

# Value-Added Distributor Enables Secure, Scalable, Flexible Private Cloud Solutions for Managed Service Providers Based on Virtuozzo Hybrid Infrastructure



*"Our channel partners rely on us to bring them cost-efficient, robust, best in class solutions that meet the increasingly complex needs of their end-users. Virtuozzo offered a turnkey solution to enable hosted private cloud services with localization, an open stack compatible API, unlimited scalability, and no vendor lock-in. We are extremely pleased with their HCI solution and have seen tremendous uptake in channel partner utilization since we started offering Virtuozzo Hybrid Infrastructure just five months ago." — Aylin Gullu, Logosoft Sales Director*

## About Logosoft

Logosoft was founded in 1992 and is based in Istanbul, Turkey. The Company is a value-added distributor to over 8,000 companies throughout the country.



## Executive Summary

Turkey-based value-added distributor, Logosoft, was looking for a way to enable their channel partners with software-defined network and storage capabilities that allow them to compete with more expensive, competitive third-party infrastructure solutions. By leveraging Virtuozzo Hybrid Infrastructure, the Company found a turnkey, flexible solution to cost-efficiently meet the needs of its partners while optimizing its total cost of ownership (TCO).

## Business Challenge:

Logosoft's business was witnessing increased demand from its technology channel partners across a range of services. The Company was looking for a way to offer its channel partners competitive solutions while maintaining cost-efficiency. Additionally, these partners required solutions that support self-service portal capabilities with easy management, and secure, high-availability, monitoring, and containerization of applications.

Logosoft's partners were expanding services and required infrastructure to support this growth. One such partner, DT Bilisim Group, was witnessing an increased need for infrastructure to support e-learning for Universities throughout Turkey.

Logosoft needed a robust and efficient solution that would meet the requirements and go-to-market strategy of its partners while ensuring a superior level of service, flexibility, and scalability.

## The Solution: **Virtuozzo** Hybrid Infrastructure

After exploring alternatives, Logosoft decided to partner with Virtuozzo and add Virtuozzo Hybrid Infrastructure to its portfolio of IaaS solutions. Virtuozzo Hybrid Infrastructure met its requirements perfectly, combining virtualization, software-defined networking, and software-defined storage capabilities. In a short time, Logosoft was able to offer its channel partners hosted or private cloud solutions that included the most demanded features and functionality with the power of a single management pane, monitoring, and security. Virtuozzo Hybrid Infrastructure includes ready to deploy VM templates for the most commonly used scenarios, Kubernetes clusters for scalable and secure applications, and Virtual Desktop Infrastructure (VDI) to support a growing need for remote work expansion.

### FOR MORE INFORMATION

Visit Virtuozzo: [www.virtuozzo.com](http://www.virtuozzo.com)

Logosoft: [www.logosoft.com.tr](http://www.logosoft.com.tr)

### Results:

Logosoft was able to offer channel partners a turnkey, scalable, and efficient hyperconverged infrastructure solution that meets their various requirements. In addition, Logosoft was able to provide DT Bilisim Group with the infrastructure solution it required to support Universities throughout Turkey as part of its e-learning platform project. The scalability, back-up and storage capability, remote labs, and classrooms provided by Virtuozzo Hybrid Infrastructure enabled DT Bilisim to power e-learning solutions for Universities during the global pandemic.

Tolga Dinçer, CEO DT Bilisim Group, remarks, "We were experiencing difficulties competing with public cloud providers in the Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) space and needed a solution that included a self-service portal. Virtuozzo helped us address these challenges by providing a solution that could help us save money on storage expenses; now, our datacenter is more highly available. We have seen good results since implementing Virtuozzo Hybrid Infrastructure currently running VDI, E-Learning Platforms, in addition to Online Gaming companies."

### With Virtuozzo Hybrid Infrastructure, Logosoft was able to empower channel partners to achieve substantial technical and operational benefits, including:



Meet the demands of its customers by providing a multitenant solution with the ability to run multiple workloads in isolated, secure environments to support enterprise and service provider use cases.



Gain a predictable business model that allows Logosoft's channel partners to optimize TCO and business case optimizing



Enable advanced, enterprise-grade software-defined network and software-defined storage capabilities that allow Logosoft's partners to compete with more expensive competitive third-party infrastructure solutions.



Offer reliable, high-performance compute capabilities (virtual machines or managed Kubernetes containers) to allow Logosoft's partners to meet a variety of enterprise and service provider requirements.

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