

FACTSHEET

HARDWARE AS A SERVICE:

Shift CAPEX to OPEX—Offload responsibility for server hardware with a predictable monthly cost

SUMMARY

Hardware as a Service (HaaS) offers an excellent first step into IT outsourcing as well as building on the benefits of a traditional colocation service. Customers are able to offload responsibility for supply, installation and maintenance of server hardware, storage and network devices to The Bunker for a fixed and predictable monthly cost.

The Bunker's Hardware as a Service has developed as a result of the ongoing dialogue we have with our customers about finding new ways to deliver more value. Whether for an existing or prospective customer, HaaS from The Bunker provides an outstanding opportunity to reduce costs and increase the value obtained from outsourcing.

KEY FEATURES

PREDICTABLE MTHLY/QTLY COSTS

Shift CAPEX investment to OPEX and pay for technology in a way that fits with the natural monthly ebb and flow of business finance.

COLOCATION SERVICE WITH HARDWARE INCLUDED

The Bunker supplies, installs and configures the right hardware to meet your needs including servers, storage and network devices.

24/7/365 HARDWARE MANAGED SERVICE

ITIL service desk specialists use a pro-active approach, monitoring for hardware alerts; ready to act before predicted failure or rapid first response to failed devices.

CUSTOMER MANAGED SOFTWARE AND APPLICATIONS

Retain control over hypervisor, operating system and application software administration, management and maintenance.

ABSTRACTS HARDWARE FROM SERVICES

Why have a significant slice of time and energy taken up managing IT infrastructure when you don't run an IT infrastructure company?

KEY BENEFITS

MINIMUM UPFRONT COSTS

Eliminate large CAPEX investment and tangible asset depreciation that goes with it to take a cleaner, clearer and more straightforward approach to technology financing.

GET ALL THE BENEFITS OF OUR COLOCATION SERVICE

Without the cost or complexity of maintaining hardware.

TOTAL PEACE OF MIND

No more stress worrying about end of life hardware breaking and liaising with hardware vendors; why get up at 3am to respond to an alert when we're already here?

RETAIN CONTROL OF SOFTWARE

Complete control of server-side software for in-house teams developing and integrating software platforms and systems.

FOCUS ON YOUR CORE BUSINESS

Waste less management time and get more value from your expensive IT resource by focusing them on strategic and customer-centric core business activities.

24/7/365 PRO-ACTIVE SERVICE THAT ENSURES YOUR INFRASTRUCTURE FUNCTIONS AROUND THE CLOCK

The Bunker's highly secure and high availability UK-based facilities at Ash and Newbury are the data centres of choice for our highly security conscious customers. Hardware as a Service is designed to give existing and prospective new customers total peace of mind.

Hardware is pro-actively monitored 24/7/365 by an ITIL service desk with the ability to troubleshoot and diagnose hardware faults and resolve within the agreed SLA timeframe.

We have already built the relationships with hardware vendors to ensure timely hardware fault detection and rectification within the agreed SLA.

BE A VALUED CUSTOMER OF A SERVICE-FOCUSED MSP PARTNER

The truth is public cloud doesn't suit everyone. But that shouldn't force those that want the added security afforded by private cloud to have the headache of server-side hardware. The Bunker's Hardware as a Service provides an ideal solution for those that want to dispense with the fuss of hardware.

The Bunker isn't driven by the need for economy of scale which drives the profitability of many of the players in the data centre market. Our services start and end with security. The Bunker is driven to maintain its reputation as a leading centre of excellence for delivering secure data centre services and solutions.

WE CAN WORK WITH YOU TO DELIVER THE SERVICE YOU NEED

Should you need assistance to ensure the hardware we supply is correctly specified, The Bunker's technical specialists can work with you to understand your needs. Whether its server/compute, storage capacity or network bandwidth, we can help make sure the hardware specification is up to the task. The largest organisations are inherently inefficient, and this is seldom more apparent than when bespoke services are required to meet a specific customer's needs.

When it comes to delivering the service customers expect, The Bunker doesn't suffer from such organisational problems. We're leaner, more agile and better able to cater for every customer's specific requirement.

BENEFIT FROM OUR FLUENCY IN HARDWARE PROBLEM SOLVING

In-house IT teams do not get frequent exposure to some issues. This means certain situations can be unfamiliar and the process of remediation may not be thoroughly understood or well-practiced. By managing thousands of servers on a daily basis, The Bunker's ITIL service desk specialists get exposed to everything that the data centre environment has to throw at them. Our team has the fluency that comes with frequent exposure to efficiently fixing server-side devices under our Hardware as a Service.

GETTING MORE FROM OUR SERVICE PORTFOLIO

For customers managing their own hardware within our facilities which may now be approaching end-of-life, Hardware as a Service provides an excellent opportunity to re-evaluate how your organisation provisions its server infrastructure. For those that wish to retain control of application management, which is generally a simpler remote workflow process, and that see the advantages of offloading responsibility for hardware, then Hardware as a Service is an ideal solution. If Hardware as a Service is not right for you now, it may be in the near future. Consider colocation as a first step. This preserves the existing investment in current hardware while eliminating server infrastructure from your premises. When the hardware is end-of-life, take the next logical step by becoming a Hardware as a Service customer.

BUILDING ON THE ADVANTAGES OF COLOCATION

As organisations of all types seek to root out inefficiency and exploit technology for competitive advantage, the essential value proposition of The Bunker's Hardware as a Service makes a compelling business case.

- **The benefit of colocation**

Relocating the technology nerve centre away from your geographical operational centre(s) improves security, facilitates better DR and frees floor space to increase the potential for revenue generating activities

- **Say goodbye to the hardware headache**

Transforms how server-side technology is provisioned and financed by eliminating CAPEX and shifting the cost centre to OPEX; you obtain a simpler way to pay for technology and understand the ROI

- **Better use of expensive resource**

Devote more time and energy to solving problems and developing products and services that generate revenue in your core business; in-house IT resource is able to spend more time developing the technology roadmap

Whatever your core business, The Bunker's service portfolio provides customers with the confidence that comes from compliance and best practice. This manifests itself as highly secure, high availability and resilient infrastructure, which supports our customers as they strive to succeed in their markets.

THE NEXT LOGICAL STEP IN REDUCING TECHNOLOGY COSTS

The Bunker's Hardware as a Service offers the fastest, most efficient and lowest cost remediation to hardware faults, backed by an SLA guaranteed to return service continuity within a timeframe that meets the needs of your business. Colocation allows you to eliminate on-premise server infrastructure. HaaS provides the next logical step in outsourcing, helping you to develop the continuing rationale of freeing up your expensive technology people from lower value activities to take on higher range tasks that add more value.

THE BUNKER PROTOCOL

The Bunker Protocol™ is an all-encompassing methodology that secures against risk and ensures the most secure IT delivery in the UK.

The Bunker Protocol™ incorporates physical, human and digital security capability and processes, and wraps them with a governance and standards layer that ensures that client data and systems are continually secure against threats to confidentiality, integrity and availability.

THIS IS ULTRA SECURE

Physical - Military grade data centres.

Human - All employees are fully background checked and our culture starts and ends with security.

Digital - We build and integrate systems in-house, ultra secure, from the source code up.