

PROBLEM

- Long wait times to deliver sales demo environments to end-users
- Difficulty meeting demand for environments from many end-users

SOLUTION

- CloudShell
- AWS EC2 z1d
- AWS S3

RESULTS

- Able to provide a greater number of sales demo environments to partners
- Shorter sales cycles
- Increase the productivity of Sales and Dev teams
- Generate more revenue

Leading Network Visibility and Traffic Monitoring Technology Vendor Uses Quali CloudShell and AWS to Accelerate Sales Demos and Training

Problem

A leading cloud visibility and analytics company needed to provide a large number of Proof of Concept (POC) environments to channel partners selling their product.

They had been using Oracle Ravello for on-demand VMs, sales demo, and test environments, and they needed to find an alternative to Ravello once it reached end of life.

Given the high demand for multiple POC environments from many end-users, the company needed a flexible solution that could quickly and reliably spin up and tear down environments with the capability of organizing users and making the environments they need available to them without long wait times.

Making these environments available to partners quickly was a crucial part of their sales process and generating revenue, so they needed a replacement solution in place to ensure continuity for their partners.



Solution

Already using AWS EC2 elastic cloud and S3 storage, they needed a solution like CloudShell that would run seamlessly on that platform. In order to satisfy the requirements for this use case, the company needed to:

- Automate the environment lifecycle from set-up to tear-down
- Spin up environments using AWS z1d instances
- Accommodate nested virtualization with Hyper-V AMI
- Offer one-click self-service access to POC and training environments
- Empower the customer's partner ecosystem to expand and increase revenue without additional sales hiring.

The customer was already using Quali's CloudShell for other Lab as a Service use cases. Though they briefly explored other platforms, they were already familiar with both the CloudShell platform and its benefits to their business. They also saw it as an opportunity to consolidate tools in their toolchain.

Expected Outcomes

With CloudShell, this company expects to:

- Provide a greater number of sales demo environments to partners
- Shorten sales cycles
- Increase the productivity of Sales and Dev teams
- Generate more revenue

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