



Six Degrees Gives Clients Highly Resilient, Secure, and Efficient Managed Services with VMware Cloud Director

COMPANY

Six Degrees

INDUSTRY

Secure Cloud Services

HEADQUARTERS

London, UK

END CUSTOMER CHALLENGES

- Security, visibility and control
- Alignment to compliance processes
- Optimization of cloud services
- Management of hardware and hypervisor layer

VMware and Six Degrees Partnership

Six Degrees is a leading secure cloud provider, with more than 15 years of experience serving 2,000+ customers across a broad range of industries including retail, manufacturing, financial services, legal and public sector. Six Degrees' depth of expertise is matched by its range of capabilities, as it goes beyond delivering the best cloud infrastructure in the UK to also help customers maximise their productivity and efficiency. From virtual desktop solutions, through connectivity products like SD-WAN, to its next generation voice, video and messaging services, Six Degrees supports customers on every step of their digital journey. And what's more, Six Degrees' comprehensive cyber security capabilities ensure its customers' digital evolutions never come at the cost of introducing unnecessary risk.

Since its inception, Six Degrees has partnered with VMware and implemented [VMware Cloud Verified](#) enterprise cloud solutions to support customers' digital transformation and to meet the operational and regulatory requirements of the compliance-heavy sectors they operate in. Six Degrees approaches each client to meet them where they are in their cloud journey, utilizing their proprietary 'Propel' methodology:

- **Capture and Consult:** Conduct a 'Cloud Adoption Framework Strategy Workshop' to assess a client's IT landscape and identify how best to migrate to the most appropriate cloud platform.
- **Transform and Harden:** Initiate a six-week cloud adoption framework implementation ensuring that all applications and services are running optimally.
- **Manage and Optimize:** Offer best-in-class managed services with certified cloud engineers helping clients manage their cloud environment and continuously assess for optimization.
- **Defend and Recover:** Secure clouds with their 'Cyber Security Operations Centre', utilizing industry-leading security features to ensure secure environments.

Six Degrees delivers transformational technology services that help organizations minimize risk and maximize digital ROI by leveraging the latest and the best cloud technology to drive competitive advantages, delivering end-to-end cyber security services, creating agile workspaces for efficient, from-anywhere collaboration, and

“VMware Cloud Director gives us an agile, robust, and flexible platform. It offers our clients improved security, resiliency, control and efficiency.”

TREVOR TODD,
HEAD OF CLOUD ENGINEERING SERVICES
SIX DEGREES

BUSINESS BENEFITS

- Control and flexibility of a private cloud
- Self service capabilities
- Focus of resources on strategic initiatives and speed-to-market efforts
- Acceleration of operational excellence
- Ability to build, test and destroy systems as necessary
- Deploy a multi-tenant, scalable platform for virtual data center resource pooling
- Improved cost efficiencies and control of virtual infrastructure
- Deliver end-to-end cyber security services

ensuring organizational resilience. Six Degrees offers committed and consumption-based cloud services, ensuring cost flexibility and cloud economics for all their customers. The exponential growth that they have achieved over the years is a testament to the success of the partnership with VMware.

Building Enterprise-Ready Cloud Services

The push to move to the cloud has gained new urgency and many customers are already benefiting from enhanced productivity, connectivity, and agility. But organizations big and small remain concerned with appropriate visibility and control over their cloud services. Where are the gaps? What needs to be protected and how? Can management of the cloud match the control provided by on-site hosting? Are we optimizing cloud services to achieve the full benefits?

The experts at Six Degrees understand that customers need all the benefits of the cloud and want the freedom to administer it similar to the onsite hosting experience. VMware Cloud Director enables Six Degrees to build enterprise-ready cloud services that offer customers the tools to take control and provide flexibility on their cloud journey without the stress and sleepless nights that come with managing the hardware and hypervisor layer.

This means that Six Degrees' clients are free to pivot their technical departments away from routine day-to-day tasks to focus on business innovation and accelerating operational excellence for both their own staff and that of their clients'. VMware Cloud Director liberates Six Degrees' customers from the mundane, to invest resources in strategic business innovation and speed-to-market efforts.

Delivering Innovative Solutions With VMware Cloud Director

Six Degrees credits their VMware partnership with moving them to a leadership status in the enterprise and public sector cloud market in the UK. The VMware Cloud Provider Platform has empowered Six Degrees to deliver enterprise-level virtualization services on a consumption basis—a model which offers clients improved cost-efficiency and control of their virtual infrastructure.

VMware Cloud Director features and functionality also allow Six Degrees to deliver innovative solutions to the market, accelerating customers' digital transformation and propelling them to the top of their industries. VMware Cloud Director enables self-service capabilities for their customers as part of Six Degrees' Enterprise Cloud service offering, giving them the ability to manage and control their IT environments their way and being less reliant on Six Degrees. It also provides customer development teams with a platform to build, test, and destroy systems as necessary.

Prior to using VMware Cloud Director, Six Degrees provided their customers with platform access via jump box, hosting a client with locked down permissions for limited visibility—a solution that was neither scalable nor secure. VMware Cloud Director was selected because it offered Six Degrees the ability to rapidly deploy and integrate services into a multi-tenant, scalable platform for virtual data center resource pooling for virtual machines, vApps, marketplace applications and Kubernetes clusters.

Six Degrees has been using VMware Cloud Director since the first edition of v1.5 more than seven years ago. More than 200 customers have deployed their VMware Cloud Director-based offerings and it is the main cloud platform for all their enterprise cloud service offerings. This self-service solution is made much easier with the improvements in the VMware Cloud Director user interface with all tenant functionality now migrated into the HTML5 interface. Six Degrees' Enterprise Cloud customers get a better customer management experience now.

PRODUCTS DEPLOYED

- Cloud Verified



- VMware vSphere
- VMware NSX
- VMware Cloud Director
- VMware vSAN
- VMware CloudHealth
- VMware Workspace ONE
- VMware Horizon

Future proofing their enterprise cloud with NSX-T support is essential to ensure that Six Degrees can remain tightly aligned to VMware Cloud Director, managing a secure future multi-cloud enterprise strategy.

With a growing urgency around enterprise security, the VMware NSX data center delivers a complete L2-L7 networking and security virtualization platform, providing the ability to manage the entire network as a single entry from a single pane of glass, enabling the automation of Six Degree's networking and creating added layers of security. And VMware vSAN gives Six Degrees the ability to manage storage on a granular level, further enriching clients' security and ease-of-use.

The enterprise cloud is based on a VMware Validated Design for service providers standard that enables the Cloud Verified status that the enterprise has earned. This is VMware's highest standard of service delivery supported by a tried and tested architecture and certified products, ensuring that the enterprise cloud manages the best uptime and service levels possible.

Summary

Six Degrees' VMware Cloud Verified platform utilization and growth is due to their differentiated approach. This enables customers, and also supports their on-going growth through investment in a robust portfolio of VMware services. Six Degrees delivers unique cloud and security requirements over onsite, hybrid, public and multi-cloud environments. In addition to a broad portfolio, Six Degrees provides industry-specific solutions and business solutions across small, medium, large enterprises as well as the public sector.

With a vigilant eye on the future and their clients, Six Degrees is exploring additional services to offer VCD-based tenants, such as self-service containers/Kubernetes, self-service disaster recovery, and NSX-T enabled micro-segmentation and multi-cloud.