WHY THE EDGE SHOULD DRIVE THE CLOUD

PUTTING THE FOCUS BACK ON THE END USER

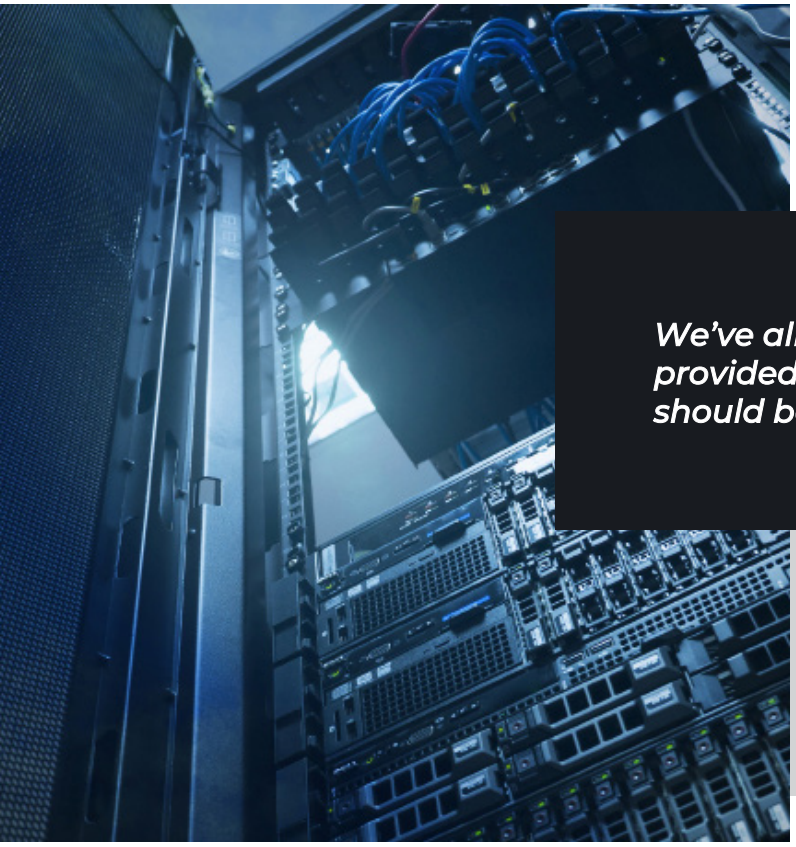
EXECUTIVE SUMMARY

We work with institutions that exist to support a very specific and very important mission; maintaining our nation's warfighting capability in even the most austere of locations. How can the warfighter be enabled to work at their maximum level of effectiveness? It happens when they're provided with the right technology to support their mission.

Unquestionably, the Cloud is coming to a device near you. All of them, in fact. Ultimately, there is no doubt that moving to the cloud is an absolute necessity and furthermore, an inevitability. Economies of scale will greatly enhance the overall capabilities provided to the end user in the long run.

In our rush to the cloud, have we forgotten something?

It should be considered that despite the miracles of modern technology, there are cases where the end user is best served by a solution that can't (or won't) maintain uninterrupted cloud connectivity at all times.



We've allowed the Cloud to drive how services are provided to the warfighter at the Edge, when it should be the other way around.

What if we could duplicate the "cloud-connected" user experience in a disconnected state?

What if the end user didn't have to prioritize one capability over another?

Meet the Cloud Extension Node.

REVERSING OUR THOUGHT PROCESS

THE ISSUE

Users in theater require services which are **sustainable, trainable and repeatable**. As application audits are conducted, each decision must be made based on how the end user, the warfighter, is affected.

Whether it be a question of mobility, stealth, speed, etc., the primary focus must be on the specific needs of that end user.

THE IDEA

Over the past 18-24 months we've focused on developing an Edge computing strategy that would most benefit the end user. What if we could provide the exact same capability to the end user, regardless of whether they're in a connected, or disconnected state?

The concept solution changed drastically over time. As feedback was received from the user base, adjustments were made. Whether it be the hardware platform we use, or the software stack we overlay with, the solution was altered specifically to meet the needs of the end user. What came about is a platform that is simple, easy to use and provides an immediate benefit to the warfighters in the field.

THE SOLUTION

We call this family of systems the **Cloud Extension Node.**

By utilizing the best hardware and software solutions available, we've created a product that provides a **true cloud-ready Edge computing solution.** This solution has proven itself effective in live situations many times over, with overwhelmingly positive feedback from end users.

WHAT IT DOES

The Cloud Extension Node provides automation, data mobility and scalability while maintaining key factors, such as being user friendly, trainable and repeatable. It can be maintained during and after a true cloud migration occurs.

The best part about the solution is this; it will meet your organization where you're at. No two implementations are fully the same. It is not a one size fits all model.

As institutions seek providers best fit to meet their needs (AWS, Azure, GCP, etc.), ***they should know that there exists a common software platform that will run on ALL the above and on-premise, regardless of the provider.***

As with the cloud, the Cloud Extension Node needs to be customized to fit the user's specific requirements, potentially even down to variations between individual locations. It is unparalleled in flexibility, and truly innovative in optimizing the edge users experience. This is a true cloud-to-edge solution with the most important people in mind, the end user.