

GREEN CLOUD VS. MICROSOFT AZURE

PARTNER ENABLEMENT PROGRAM

- Server setup in Azure is complicated – you will have to do it ALL yourself in a “go figure it out” approach. Green Cloud (GC) provides white-glove treatment with every deployment with live engineers to discuss any technical issue.
- GC empowers your salesforce with sales and technical onboard training via custom-tailored product collateral. Unlike Azure, we work hand-in-hand to ensure your go-to-market strategies are designed for success.
- Orchestrated marketing campaigns, lunch-and-learn sessions, SPIFF programs and MDF funding separate GC’s unique position in the channel. We are focused on the partner.
- A step further than Azure, GC will enhance your message with guided demos, NFR resources, product trials and proof-of-concept environments – all constructed to your exact specifications.

INFRASTRUCTURE

- GC storage is faster than Azure Standard Managed Disk storage. GC uses Tintri Hybrid-Flash or all-flash SAN arrays.
- GC’s Cisco infrastructure is enterprise-grade and designed to last; they are a cut-above and validated yearly by Cisco to earn the designation “Cisco Powered.”
- GC’s compute performance meets or exceeds Azure’s F series (Dv2).
- GC offers more resources, more easily. Azure requires resizing to a different VM SKU to gain additional resources. GC allows direct customization of virtual machine resources.

NETWORKING

- GC can accommodate most normal networking designs at no additional cost.
- GC provides a legitimate firewall with every purchase.
- GC bundles up to 1Gbps of bandwidth for extremely fast internet access at the firewall level.
- GC’s vCloud Director interface and superior customer service simplify cloud deployments. Azure has a high propensity for misconfiguring network design due to complicated configuration requirements.

BACKUPS

- GC offers granular file restore through Veeam, as well as hypervisor backups with customizable retention policies and offsite options.

MANAGEMENT

- If you decide to drop networking at Azure, you may never be able to access your VM again because of required RDP access. GC’s VMware environment provides console access — something Azure will not do.
- GC never forces you to use a particular OS or pre-created template. Upload your own ISOs; GC will accept custom OVA/OVF templates as well.
- GC offers cloud migration-as-a-service, as well as the ability to accept inbound seed-disks for BaaS, DRaaS and IaaS.
- GC supports your native VMware formats in a vetted platform you feel confident managing — no need to convert to Hyper-V.

BILLING

- GC allows unlimited storage in/out. No watchdogging like Azure.
- GC data transfer costs are nonexistent. No additional fees for in/out/sideways transfers between networks either.
- GC pricing is based around 24x7x365 utilization at 100%. With Azure you may have to shut down servers nightly to conserve costs.
- GC is channel-only. This means our business is built around the partner. And Azure? They’re willing and able to sell to your end customers.