads still supported on prem
2. Workloads migrating or soon to be migrated to the Cloud
3. Workloads already in a Cloud not meeting QoS and/or TCO expectations
4. Workloads already in the Cloud that are improving QoS and decreasing TCO

Every 20-years, our industry does a reorg. From 1960-1980 we worked primarily on mainframes. From 1980-2000 the answer was Client-Server. From 2000-2020 the answer was an n-tiered architecture with web, application, and database servers. Now a critical mass is somewhere in the process of considering, migrating, or living in a private, public, or hybrid cloud. Just as all servers and all operating systems are not "one-size-fits-all," we find that the same is true for architectures and the same is true of Public Clouds.

The Zione Cloud team has hands-on experience with Oracle OCI, IBM, Azure, and Amazon public clouds and supporting our customers in making the best decisions to move into, between, and out of the Cloud.

You need to focus on your core business, and to do that you need a partner that can mind the gaps that impact Quality of Service and Total Cost of Ownership. This document will provide you with the details you need to understand how Zione's Services and Solutions will help you stop the fire fighting and focus on your goals.

Architecture & Design

Even at its most basic, the Cloud is complex. Your enterprise has been operating on-prem or in a colo for years; probably decades. You never had to figure out the pluses and minuses of IaaS vs PaaS, DBaaS vs SaaS. While you can reasonably compare the costs of these services across different Public Clouds, it is very hard for most organizations to compare the security or the underlying physical and logical capabilities.

For Oracle's customers it can be even more challenging. Cloud providers, other than Oracle, are not going to promote issues they may have running Oracle workloads, such as increased licensing costs or the lack of full support for Oracle features such as RAC.

Don't ask a salesperson what to do. Sales teams are trained to know the strengths of their offering and the weaknesses of others. But that is not a deep enough understanding to provide an objective comparison. The Zione team has the expertise required to support your efforts and help you make the right decision for your organization.

Installation & Configuration

Moving to most Cloud offerings does not eliminate the need for installation and configuration expertise. IaaS requires the customer to install the operating system and everything in the stack above it. PaaS provides the operating environment but requires the customer to install databases, application and web servers, write cron jobs, deploy tools, and configure and patch all of them.

The configuration that optimized an Oracle Database on-prem is not going to be the configuration that optimizes that same database in a Public Cloud. If your choice is Oracle's Autonomous Database, your technical team will quickly discover that they need to make everything work without the benefits of SYSDBA.

Stability & Availability

The major Public Clouds are incredibly stable but that doesn't mean the individual components, such as databases and applications, are as well. When a Cloud provider decides to patch their software, they don't provide a UAT environment in which you can validate your application before they patch; they patch, and you learn after the fact whether there are issues.

Performance & Scalability

The Quality-of-Service requirement on an organization does not change because of the hosting choice. A report that takes 8-minutes to generate, or a web page that takes 4-seconds to load is slow no matter how or where the infrastructure is located.

The Zione Performance team is led by Oracle ACE Ric Van Dyke who, for 10-years, served Oracle Corp. as a member of their internal Performance team. If response time is a challenge for your organization contact us for the support you need.

Security

“Is a Public Cloud provider responsible for security?”

Yes: The Cloud provider is responsible for the security services they provide such as their VPN, Identity Management, and related services.

No: The customer is responsible for everything else, and that "everything else" is a very large bucket. It contains application weaknesses such as SQL Injection attacks, database breaches caused by your internal resources such as a GLOGIN attack, privilege misuse, and access with stolen credentials that might be the result of a phishing attack.

Zione's Security team focuses where the Cloud providers do not. We drive "Defense in Depth" deep into databases and application servers to minimize the attack surface not protected by any Public Cloud provider.

Compatibility

Compatibility can be a very big issue with some Public Clouds. The Cloud provider may not care what you deploy if you choose IaaS or PaaS, but try to migrate an application into DBaaS or SaaS, and there may be very substantial issues. Your current version may not be supported; your investment into customizations will be lost, and you may not be able to Lift & Shift your existing data.

The Zione team can help you evaluate Compatibility issues, proactively identify issues so that they don't become show stoppers, and with many applications (e.g. Oracle E-Business Suite) address issues related to customizations.

Emulation

Cloud Migrations can be especially challenging if your current environment is running on a big endian operating system such as Solaris, AIX, or HP/UX. Most Public Clouds do not support these operating systems and experience with emulators run by some Public Clouds repeatedly demonstrate very substantial performance issues.

The Zione team supports its customers by simplifying the complexity in moving to little endian or selecting a Cloud that provides native support for our customer's existing environment.

Trouble Shooting & Debugging

The ability to troubleshoot an issue or debug a failure has been with us for far longer than silicon chips and compilers. Year after year, decade after decade, one aspect of this discipline has not changed. Those that are the best at quickly identifying the root cause are those that share a single critical life experience: They have been doing what they do for so long that they've seen it before. That length of service is a critical criterion at Zione where the average technical staff member has more than 30 years in IT and where we continually enhance our skills and keep current with the latest advances in the industry.

Upgrades & Migrations

No matter where you are in your lifecycle, there is an upgrade and a migration in your future. That upgrade will require a version change and the new version will deprecate older options and features, in turn requiring changes in processes & procedures to improve efficiency and learning new skills. A migration will likely require working with new network, storage, server, operating system, database, and application components: Far from a trivial exercise for an internal team that already has a full-time job.

Contact us today to find out how the Zione team's experience with the latest technology will help you achieve your business goals with minimum business interruption and minimum risk.



“ Our Commitment to Engineering allows a True Partnership for Success and Setting the Foundation for Sustainable Growth ”
SANJAY VARMA: CEO ZIONE SOLUTIONS



Driven Technology For Your Cloud Ecosystem

The Cloud Ecosystem is evergrowing and rather simplistic. Cloud is a Technology Platform that has evolved into our Present and Future. Here at Zione Solutions, Cloud is baselined through Infrastructure, Platform, Software, and Data. As a Service, Data Transformation, Integration, Replication, Governance, and Distribution form a Unified Integration Platform.

