



## **How Datacate Cloud Services Beats AWS, Azure, IBM, Google Cloud, And More**

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## Introduction

When planning a cloud deployment, it's understandable that one might gravitate towards the big names: AWS, Azure, Google or IBM. It is natural to assume that doing so will ensure quality, stable service, cost competitiveness, and ample support resources.

We at Datacate would like to warn you against being too hasty with such assumptions. Without a doubt, the big guys are very big - recent stats indicate that AWS and Azure combined own more than [70% of the cloud marketplace, with AWS being the clear leader at just over 40%](#) of all cloud deployments. Nobody ever got fired for deploying on AWS (don't quote us on that, but you get the idea).

So going with one of the biggest providers is a safe bet, right? After all, millions of people can't be wrong! Perhaps... but when making this decision, don't ask which provider is "best"; ask **which is best for you**. You need a cloud services provider that meets YOUR needs - and if you are a small business, there's a pretty good chance that the big guys are NOT your best choice. While the behemoths of cloud [battle over Pentagon contracts](#), Datacate is quietly providing our small business clients with excellent services and support. Consider the following benefits when using Datacate Cloud Services:

## You Control Instance Size, Type And Resource Allocation

When you provision cloud services using AWS EC2, Azure, IBM and any number of other large providers, you are **forced to choose instance sizes** for each machine that you build, from a fixed menu of configurations. In some cases, you have a little bit of flexibility, i.e. you can create separate volumes for additional storage and connect them to your VMs. But by and large, what you see is what you get.

Datacate Cloud Services is different. Using our platform, you order a [flexible pool of resources](#): CPUs, RAM, storage, IPs, bandwidth etc. Then you deploy resources from that pool to **build machines the way YOU want**, choosing from a menu of Windows and Linux templates and allocating resources to your VMs at will. Once you've built a machine, you can add resources to it or remove resources from it at any time, or destroy the entire machine on demand. Freed resources return to your pool to be redeployed as you see fit. You can even add or remove resources from your common pool as needed, giving you **total flexibility and control** over your cloud deployments!

## You Get Powerful Simplicity vs Service Sprawl

Log into AWS's control panel, and you'll be presented with a [mind-boggling array of options](#): 50+ different service offerings in over a dozen categories. Where do you start? You will probably need training courses to become an AWS expert, just so you can comfortably build a working

server or two. It's called "[service sprawl](#)", and it's rapidly becoming a significant barrier to using AWS, especially for small businesses that need efficient, easy cloud deployments.

Datacate has four offerings: Virtual Data Center (for compute and storage), Content Delivery, Monitoring, and Backup. Our clean, uncluttered interface and short, easy-reading HowTo articles are designed to get you to deployment as quickly as possible. Datacate Cloud Services is the cure for headache-inducing complex management and overwhelmingly technical deployment tools.

## You Get Practical, User-friendly Controls

Have you ever tried to use the virtual console control in AWS? **The answer is no, because (as of this writing) there isn't one!** If your AWS instance gets borked and you can't access it via your usual network-connected means such as RDP or SSH, the best you can do from within the AWS management panel is **get a static screenshot** of the console output, which you can then send to support... and wait. Meanwhile, your virtual machine - and perhaps your business - is dead in the water.

Datacate's virtual machine management panel includes a built-in virtual console, giving you direct access to your VM in the same portal that you use to manage everything else. The virtual console supports both CLI and GUI interfaces, and while you'll probably want to use an RDP client or an ssh terminal client for day-to-day tasks, the console is there for you when the chips are down, giving you access to your machine's OS even when it's inaccessible by other means.

Datacate's cloud services portal offers many other simple, user-friendly tools for managing your virtual machines, including a virtual firewall appliance for every machine, network management tools, disk management tools, machine controls (start | stop | restart) and even a means of easily reimaging the entire machine.

## You Get Fast Support Response Times - And You Can Even Call Us!

How do you feel about **waiting for days** while your support request goes unanswered? Visit [AWS's own user forum](#) and search 'slow support' on to get an idea of what you might be in for. Azure, Google, and IBM may have somewhat better track records, or perhaps they just experience **fewer complaints due to their smaller market share**. In all cases, you can expect to pay for a support contract (typically starting at \$100 per month) if you want any kind of 'guaranteed' response time - and even then it's a gamble.

