Emerging Horizon of Cloud Evolution

The cloud industry continues to grow and evolve to serve markets and various industries. Cloud industry is simultaneously undergoing a transformation with leading companies like Oracle consolidating their power with buyouts and Tech giants like Amazon, Google, Microsoft establishing a strong foothold in the market. There is another trend which is silently turning the world of cloud upside down and it is the next horizon of evolution in the industry, the industry cloud.

Industry cloud is a cloud system that is perfected to meet the requirements of a particular industry and it could be the next direction of evolution in the cloud industry. According to a recent survey conducted by reputed tech magazines, there was a lot of enthusiasm in the industry about industry cloud as a solution. The respondents in the survey admired industry cloud as secure, agile, inexpensive and domain specific.

There are several important differences between the traditional model of cloud and the emerging industry cloud model. Some key differences surface in the most important areas of domain, market share and revenue model.

As the traditional cloud business model focuses on serving all customers, the products on offer are generic whereas products offered on industry cloud are specific to the industry and cater to the

specific and particular need of its clients. Similarly, traditional cloud business revenue model relies on subscriptions and on-demands. On the other hand, emerging industry cloud services would depend on references provided by customers. As industry cloud would be heavily talked about by experts in the same industry, it is likely that these recommendations would have a huge impact on the revenue model.

Last but not the least, due to the entry of tech biggies like Amazon, Google and Microsoft, many cloud players might find it difficult to create a niche for themselves in the larger arena of generic products. However, using the vertical model of industry cloud, companies can find it easier to move up in a niche market to grab a large market share.

The future is often difficult to predict even for the wisest among us and the history of technology development has taught us anything but to make quick judgments. It is possible that in future, we will see amazing developments in both the generic versions of cloud offerings and in niche-specific cloud offerings. However, given the enthusiasm in various industries, it entirely plausible to imagine an industry cloud filled future in the near future.

The future of industry cloud will be definitely driven by its agility, scalability and availability, something that has been for the horizontal cloud offerings. Due to their niche-specific features and offerings, industry cloud solution providers are able to identify computing-intensive workloads in particular references to their specific industry much more easily and shift the world load using AI or big data solutions much more quickly.

Insights Success has reviewed several cloud companies to shortlist the "**The 20 Most Trusted Cloud Solution Providers, 2018"** that are transforming the horizons of the cloud industry.

Featuring as the Cover Story, Insights Success has chosen **cloudesire** as a winner to watch out for in the coming years. The company aims to lead the cloud industry with innovation and specialized cloud offerings. It has mastered the art of delivering industry cloud solutions to various industries including Telecommunications, Financial Services, Retail, etc.

Insights Success looks forward to share its insightful research about the cloud industry through this issue.

Ajit L. Balkawade

Ajit L. Balkawade

Company Name	Management	Brief
Acquia acquia.com	Michael Sullivan CEO	Acquia provides a cloud platform for building, delivering, and optimizing digital experiences.
BizMerlin bizmerlin.com	Amrinder Arora Co-founder & CEO	BizMerlin offers an AI powered human capital management cloud platform which integrates recruitment, retention, book-keeping, on-boarding and other solutions.
Burstorm burstorm.com	Alex Bak Founder & CEO	Burstorm offers a cloud solution platform which helps companies compare different cloud services objectively, in a simple manner and in real time to maximise efficiency.
Cloudesire cloudesire.com	Eddy Fioretti Founder & CEO	Cloudesire is a brokering and monetization platform that enables automated SaaSification and immediate distribution of any kind of Digital Asset, with any commercial arrangement.
CloudRanger cloudranger.com	David Gildea Founder & CEO	CloudRanger is an Enterprise backup and disaster recovery platform for Amazon Web Services.
CodeLathe Technologies Inc. getfilecloud.com	Madhan Kanagavel CEO	FileCloud is a 'cloud-agnostic' enterprise file sharing, sync and collaboration platform that is offered across private, public and hybrid cloud.
CoreDial, LLC coredial.com	Alan Rihm CEO	Coredial offers a UCaaS platform and business model aimed at driving channel growth and delivering rich end-user experiences.
Coupa Software Inc. coupa.com	Rob Bernshteyn CEO	Coupa is cloud platform for business spend; delivering measurable value through real-time spend visibility, control and compliance.
Edgeware AB edgeware.tv	Karl Thedeen MD & CEO	Edgeware TV CDN enables operators and content owners to deliver their TV services on a large scale.
Gigas Hosting S.A. gigas.com	Diego Cabezudo CEO, Jose Antonio Arribas COO	Gigas offers a flexible, scalable and easy to use platform for cloud hosting.

