

# The MSP's Guide to OpenCloud: Flexibility, Security, and Cost Control

A 2024 Guide to US Signal's New Open Sourced Cloud Product

## Introduction: Why MSPs Need a Better Cloud Solution

Managed Service Providers (MSPs) face increasing challenges. Clients demand flexible, scalable cloud services, but traditional cloud platforms often come with downsides like vendor lock-in, unpredictable price increases, and complex compliance requirements. MSPs are under pressure to offer secure, high-performance services while maintaining cost control and meeting regulatory standards.

**OpenCloud** is designed to address these specific pain points. Offering a unique combination of flexibility, security, and predictable pricing, OpenCloud empowers MSPs to deliver modern cloud solutions without the constraints of proprietary platforms or rising costs.

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# Chapter 1: Flexibility Matters to MSPs

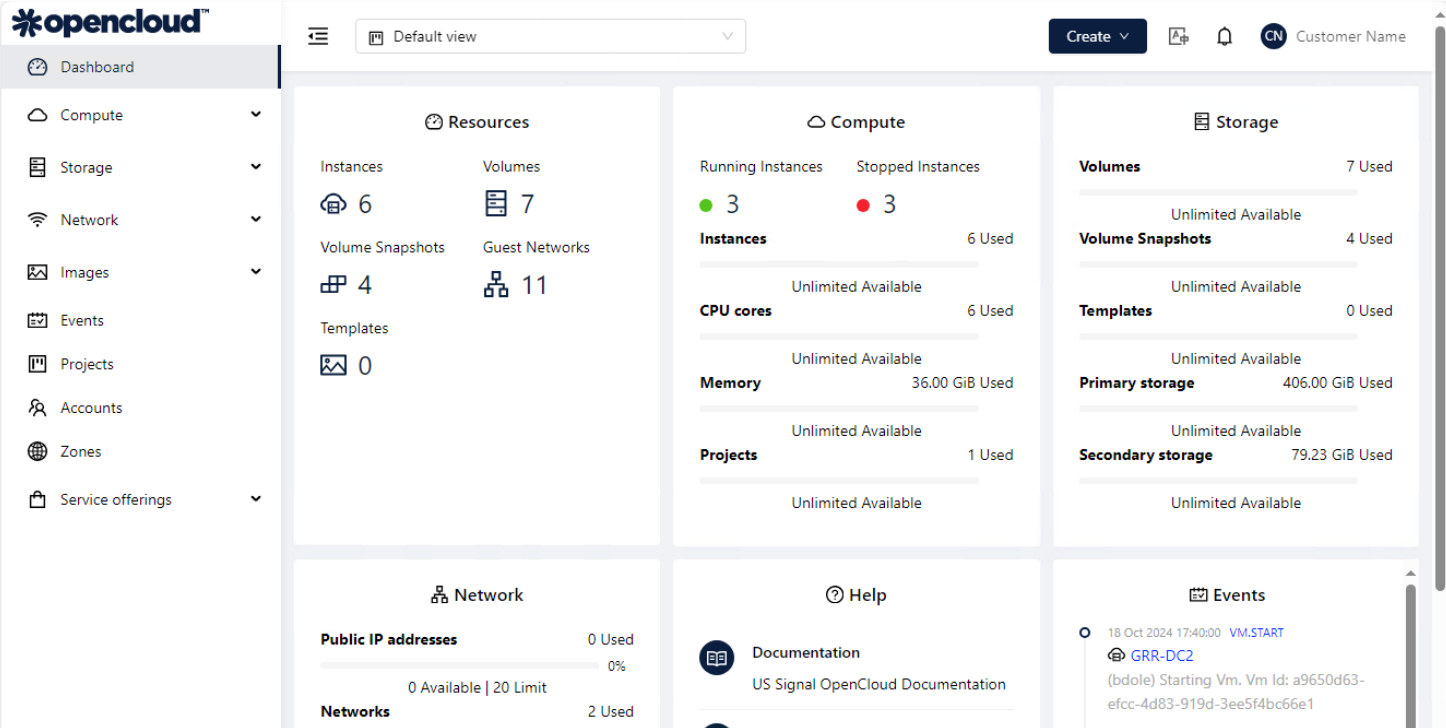
## Why Flexibility Matters to MSPs

MSPs must be able to respond quickly to their clients' changing needs. Whether it's scaling resources up during periods of high demand or provisioning new services rapidly, MSPs need the flexibility to manage cloud environments efficiently.

