

# Insights2Success

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business solutions

THE

10

Most Valuable  
CLOUD SOLUTION  
PROVIDER COMPANIES

**Cloud Management**  
Implications of Workload  
Management  
in Hybrid and Multi-Cloud

**Chalk Talk**  
A Tainted Shelter  
of Virtual and  
Cloud Networks

**In View**  
Migrating the Data  
Warehouses into  
the Cloud



Feyzi Fatehi  
CEO

## Corent Technology

A SurPaaSing Cloud Migration Platform

# The **10 Most Valuable CLOUD** **SOLUTION PROVIDER** **C O M P A N I E S 12**

## Impending Migration to Cloud Solutions

**T**he evolving business scenario is empowering customers to access unlimited information from the internet. The need of a comprehensive system that houses and collects information, channelizing it to optimum positions has brought about the innovations like cloud solutions in foray. Since then, there has been a rapid uprising in cloud solution provider companies across the globe, migrating their customer's businesses to a more sophisticated and secured platform.

Insights success magazine presents "**The 10 Most Valuable Cloud Solutions Provider Companies**" which has been shortlisted here for being innovative and specializing in providing unique end-to-end solutions, assisting customers globally through all stages of the solution development lifecycle.

The cover page includes **Corent Technology**, which recognized very early the impending impact of cloud model in the software industry. This spurred Corent to innovate and deliver their software application "as a Service" using a configurable and reusable platform.

In the list we have also included **Beryl8**, aiming to stay ahead in the game by investing strategically in their people and doubling proficiency faster than others. **BizMerlinHR** represents a confluence of critical HR functions and sophisticated AI algorithms working magically in the cloud. **Lunarline's** Cloud Security Consultants helps to design a strategic roadmap for all your security and privacy concerns of cloud computing. **Manjrasoft Pty Ltd** makes provisioning, scaling, and maintenance of your application and servers a breeze. **Terawe** leverages hybrid cloud technologies with modern DevOps to enable customers strengthen their business and accelerate growth. **TravelAps** is employing cloud solutions in integrating payment gateways and specializing in travel portal development, XML connectivity and booking engines.

We have also included articles on "*Implications of Workload Management in Hybrid and Multi-Cloud*", "*Security through visibility*" and "*Migrating Data Warehouses in to the Cloud*"

So flip through the pages to know about these revolutionary cloud solution provider companies which are helping enterprises to elevate their business strategy. [▶](#)

Company Name	Management	
<b>Beryl8</b> www.beryl8.com	Dr. Nithinart Sinthudeacha Co-founder Mr. Apisek Tewinpagti Co-founder	Beryl 8 is a management and technology consulting, services and outsourcing company, which provides various services such as business consulting services, CRM implementation, cloud services, multi-vendor
<b>BizMerlin</b> www.bizmerlin.com	Amrinder Arora Co-founder & CEO	BizMerlin is the leading award winning Human Resource Management solution that includes hiring automation, resource allocation, forecasting, acquisition and tracking.
<b>Corent Technology</b> www.corenttech.com	Feyzi Fatehi CEO	Corent Technology is the provider of SurPaaS® - a disruptive Cloud Migration and SaaS-enablement platform.
<b>Entegration Software</b> www.entegration.net	Chennapan Padmanabhan President & Co-founder	Entegration Software, Inc. is a Sunnyvale, CA-based company focused on the End to End Business process assurance through smart and efficient automation.
<b>Lunarline</b> www.lunarline.com	Waylon Krush Co-Founder & CEO	Lunarline is a leader in cyber security, Lunarline provides customers with strategic solutions to ensure the data they store, transmit, or process is secure from the beginning.
<b>Manjrasoft</b> www.manjrasoft.com	Rajkumar Buyya Founder & CEO	Manjrasoft Pty Ltd is an innovative provider of choice for application acceleration services and solutions over Cloud, delivering increased performance and efficiency in a cost effective way.
<b>MatrixIBS</b> www.matrix-ibs.com	Katie May CEO	Matrix IBS is a computing and data center services resource offering growing businesses nationwide a big business computing experience.
<b>Terawe</b> www.terawe.com	Anil Balakrishnan CEO	Terawe creates compelling solutions for customers at the highest efficiency and quality, with key initiatives spanning industry verticals such as education, hosting, retail, manufacturing, healthcare, and finance; along with depth expertise including Cloud, Data Platform, Mobility, Big Data and Analytics.
<b>TravelAps</b> www.travelaps.com	Kemal Oral CEO	TravelAps is a travel portal solution for travel agencies, tour operators and travel aggregators with features such as XML Integration, Integrated Backoffice, CMS, Digital Marketing and CRM.
<b>The Solutions Team</b> www.solteam.co.za	Todd Gooden CEO	The Solutions TEAM® helps Clients with Technology Related Solutions. The Focus of the company is to identify client needs through strategic Partnerships.



