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**Tectrade**

A CSI GROUP COMPANY

# POWERCLOUD

## IBM i, AIX & LINUX

**MODERNIZING CRITICAL APPS  
& REGULATED WORKLOADS  
FOR HYBRID CLOUD ENVIRONMENTS.**

[www.tectrade.com](http://www.tectrade.com)

[info@tectrade.com](mailto:info@tectrade.com)



Tectrade (A CSI Group Company)

# Why Tectrade PowerCloud?

## Reduce Costs and Complexity

Modernizing complex workloads into a SaaS platform can be costly and time consuming. Additionally, refactoring applications onto new cloud architecture can further add to the complexity. These combined efforts mean businesses may have to pay twice to make a single move.

Clients investing in IT transformation have to manage the expense of new infrastructure to maintain existing workloads, while, at the same time, invest in cloud resources in their third and fourth platforms. These increased costs are further exacerbated as workloads expand and quickly exceed the system's capacity, driving costs even higher as clients continue on their modernization journey.

As organizations face even greater complexity around security, compliance, and IT transformation, they will look to increase spend with third-party service providers. It is no surprise that an acute IBM i skills shortage, ever-increasing security headwinds, and multicloud investments, are driving clients to seek outside help. With our managed service and hybrid-cloud offering, Tectrade enables clients to avoid paying twice while remaining secure.

Developed as an IBM Power Cloud Platform, the **Tectrade PowerCloud** manages and operates a specialized private cloud platform for IBM Power Systems running IBM i, AIX or Linux workloads. This means enterprises can leverage the bullet-proof compute power, reliability, and security of IBM Power Systems in the cloud with a pay-as-you-go operational cost model. This allows clients to reduce their physical equipment spend as they gradually ramp up their cloud consumption.

# About Tectrade

**Working with some of the world's most dynamic businesses, we manage complex workloads, draw value from data, and are the first and last line of defence against digital threats.**



## **A Complete Partner**

We work closely with our partners to develop powerful cloud solutions for your business. We are proud to be an IBM Platinum Business Partner, a Red Hat Certified Cloud and Service Provider, Dell Technologies Partner, Microsoft Solutions Partner, amongst others.



## **Problem Solvers**

There are no "one size fits all" solutions - we invest the time to understand your business, your desired outcomes and challenges, and build powerful, flexible solutions to suit your needs.



## **Powerful Business Solutions**

We understand the bigger picture - with our capabilities in Enterprise Cloud, Data Protection and Cyber Security we are uniquely placed to offer you a complete, powerful environment for your applications - from systems of record developed over years, to emerging AI and IoT solutions.



## **Safe Pair of Hands**

With Tectrade, you're always in safe hands. We've been revolutionising the infrastructure market for over 40 years, and we continue to innovate with our unique PowerCloud offering.

Reduce Cost. Increase Capability. Take Control.

# Tectrade PowerCloud



## Scalability to reduce costs

Why pay for unused resources? The Tectrade PowerCloud allows you to use only what your business needs to thrive. Don't allow your cost base to be dictated by peak requirements. Bringing additional capacity online is quick and efficient - the platform is already prepped and ready to go.



## Data protection and compliance

Combining years of experience with leading technologies, we ensure that your business operations run smoothly. We understand the risks associated with failed backups and we tackle the toughest data protection and compliance challenges to give you the peace of mind that your data remains secure.



## Pain-free disaster recovery

The Tectrade PowerCloud offers a rapid and dependable disaster recovery solution on its own, or working alongside any on-premises physical systems - getting you back up and running quicker.



## Migrate, monitor & manage

We can migrate your critical workloads to the Tectrade PowerCloud and then monitor and manage your environment to ensure availability and performance. Incidents are handled by our skilled 24x7 Service Desk and regular service review meetings keep our technology solutions aligned with your business outcomes.