## How OpenCloud Provides Flexibility

OpenCloud enables MSPs to offer **self-service provisioning**, allowing clients to dynamically consume resources as needed, with the same agility provided by major public cloud providers like AWS and Microsoft Azure. This means MSPs can give their clients the ability to scale resources up or down instantly, while maintaining control over the infrastructure. OpenCloud combines the flexibility of a public cloud with the control and stability of a private cloud, making it ideal for MSPs looking to deliver tailored services.

Moreover, OpenCloud's flexibility extends to the way MSPs manage multiple client environments. With a central dashboard and comprehensive management tools, MSPs can easily provision, monitor, and adjust resources across all their client accounts from one platform, reducing the complexity of multi-cloud or hybrid cloud setups.



# Chapter 2: High Performance and Reliability

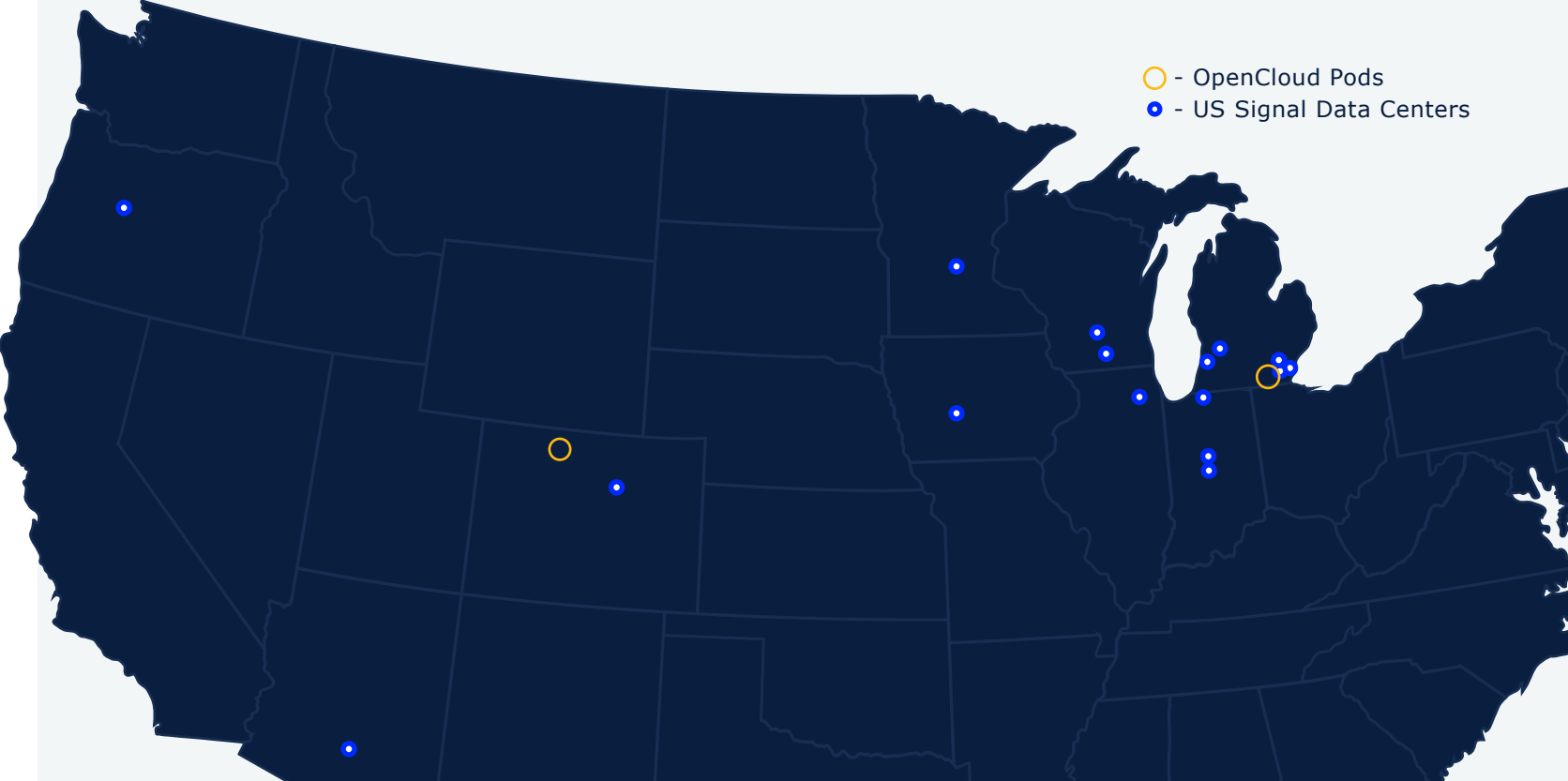
## The Importance of Performance and Uptime