# Manjrasoft:

Crafting Solutions to Rapidly Build, Accelerate, Manage Clouds and their Applications

Cloud computing is the newest technological buzzword doing rounds in the business world these days. It is mainly a model for facilitating universal, convenient, on-demand network access to a shared pool of configurable computing resources (e.g., networks, servers, storage, applications and services) that can be quickly provisioned and released with minimal management effort or service provider interaction. With cloud computing, holding its significance in almost every field. Manjrasoft, makes provisioning, scaling, and maintenance of your application and servers a breeze. Manjrasoft was founded in early 2008 by veteran IT practitioners who have dedicated their careers to Utility, Distributed and Cloud Computing.

Manjrasoft's core IP underpinning its technology Aneka, the market oriented Cloud Application Platform (CAP) was initially developed with strong support from the Australian Research Council (ARC) and Australian Government Department of Innovation, Industry, Science & Research (DIISR). The developed technology enables software applications requiring the high computation capability to run across a number

of networked computers and servers, delivering increased performance and efficiency in a cost effective way. Manjrasofts flagship

product, Aneka CAP, provides solutions that enable organizations to rapidly build, accelerate, manage Clouds and their applications. Aneka CAP has already been used in many interesting applications including life sciences, engineering, software development, gaming and CAD rendering/creative media, which are successfully deployed on enterprise or public Clouds.

## Services at Par with the Current Industry Standards

Aneka is the "worlds-first" Cloud Application Platform which supports multiple programming models such as Task, Thread, and MapReduce and tools for rapid development of applications, along with seamless integration of multiple distributed computing resources including private and public Clouds, and elastic scaling of applications on multiple Clouds depending on customers' Quality of Service (QoS) requirements, which are a part of SLA (Service Level Agreement) in market-based Cloud computing environments.

## The Man leading the torch in the world of Technology

Dr. Rajkumar Buyya, Founder and CEO of Manjrasoft, is a globally recognized thought leader in the field of Distributed and Cloud Computing, and has immense industry knowledge and strong personal links to key industry players (such as Microsoft, CA and IBM) in the research and product architecture/management domains. His efforts have resulted in numerous awards such as "2009

IEEE Medal for Excellence in Scalable Computing" for pioneering distributed and Cloud Computing Utility



**Manjrasoft aims to simplify .NET clouds and enterprise grids**

Models to deliver business solutions. He has authored over 525 publications and seven text books, including "Mastering Cloud Computing" published by McGraw Hill, China Machine Press, and Morgan Kaufmann for Indian, Chinese and international markets respectively. 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. He is one of the highly cited authors in computer science and software engineering worldwide. Recently, Dr. Buyya is recognized as “2016 Web of Science Highly Cited Researcher” by Thomson Reuters.

Dr. Buyya has been working on the development of software systems for utility-oriented Internet computing systems such as Grids and Clouds for over 15 years. Development of applications and management of resources continues to be challenging in these utility-oriented computing systems.

#### **Leading Helping Hands to the Customers**

Manjrasoft assists their clients in creation of enterprise Clouds using the Aneka Cloud Application Platform and train the trainers on foundations of Cloud computing and application programming. They also guide their clients (educational institutions) in formulation of content for both theoretical and laboratory subjects so that next-generation software engineers can produced, comes out as fully grounded in theory and practice.

#### **Challenges that Culminated to form a Success Story**

While sharing the story of success Dr. Rajkumar Buyya describes it as, “A persistent effort in good and difficult times and having a firm aim in creating outcomes that matter the most, is the secret of success.” Also, as challenges are part and parcel of any success journey he recalls his struggles with these barriers in the field of evolving technology as, “A rapid pace of changes in computing world can be quite challenging. Fortunately, we are able to manage them well as we took extensibility and elasticity as our two core design requirements right from the start”.

#### **Advice to Start-Ups with Current Industry Scenario**

The era of Cloud computing is an excellent time for young entrepreneurs to build solutions and application services and offer them to customers world-wide with a minimal



**Dr. Rajkumar Buyya**  
Founder & CEO

investment. If you have an idea for solving problems of Gen Y consumers, you need to move quickly and they may not wait for you too long! So be persistent and have a clear view of users of your solutions.

#### **Heading Towards the Next Big Phase**

As Manjrasoft Cloud solutions are created with extensibility and elasticity as first class design parameters right from the start, they are considering into supporting rapid creation of emerging Internet of Things (IoT) applications and their seamless deployment on edge and public Clouds.

In the beginning, Manjrasoft’s primary strategy for customer acquisition was direct-marketing. They have been able to successfully demonstrate their value proposition to the customers and attract many high-profile customers. Now with their proven track record and value proposition, they have appointed many Channel partners across India and some in China as part of their growth strategy.■