## Multi-cloud integration

You need the your cloud platforms to move as fast as you do Rapid Expansion? Acquisition? No problem. We provide cloud resources and services for almost any platform or operating system - and we connect multi-cloud environments securely.



## Freeing your teams

Moving your business to a cloud environment allows your team to focus on what makes the difference to your business, adding value to systems and services, and making you more profitable.

# MULTICLOUD PLATFORMS

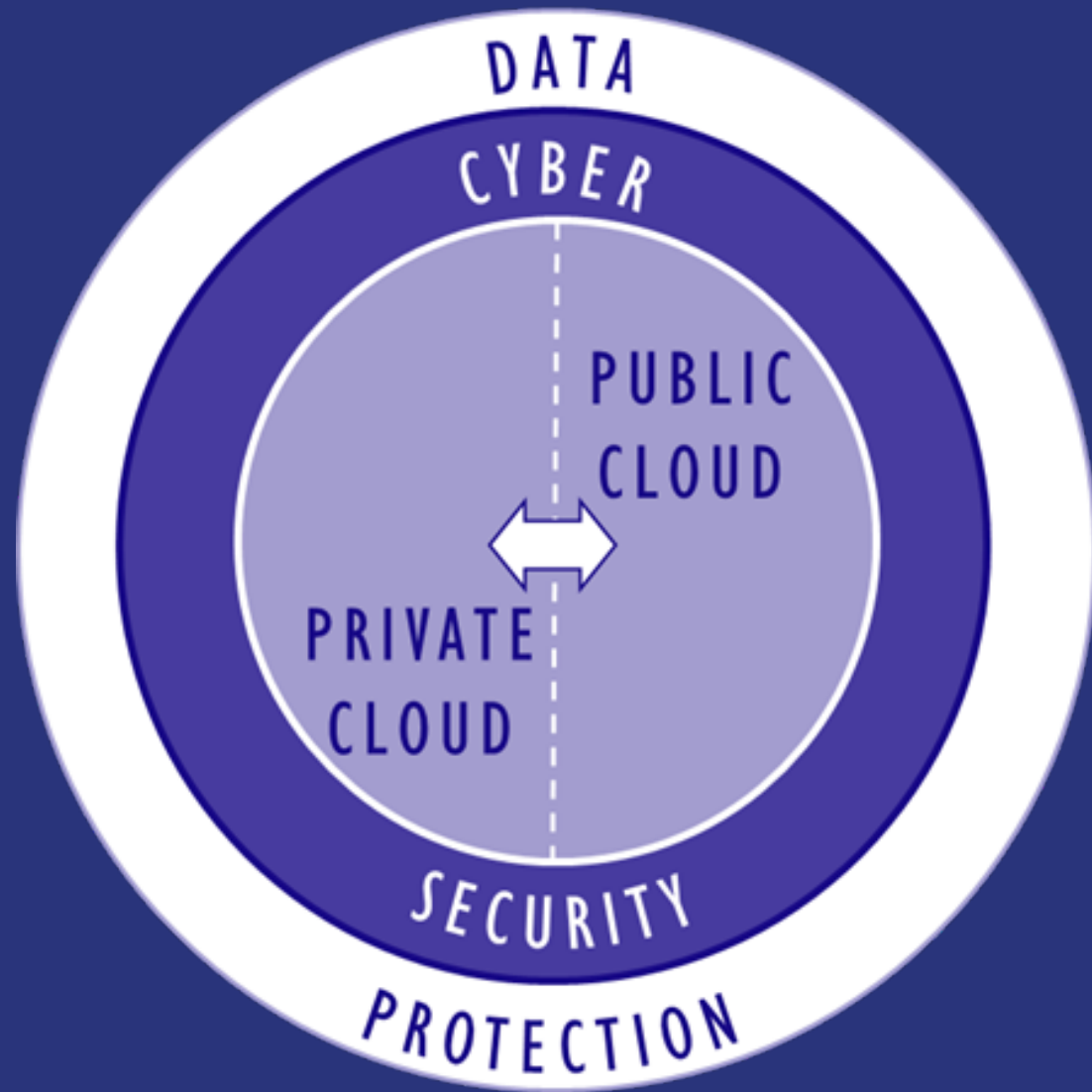
**Right workload in the right location.  
Get the right outcome.**

Few businesses were born in the cloud. For most, a mixture of on-premises, private and public cloud environments is a function of legacy, necessity or both.

