



FICOLO



TRANSPARENCY AND CONTROL

- Pinja manages its private clouds
with Ficolo Cloud Management Platform

Pinja renewed its private cloud services by moving them to a colocation data center hosted by Ficolo. At the same time, Pinja took advantage of Ficolo Cloud Management Platform, a comprehensive system for managing hybrid and multi-cloud environments. With it, Pinja achieved transparency into its own private cloud.

Pinja is an international software company with customers in thirty countries. Pinja offers SaaS services and is a digitalisation partner for its customers, providing software development, knowledge management, cloud services, IT services and service desk services. Pinja's headquarters and service production is in Finland.

An important part of Pinja's cloud services offering is WS.IaaS (Wholesale Infrastructure as a Service) and private cloud services, which are jointly produced with Ficolo. These environments and the customers operating in them are managed by Pinja using Ficolo's Cloud Management Platform (CMP).

"With CMP, we can also provide administrative and business roles with visibility into the managed environment and capacity."

Jari Alamaa, Service Manager, Cloud Services, Pinja

FICOLO CLOUD MANAGEMENT PLATFORM - END-TO-END MANAGEMENT FOR PRIVATE, HYBRID AND MULTI-CLOUD ENVIRONMENTS

Ficolo Cloud Management Platform is a complete solution for managing hybrid and multi-cloud environments, based on Morpheus Data's award-winning technology, suitable for both in-house use and for service providers to manage customer environments.

CMP enables the operation, orchestration and optimisation of multi-cloud environments with a single solution. With Ficolo Cloud Management Platform you can:

- Achieve visibility into your multi-cloud environment.
- Provide transparency in the management of your cloud environment.
- Efficiently and transparently build and operate your own private cloud or a private cloud for your customers, using pre-built integrations and self-created libraries.

- Automate routine tasks and workflows within CMP and through integrations.
- Manage the entire lifecycle of applications and environments.
- Flexibly and quickly publish applications to any cloud.
- Monitor resource usage and optimize costs - CMP even makes recommendations to reduce costs based on resource usage.

CMP supports all public cloud services and a comprehensive range of private cloud solutions, ensuring users can always get the most out of their multi-cloud environment without worrying about cloud-lock.



"I believe that the use of Cloud Management Platform will continue to drive what we do in a more scalable, and therefore more efficient, way."

Jari Alamaa, Service Manager, Cloud Services, Pinja

BACKGROUND ON THE COOPERATION BETWEEN PINJA AND FICOLO

The collaboration between Pinja and Ficolo started in 2019, when Ficolo and Pinja agreed to work together in the data center business, whereby Pinja

started delivering private cloud services from Ficolo's data center, which is certified carbon neutral. At the same time, Pinja abandoned its own data center and the legacy solutions used to manage it.

"Moving away from our own data center allows us to develop more diversified services that are closer

to our customers' business. The partnership with Ficolo will help us to focus our skills development and to have a reliable and competent partner to take care of the technical environment. At the same time, we got a powerful end-to-end solution

(CMP) for managing our cloud environments, which replaced several separate tools we were using before and enables us to improve our operations and services," says **Tuomas Lassila**, VP Pinja Service Operations.

CLOUD MANAGEMENT PLATFORM **SERVES NOT ONLY THE EXPERTS BUT ALSO THE BUSINESS**

Pinja offers its customers dedicated private cloud capacity and shared WS.IaaS (Wholesale Infrastructure as a Service) cloud capacity from a data center operated by Ficolo. This is managed by Pinja using Ficolo Cloud Management Platform.

In the past, separate tools were used to manage their own data center, but CMP has replaced them all. At the same time, CMP brought with it new layers of private cloud capacity management. CMP is not only used by Pinja's technical experts, but is also leveraged for administrative and business needs.

Jari Alamaa, who leads Pinja's Cloud Services team, says that the biggest change has been improved transparency.

"The introduction of CMP brought us a lot of new opportunities. It was a big change from before, as we didn't have visibility into, for example, how much capacity had been allocated to different SaaS services at Pinja, but now we have detailed reports. This allows us to allocate costs more accurately according to usage. The same applies to the shared WS.IaaS capacity," says Alamaa.

"With CMP, we can also provide administrative and business roles with visibility into the managed environment and capacity usage. This comprehensive reporting provides the tools to improve services and the environment - both for us and our customers. In the future, we plan to develop automation around this, for example for billing," Alamaa continues.

EVEN GREATER BENEFITS ARE EXPECTED FROM THE CLOUD MANAGEMENT PLATFORM IN THE FUTURE

In Pinja's organisation, the use of CMP is still in its infancy, but its potential has been recognised. CMP provides the company with useful and precisely targeted information on capacity consumption. It is also easy to link CMP to other applications, making it possible to use the information it reports

to create automation for billing or separate BI solutions, for example.

By enabling the creation of different views and different levels of rights, CMP has allowed a wider range of users to have visibility into Pinja's production environments and reports without the concern of compromising the environment.

Even greater business benefits can be expected, as a comprehensive multi-cloud management system enables many things that were not possible before.

"I believe that the use of Cloud Management Platform will continue to drive what we do in a more quantitative, and therefore more efficient, way. In addition, we will be able to improve our

services to customers through automation or, for example, by offering to manage our customers' entire multi-cloud environment directly from CMP,"
Alamaa envisions.



Ficolo Ltd

Pori Office

Konepajaranta 4
FI-28100 PORI

Helsinki Office

Mittalinja 1
FI-01260 VANTAA

Sales

sales@ficolo.com
Tel. +358 2 624 8500