

The Only Network launches WCloud, China's first all-SSD cloud service, running on OnApp

The Only Network Technology Co., Ltd. was established in 2005, and is a leading provider of Internet and other value-added services in China. With offices in Shenzhen, Zhanjiang, Xiamen and Beijing, the company provides services throughout 31 provinces and regions in the country.

In October 2014, The Only Network launched WCloud, the first all-SSD cloud hosting service in China, offering public and private cloud hosting for business customers.

The new service runs on OnApp, makes full use of OnApp's high-performance integrated storage system, and was deployed with the help of Kung Fu Cloud (Kung Fu Yun Technology Co., Ltd) - the first authorized OnApp partner for China.

Why create a new cloud service?

"More and more of our customers were asking when we planned to launch our own cloud computing service," said Haibin Li, Product Manager at The Only Network. "For existing customers, cloud provides a way to improve resilience and scalability, compared to dedicated hosting for example, but it's also a way for us to attract new customers: building our own cloud was a natural progression to enable us to enhance our competitive position, so we decided to launch our own brand - WCloud - and we're excited by this new potential."

Why seek the help of a local partner?

The Only Network built its new cloud with the assistance of Kung Fu Cloud, an authorized OnApp partner for China. Kung Fu Cloud offers a full range of services to enable service providers to launch their own clouds, quickly and easily, with templates for more than 100 common operating systems and applications, and 24/7 email and telephone support.

Haibin explains: "We wanted a partner that would understand and support our new cloud strategy, and Kung Fu Cloud gave us a lot of support - especially in the deployment, and integration with billing systems - and provided many useful suggestions. We built an entire commercial cloud platform in less than two months."

Why build your cloud on OnApp?

The Only Network assessed a number of different cloud platforms before choosing OnApp.

"We considered building our cloud on OpenStack, but considering the time and labor costs involved, decided to look for a more complete, a more sophisticated system that we could deploy and manage without significant development work. After all, our core expertise is in designing and running cloud services, not software development," said Haibin.

OnApp Partner

Kungfucloud 功夫云

www.kungfucloud.com

Customer



The Only Network Technology Co.

www.wcloud.com

Summary

- > Creates a complete high-performance cloud in less than two months, featuring OnApp integrated storage
- > Deploys OnApp with the help of Kung Fu Cloud, authorized OnApp partner for China

"OnApp is a very mature platform, with the full range of cloud management functionality - automatic billing, VM failover, the ability to scale automatically, and so on"

Haibin Li,
Project Manager, **The Only Network**

Case study The Only Network Technology Co.

The Only Network was impressed by OnApp's fast deployment and integration with billing systems, as well as its integrated storage technology, and ultimately the company decided that OnApp was the best fit for its business.

"OnApp is a very mature platform, with the full range of cloud management functionality - automatic billing, VM failover, the ability to scale automatically, and so on," said Haibin. "Plus there are many more components like integrated storage and CDN that add real value. The control panel is also very user friendly, very easy to operate."

"The most important factor, though, is the stability of cloud hosting services - we have gone through a long period of testing, and consulted with other OnApp cloud providers, which has enabled us to provide customers with very high quality cloud hosting services running on OnApp," Haibin added.

What's the benefit of integrated storage?

One of the key differentiators of the OnApp platform is its integrated storage system ("OnApp Storage") which provides high-speed, highly resilient storage for cloud providers without them having to invest in a prohibitively expensive third party SAN array. With OnApp Storage, you can build a virtual, distributed SAN across commodity disk drives in the servers you're already using for your cloud.

"We considered using a dedicated storage device, but prices were high and performance was mediocre," Haibin explains. "OnApp's integrated storage system, with support for SAS, SATA and SSD, and with extensive striping and replication options, was much more affordable, much more secure and offered the performance we needed. Plus, as we grow, OnApp Storage lets us add more disks and/or servers. Scaling is linear - we can scale as we grow."

What are your plans for the future?

The Only Network is now scaling up its OnApp environment to take on larger cloud projects from customers, and will also add other OnApp features that help it expand the range of services it can offer.

"The move towards cloud hosting in China is one we hope we spotted earlier than competitors, and we hope to build our business on a solid platform with OnApp cloud," said Haibin. "We're looking forward to taking more OnApp features to market, including federated CDN and dedicated servers - features that benefit our customers, and help us grow too."



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