Company Name	Management	Brief
ITsavvy itsavvy.com	Mike Theriault CEO & President	ITsavvy offers a wide range of IT products and services to its clients in all aspects of Cloud, Security, IT Lifecycle Management, Configuration Lab, and US-based Network Operations Center & Help Desk.
Manjrasoft Pty Ltd. manjrasoft.com	Rajkumar Buyya Founder & CEO	Manjrasoft Pty Ltd is a provider of choice for application acceleration services and solutions over Cloud.
OCDLab ocdlab.co	Maheep Gupta CEO	OCDLab Specializes in IoT, Web & Mobile App Development, ServiceNow, ZenDesk, and VR.
Opus Interactive, Inc. opusinteractive.com	Shannon Hulbert CEO	Opus Interactive offers Cloud Hosting, IAAS, Colocation, Disaster Recovery, AWS Monitoring, and Hosting Services to its clients.
Orion Global Solutions, LLC orion-gs.com	Yacov Wrocherinsky Founder & CEO	Orion Global Solutions offers cloud-based salesforce CRM software and helps its client adopt, implement and acquire these solutions with its expertise.
PT ARTHA INFOTAMA artha-it.com	Stephen Hendry CEO	Artha Infotama offers business enterprise solutions built using the Microsoft Azure platform.
Pythian pythian.com	Paul Vallée CEO	Pythian is a global IT consulting and managed services company.
Sage Intacct, Inc. intacct.com	Rob Reid Managing Director	Sage Intacct offers cloud financial management software for finance professionals.
SYSPRO syspro.com	Joey Benadretti President & Joint MD	SYSPRO ERP Software simplifies business complexity and financial management with industry-leading business software, available on-premise or in the cloud.
Zscaler, Inc. zscaler.com	Jay Chaudhry CEO	Zscaler is a global cloud-based information security company that provides Internet security, web security, and next generation firewalls.

insightsSUCCESS
The way of business solutions

Editor-in-Chief	**Pooja M. Bansal**
Managing Editor	**Anish Miller**
Executive Editors	**Ajit Balkawade**
Assistant Editors	**Jenny Fernandes**
Contributing Editors	**Sourav Mukherjee**
	Bhushan Kadam
	Kedar Kulkarni
Visualiser	**David King**
Art & Design Director	**Amol Kamble**
Associate Designer	**Nagesh Tembhekar**
Co-designer	**Shweta Shinde**
Art & Picture Editor	**Paul Belin**
	Jayant Khanna
Senior Sales Manager	**Passi D.**
Business Development Manager	**Peter Collins**
Marketing Manager	**John Matthew**

Business Development Executives
Steve, Joe, Alan, Mayank
Sales Executives
David, Kevin, Mark, Ajay

Technical Head	**Jacob Smile**
Technical Specialist	**Amar, Pratiksha**
Digital Marketing Manager	**Marry D'Souza**

Online Marketing Strategist
Alina Sege, Shubham Mahadik, Vaibhav K
SME-SMO Executives
Prashant Chevale, Uma Dhenge, Gemson, Irfan

Research Analyst	**Chidiebere Moses**
Circulation Manager	**Robert, Tanaji**
Database Management	**Stella Andrew**
Technology Consultant	**David Stokes**

sales@insightssuccess.com

March, 2018

Corporate Offices:

Insights Success Media Tech LLC
555 Metro Place North, Suite 100,
Dublin, OH 43017, United States
Phone - (614)-602-1754
Email: info@insightssuccess.com
For Subscription: www.insightssuccess.com

Insights Success Media and Technology Pvt. Ltd.
Off. No. 513 & 510, 5th Flr., Rainbow Plaza, Shivar Chowk,
Pimple Saudagar, Pune, Maharashtra 411017
Phone - India: +91 7410079881/ 82/ 83/ 84/ 85
Email: info@insightssuccess.in
For Subscription: www.insightssuccess.in

Follow us on : www.facebook.com/insightssuccess/ www.twitter.com/insightssuccess
We are also available on : MAGZTER readwhere

Mentor's Desk
Disruption in content distribution and the new normal

20

Maestro's Opinion
Impact of Women in Tech

36

Digi Peek-a-Boo
Miguel Valdes Faura:
Digital transformation through connecting people with technology

48

Tech Perspective
Rising Mobile Workforce and its Challenges in the Mobile-Cloud Era: Data & Endpoint Management

62

Cloud Insights
Using AI to Automatically Optimize Cloud Costs

72

Artha Infotama:
Harnessing the Power of Azure
to Deliver World-Class Business
Solutions and ROI

24

BizMerlin:
Combining the Power of AI and Cloud
Technology to Deliver Intelligent
HR Management Solutions

26

Burstorm:
An Intelligent Architect
of Futuristic Cloud Solutions

32

CloudRanger:
Securing Data on the Cloud

34

CoreDial:
Empowering Partners with
High-demand, End-user Focused
UCaaS & CCaaS Solutions

40

Gigas Hosting S.A.:
Originality and Excellence
Combined to Perfection

42

ITsavvy:
Best in Class and the Fastest
Growing Holistic Cloud Solutions

50

Manjrasoft:
Delivering the Finest Cloud Solutions

52

Opus Interactive:
A Unique Multi-Dimensional Cloud
Solution Provider

58

Orion Global Solutions:
A Trusted Salesforce Partner and an
Expert Provider of CRM Solutions

60

Sage Intacct:
A Modern and Trustworthy
Cloud Solution
For Finance Executives

68

SYSPRO:
Driving Cloud Technology
for Customer Success

70

Manjrasoft :

Delivering the Finest Cloud Solutions

Cloud computing, through the course of development in the software industry, has turned into a basic necessity for numerous organizations to function efficiently. It comes with a broad list of benefits that allow organizations to relish flexibility in their connections and communications globally. Accessing the data stored on cloud is an effortless task as the surging number of web-enabled devices and applications partake in this process efficiently.

Manjrasoft Pty Ltd is one such innovative provider of application acceleration services and solutions over the Cloud. Founded in 2008, Manjrasoft's core IP underpinning is its breakthrough technology, 'Aneka'. This market oriented cloud application platform was initially developed as part of research projects funded by the Australian Research Council (ARC) and Australian Government's Department of Innovation, Industry, Science & Research (DIISR). Manjrasoft's global service in cloud computing is backed up by its team's immense knowledge and hands on experience in distributed computing systems and cloud technology.

Empowering Enterprises

Manjrasoft focuses on the creation of innovative software technologies for simplifying the development and deployment of applications on private or public Clouds. Its product Aneka launched in 2009 plays the role of application platform as a service for cloud computing. It supports various programming models involving Task Programming, Thread Programming and MapReduce Programming and tools for rapid creation of applications and their seamless deployment on private or public Clouds.

Aneka harnesses the spare CPU cycles of a heterogeneous network of desktop PCs and servers or datacenters on demand. The platform provides developers with a rich set of APIs for transparently exploiting resources and expressing the business logic of applications. One of the key features of Aneka is the ability of providing different ways for expressing distributed applications by offering different programming models. The Execution services it offers mostly concern the middleware with an implementation for these models. At the application level, Aneka provides a set of different components and tools to simplify the development of applications.