Clients expect their cloud services to be fast, reliable, and always available. For MSPs, delivering high-performance services with minimal downtime is crucial to maintaining client satisfaction and trust.

## OpenCloud's High-Performance Infrastructure

OpenCloud is built on modern, highly performant infrastructure, including **Dell R650 servers, Infinidat all-flash storage arrays, and Arista switching**, ensuring a fast and responsive cloud environment. The platform operates out of **Tier III data centers** on both the East and West coasts, providing geographic redundancy and high availability. This guarantees that client workloads remain available and responsive, even in the event of unexpected failures.

With OpenCloud, MSPs can confidently offer their clients the performance and reliability they demand, backed by enterprise-grade infrastructure and robust data center operations. The combination of cutting-edge hardware and cloud architecture ensures that OpenCloud remains a high-performance platform capable of handling demanding workloads and large-scale applications.



## Chapter 3: Built-In Security and Compliance

### Why Security and Compliance are Critical for MSPs

As businesses increasingly turn to cloud solutions, security has become a top priority. For MSPs, ensuring that their clients' data is protected and that cloud environments are compliant with regulatory requirements is not just a nice-to-have—it's a necessity. However, managing security and compliance across multiple client environments can be complex and expensive.

### Security and Compliance with OpenCloud

OpenCloud comes with **built-in security** measures and is fully compliant with key regulatory standards such as **SOC 2 Type 2, PCI-DSS, and HIPAA**. These certifications ensure that the platform meets stringent security requirements, providing peace of mind for both MSPs and their clients.

MSPs leveraging OpenCloud can simplify compliance management by offering pre-certified infrastructure to their clients. Whether a client needs to adhere to industry-specific regulations or simply wants the reassurance of a secure environment, OpenCloud has the necessary controls in place to meet those needs. This allows MSPs to focus on delivering services, rather than worrying about the complexity of maintaining compliance on their own.

In addition, the platform's security features are integrated across all levels, from infrastructure to data management. This helps MSPs protect their clients' sensitive information from cyber threats and ensures that data is handled securely at all times.