Tectrade's expertise spans each scenario – from remote management of on-premises infrastructure and traditional hosting to architecture modernization and greenfield deployment of public clouds.

We developed our portfolio of innovative Tectrade PowerCloud services enabling IBM i, AIX, Linux and Windows workloads to operate efficiently in private, hybrid and multi-cloud environments.

This enables our clients to optimize their workload efficiency and enterprise performance by securely connecting critical compute with new and emerging applications.





**“SaaS Cloud Services allow companies to break away from costly systems that lack agility and comply with constantly changing regulations, with speed and ease. We are delighted to be able to offer this with the support of Tectrade.”**

**John Blackman**  
**Group CPO at FNZ Group**

## **FNZ Group**

FNZ, the global fintech company that acquired leading UK-based developer JHC, is a leading independent software vendor providing innovative wealth management solutions. FNZ's Figaro and Neon applications include trading, asset management, and settlement systems for brokers and investment managers.

### **Business challenge**

FNZ recognised that their clients' success depended on access to innovative, agile, and cost-effective solutions. The business decided to offer a software-as-a-service (SaaS) model that can change in line with their client needs.

### **SaaS Solution**

FNZ selected Tectrade as a cloud partner – initially to host the Figaro application in a monitored and managed environment. The success of offering Figaro from the Tectrade PowerCloud encouraged FNZ to launch its Neon platform as a SaaS model only. This has opened up new markets for FNZ which is having a positive return on sales revenues and market share. FNZ now has the flexibility to offer both private cloud or public cloud models to meet client requirements.



**“By embracing innovative fintech applications and new flexible platforms, we can react quicker to changing customer behaviour compared to established firms. This means we can compete more successfully.”**

**Head of IT  
Challenger Bank**

## **Challenger Bank**

Our client aims to disrupt their market with a focus on new and innovative solutions with flexible financial products driven by the needs of today's consumer.

## **Business challenge**

The client runs core banking applications including Finastra's Fusion Equation to increase its business agility and strategic growth. To accelerate its plans for digital transformation, the bank reviewed its existing data center facilities, on-premise IBM systems, and the capacity of in-house skills.

## **Hybrid Cloud Solution**

It was decided that success would be boosted by a partner that could offer experience with hybrid cloud solutions optimized for regulated industries. Tectrade's PowerCloud offers secure managed environments based on the latest IBM Power Systems, together with tiered storage and data protection services. In partnership with data center partner Equinix, Tectrade supports the bank's mobile services with cost-effective gigabit-speed connections between private and hyper-scale public clouds.

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**At Tectrade, we aspire to be the market-leading IT modernization partner for regulated workloads.**

**We are an IT Managed Services Provider bringing world-class solutions such as Hybrid Multi-Cloud, Cyber Resilience, Data Protection and Storage to our clients' businesses.**

**Specialists in leading technologies, we underpin mission-critical platforms, modernize and manage complex workloads, and underlying IT architectures.**

**Our team has rich capabilities with deep technical skills and provide service offerings for production, test and highly available cloud solutions.**



**GROW**



**SAVE**



**INNOVATE**



**PROTECT**

## **Tectrade Computers Corporation**

8480 Honeycutt Road  
Suite 200  
Raleigh, NC 27615

## **CONTACT INFO**

[info@tectrade.com](mailto:info@tectrade.com)  
[www.tectrade.com](http://www.tectrade.com)