An Aneka based Cloud is constituted by a set of interconnected resources that are dynamically configured according to the user needs by using resource virtualization or by harnessing the spare CPU cycles of desktop machines. If the deployment identifies a private Cloud all the resources are within the enterprise. This deployment is extended by adding publicly available resources on demand or by interacting with other Aneka public clouds providing computing resources connected over the Internet.

An Erudite Leader

With over 20 years of experience in software systems, **Dr. Rajkumar Buyya** is the **founder** and **CEO** of Manjrasoft Pty Ltd. He serves as a Redmond Barry Distinguished Professor and directs the Cloud Computing and Distributed Systems Laboratory at the University Of Melbourne, Australia.

Dr. Buyya has been awarded competitive research grants from various national and international organizations including the Australian Research Council, Sun Microsystems, StorageTek, IBM, and Microsoft, Australian DIISR and the European Council. He has carried out fundamental research in utility-oriented distributed computing platforms such as Grids and Clouds.

He has published over 550 high impact research papers on varied topics. He is recognized as a "Web of Science Highly Cited Researcher" in both 2016 and 2017 by Thomson Reuters, a Fellow of IEEE and Scopus Researcher of the Year 2017 with Excellence in

> ❝ Manjrasoft provides solutions that enable organizations to rapidly build, accelerate, and manage Clouds and their applications. ❞

Dr. Rajkumar Buyya
Founder & CEO

Innovative Research Award by Elsevier for his outstanding contributions to Cloud computing. Software technologies for Grid and Cloud computing developed under Dr. Buyya's leadership have gained rapid acceptance and are in use at several academic institutions and commercial enterprises in 40 countries around the world.

Efficiency as a Service
Manjrasoft offers a list of best-in-class services and solutions inclusive in Aneka that have evidently proven to be advantageous to its customers and partnering organizations. Aneka enables organizations to perform 3D rendering jobs in a fraction of the usual time using existing hardware infrastructure without having to do any programming.

Manjrasoft has applied its cloud computing tech and services in the education sector as well. To achieve this, the company is guiding Universities in educating a new generation of students about the latest developments in computing by adding parallel, distributed and Cloud computing to the curriculum. Manjrasoft provides teaching tools, software and examples to get academic programs up and running quickly.

In the life sciences sector, Aneka is used for drug design, medical imaging, modular & quantum mechanics, genomic search etc. The time consumption of simulations are shortened into hours instead of days by Aneka to complete enabling organizations to improve quality and precision of research by carrying out multiple simulations and decrease marketing time by performing parallel simulations.

Accomplishments of Excellence
The efficiency of Manjrasoft is discernable through its triumphs in the cloud services sector. This list of achievements includes, Go Front, a subsidiary of China Southern Railways, becoming the first major customer; receiving award funding under COMET (Commercializing Emerging Technologies) Program from AusIndustry and the Frost and Sullivan "New Product Innovation" Award. Other notable achievement is the list of Manjrasoft's customers, which include, the Jawaharlal Nehru University, India; the University of Hyderabad, India; Beijing University of Posts and Telecommunications, China; Tribhuvan University, Nepal; West Bengal University of Technology, India;

Jawaharlal Nehru Technological University (JNTU) Kakinada, India; Guilin University of Technology, China; Washington State University, USA; and Miguel Hernández University of Elche, Spain.

Manjrasoft has teamed up with technology leaders and service providers such as IBM, Microsoft, Gigabytes Networks and HP to provide customers with even more robust Cloud computing solutions. The company currently aims on creating a Cloud Exchange and a Cloud Resource Broker for facilitating creation of a marketplace for Cloud computing. *"Manjrasoft's immediate goals are to enhance Aneka to dramatically speed up Big Data processing tasks within private Clouds; and to innovate a platform for the rapid creation and deployment of Internet of Things (IoT) applications in public Cloud environments"*, adds Dr. Buyya.