When something is down or broken, you need help fast. Datacate's support response times are **measured in hours, not days**, and are often handled in less than an hour. Plus, you can call us

and get an actual live person to assist you with your request - and this is included with your subscription for our cloud services. No extra charge!

## You Get Flat-rate Pricing - No Hidden Costs, No Surprise Bills

Just for laughs, jump on Google, search “cloud bill shock” and spend some time reading the articles and accounts of companies large and small that have been blindsided by **sudden, drastic increases** in their monthly cloud services bills. It’s not that these companies were unaware that this could happen to them: just about every major cloud service uses a pay-as-you-go, **metered pricing model** for network transfer, I/O, storage and more. It’s the unpredictability of outcomes created by that model that chafes users so badly. The issue is severe enough that it’s given birth to a cottage industry of third-party paid services, which exist solely to help you try to minimize the sticker shock for your cloud deployments!

With Datacate’s cloud services, **everything is flat-rate**. When you [configure and order services](#), the bottom line monthly price is displayed up front, and what you see is what you pay, period. The price only changes if you change your subscription by adding or removing resources. We don’t like surprises any more than you do, so we’ve designed our pricing structure to give you the peace of mind afforded by consistent, predictable costs.

## You Get An Entry Point That is Easy on Your Wallet

You have \$1 million lying around that you can use for cloud deployment, right? Yeah, neither do we. While most cloud service providers will allow very small initial deployments at a relatively low cost, **pricing scales up rapidly** as soon as you start doing anything meaningful. AWS keeps their user stats mostly private, but anecdotal reports on the Internet indicate that monthly spending of low to high five figures is pretty common, with customers at the top end spending **millions of dollars per year**.

Datacate Cloud Services shines in this area, in that it allows you build a robust virtual deployment that can actually do real work, complete with services like Content Delivery, Monitoring, and Backup, at a total cost that is **far less than the other guys**. In fact, many of our clients have found that our low point of entry makes the difference between successfully completing a deployment, or not doing it at all.

## You Get A Truly Global Solution With Nodes Around The World

Ok, so strictly speaking this is the case with all the big guys. AWS, Google, Microsoft, and IBM have **data centers on just about every land mass**, and we’re pretty sure that Jeff Bezos is scheming to build a few on the moon as you read this. However, once you start looking at smaller players, geographic diversity starts to shrink. In fact, some companies that purport to sell “cloud” only have **one or two actual locations** supporting their infrastructure, which significantly limits the geographic regions that you can utilize and serve.

Datacate is a partner in a [global federation of cloud services](#), featuring a unified platform that allows partners around the world to deploy on our nodes, and us to deploy on theirs. As a result, Datacate's Cloud Services offers our clients the kind of **global reach and scale** that one would expect from a much larger player, enabling our clients to build a worldwide presence while managing everything in our simple, powerful user interface.

## You Can Save 40% or More In Monthly Costs vs The Big Guys - And That's Just The Beginning

As mentioned elsewhere in this document, deployment costs on the major cloud platforms can quickly get, well, up in the clouds. Even modest deployments **can become expensive as utilization goes up**.

With Datacate, savings are real and immediate. [Check out this post on our blog](#), where we run an actual client cloud deployment through Datacate's platform as compared to AWS, Azure, and IBM. The numbers speak for themselves, and as noted in the article, the **savings could easily be far greater** in high-usage environments.

## Datacate Hybrid Solutions Work Directly With Cloud Services - Build Your Ideal Stack!

While cloud deployment as a pure-play is still quite common, **hybrid environments are increasingly becoming the norm** where optimal performance and ROI are being pursued. If you think that cloud services from the big guys are expensive now, just inquire about creating a hybrid stack that incorporates colocation, HaaS, private/custom networking, BDR, or any other mission-critical feature to be incorporated into your overall architecture. Be sitting down when you get the proposal!

Datacate does [hybrid solutions](#), with the same eye towards efficiency and cost-effectiveness that we bring to cloud and all of our offerings. Our hybrid services clients enjoy **enterprise-style services**, with superior reliability and support, at price points that the big guys just can't touch. What's more, we assist you in designing a hybrid deployment for optimal performance and efficiency.

## Putting Our Money Where Our Mouth Is

If you've made it this far, let's take the next step: [contact us](#) to discuss your requirements, or [request a demonstration](#) of our cloud services portal. We'll discuss your project with you, and show you the many advantages of choosing Datacate Cloud Services for your next deployment.