## Chapter 4: Cost Control and Predictability

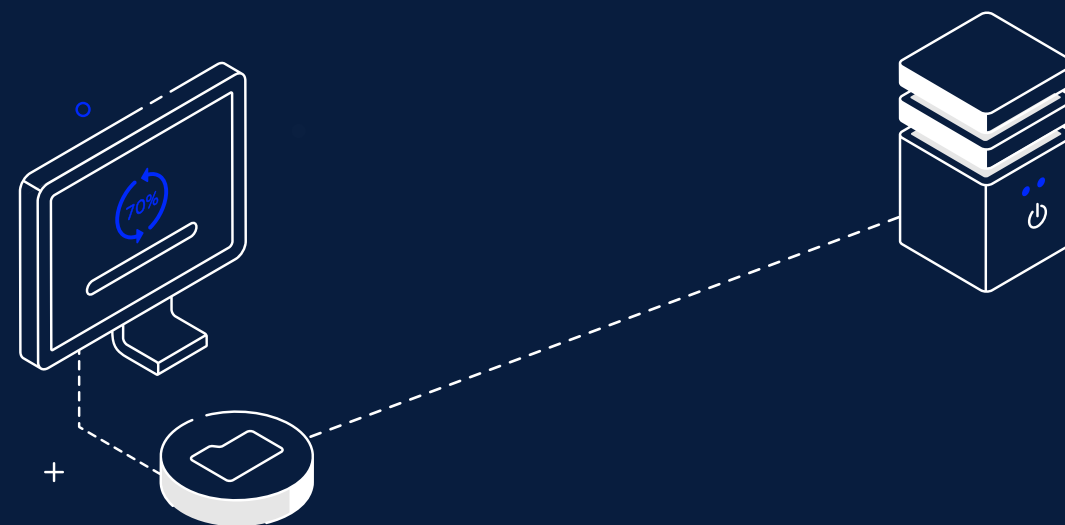
### Challenges with Traditional Cloud Pricing

One of the biggest frustrations MSPs face with traditional cloud platforms is the lack of pricing transparency and control. Vendor lock-in and sudden price increases—like those experienced by many with VMware following its acquisition by Broadcom—can make it difficult for MSPs to manage costs effectively. Inconsistent pricing models can lead to unexpected budget overruns, making it harder for MSPs to offer competitive pricing to their clients.

### How OpenCloud Keeps Costs Predictable

OpenCloud provides MSPs with predictable, transparent pricing by leveraging open-source technologies. This eliminates the risks of vendor lock-in and prevents MSPs from being subjected to sudden, unforeseen price hikes. OpenCloud's pricing model is designed to be **OPEX-friendly**, fitting seamlessly with the trend of businesses shifting towards operational expenditures over large capital expenditures.

With OpenCloud, MSPs have the flexibility to scale services up or down while maintaining control over their costs. By using open-source platforms and **term agreements**, MSPs can offer their clients more predictable and competitive pricing, allowing them to differentiate themselves in a crowded market. OpenCloud's cost-effective architecture provides MSPs with a way to optimize their own margins while delivering cost-effective solutions to their clients.



# Chapter 5: OpenCloud Versus Leading Platforms

## Why Comparison Matters for MSPs

For Managed Service Providers, choosing the right cloud platform is critical to delivering value to clients and maintaining a competitive edge. Platforms like VMware, Nutanix, and Azure each have their strengths, but they often come with challenges like vendor lock-in, high licensing fees, and limited flexibility. OpenCloud was designed with MSPs in mind, addressing these common pain points while offering a flexible, cost-effective alternative.

	OpenCloud	VMWare	Nutanix	Azure
Multi-Tenant Capable	●	●	○	●
Single-Tenant Capable	●	●	●	○
Self-service provisioning	●	●	○	●
Predictable cost structure	●	●	●	●
Included US-based support	●	●	●	○
Multi-Hypervisor Support	●	○	○	○
Highly-Available Infrastructure	●	●	●	●
Data Protection Integration	●	●	●	●

Yes ●  
 Partial ●  
 Unavailable ○



## Conclusion: Why OpenCloud is the Smart Choice for MSPs

As an MSP, delivering exceptional cloud solutions that are flexible, secure, and cost-effective is essential to your success and your clients' satisfaction. OpenCloud offers a powerful alternative to transitional cloud platforms, designed specifically to address the challenges MSPs face—whether it's managing costs, ensuring compliance, or providing scalable, high-performance services. With OpenCloud, you gain freedom to grow your business on your terms, free from vendor lock-in and unpredictable pricing. By leveraging OpenCloud's unique combination of open-source technology, transparent pricing, and enterprise-grade infrastructure, you can build a robust, future-proof cloud offering that meets the evolving needs of your clients while enhancing your competitive edge.

Interested in learning more about how OpenCloud can benefit your MSP business? Contact **US Signal** today for a personalized demo or consultation.