orionVM   **AAPT**

Leading Australian Telco AAPT Launches Cloud Portal Powered By OrionVM Wholesale IaaS Platform
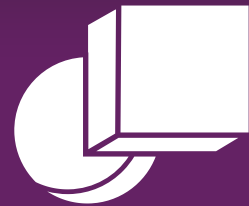
At A Glance

Out-of-the-box, seamless integration of high performing Cloud solution

Rapid time-to-market, huge CAPEX savings with reduced support costs

Achieved ROI for Cloud infrastructure not possible via traditional IT approach

The Situation

The world's leading businesses and governments require absolute secure delivery of online data, smooth and consistent management of digital traffic flow, and robust, reliable infrastructure to keep their internet applications humming. AAPT needed exactly this advanced level of service, and only a best-of-breed, trusted cloud solution would suffice. AAPT selected the OrionVM Wholesale Cloud Platform to support the launch of its innovative Connect Cloud Platform, delivered via Connect.com.au.

The Solution

As one of Australia's leading telecommunications carriers with its own national voice and data network, AAPT is thoroughly committed to servicing the increasingly sophisticated needs of its wholesale and business markets.

The most critical key to success in this arena is ensuring that the requirements of emerging cloud provisioning demands are met to the highest standard.

"AAPT's telecommunications pedigree is based on extreme performance networking. We have invested heavily in our own network infrastructure, and we partner with best-of-breed system integrators and suppliers to ensure we have the highest-grade solutions available," explains AAPT CEO David Yuile.

AAPT's cloud strategy, central to the competitive offering it brings to Australia's wholesale and business sectors, relies on OrionVM to articulate these solutions. Deploying its cloud service offering within OrionVM platform has enabled AAPT to more quickly and efficiently execute and thus successfully tap into the growing market for cloud services.
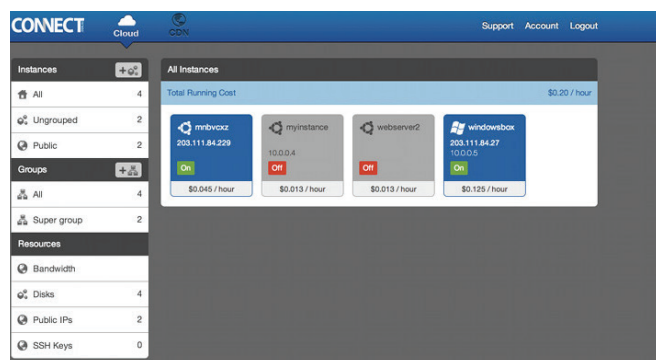
"OrionVM offered a unique proposition, allowing AAPT to leverage its Wholesale Infrastructure Platform, which could be coupled seamlessly with our network and reduce our speed-to-market to a fraction of the time."

– Nick Pachos, Head of Carrier, AAPT

Why OrionVM?

When moving to the cloud, the first order of business for AAPT was to establish a highly reliable and scalable platform for its competitive offering. AAPT sought out OrionVM's solution based on performance, scalablity and a unique knowledge of the Australian telecommunications market.
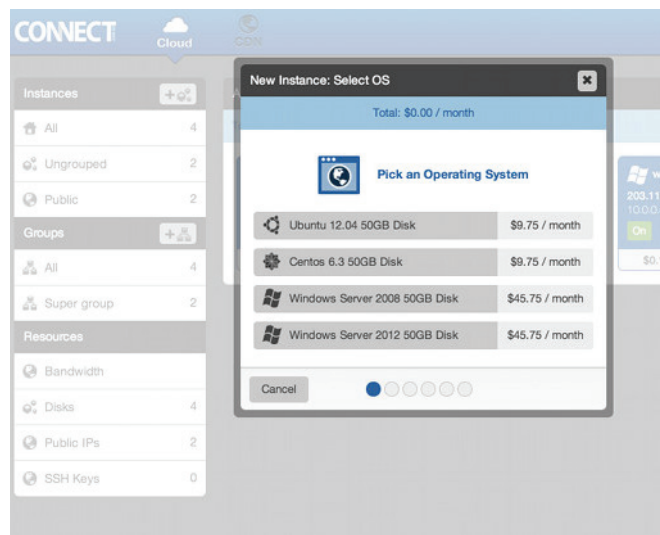
"OrionVM has a highly-specialized area of expertise in cloud and applications management which sits very comfortably with our networks and IP solutions," Yuile says. "Competitive businesses of today are seeking high-performance, robust and reliable applications and services. They are largely agnostic about the technology involved, but they demand the highest-quality service and network performance."

Results

The OrionVM Wholesale Cloud Platform facilitated rapid, nationwide deployment and expansion, which has enabled AAPT to maintain its rank as one of the fastest Australian networks. It has positioned AAPT to offer the most flexible and cost-effective cloud service access options to its most valuable, high-end customers.

Yuile concludes: "OrionVM's service delivery platform provides an ideal combination of a highly reliable platform, broad architectural flexibility and the on-demand scalability needed to build and deploy AAPT's solutions."

About OrionVM

OrionVM is a wholesale Infrastructure-as-a-Service provider. The company's revolutionary technology suite (virtual storage, compute, orchestration and virtual networking) enables the delivery of high-performing, highly-reliable cloud solutions at market leading price-performance ratios.

The OrionVM Wholesale Cloud Platform supports Public, Private and Hybrid Cloud deployments and is built either for internal consumption or resale. OrionVM's supercomputer-inspired design and enterprise-grade architecture enables clients to scale operations while reducing capital expenses and IT support costs. Global customers include publicly listed telcos, managed service providers (MSPs), and leading enterprise SaaS companies. OrionVM is headquartered in Sydney Australia, with US offices in the San Francisco Bay Area.

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