



# Partnering with Silk: Optimize Your Customers' Hybrid Cloud

## **silk** VisionOS

**Silk VisionOS** turns underlying on-premises and cloud infrastructure into the most capable scale-out data virtualization and mobility platform

## **silk** CLARITY

**Silk Clarity** uses powerful machine-learning analytics to show exactly what customers are paying for and where they can save the most

## **silk** FLEX

**Silk's Flex** orchestration tool gives customers complete control over every detail in automating their environment, such as scaling up and down, making it as simple as drag and drop

**"With the current economic environment, where cloud is more of an option with people working from home, we know other clients are going to need this solution. We're thrilled to be able to bring them a product that we trust."**

**- David Duncan, Principal Solutions Engineer, Soccour Solutions**

As more organizations adopt hybrid cloud strategies, they need to find a way to better manage their data across different environments. Data mobility between on-premises infrastructure and the cloud is notoriously tricky. And when data is successfully migrated to the cloud, companies can find that the level of performance may not be worth the price they pay.

A trusted partner in helping to implement a data platform can give companies the assurance that both their on-premises infrastructure and their eventual migration to the cloud will be successful. They can feel confident that they will get consistent performance across their hybrid cloud for a price that does not bust their budget.

### **About The Silk Platform**

The Silk Platform optimizes your on-premises and cloud environment, allowing organizations to get ten times the performance out of their existing data while spending 30% less. It fits neatly between customers' full application stack and infrastructure, making the entire environment run smarter without changing a thing. With real-time data reduction, thin provisioning, and continuous resource optimization, Silk automatically matches customers' data spend to their actual needs at every moment.

### **Why Customers Love Silk**

- Whether on-premises, in the cloud, or a combination of both, Silk fits every customer's unique set-up
- Elastic ultra-high performance with sub-millisecond latency
- Enhanced zero-cost data services for resource optimization
- Fast and easy migration of mission-critical applications to the cloud

### **Why Partner with Silk**

- Bring value to your customers who are adopting a hybrid cloud strategy or plan to migrate applications to the cloud
- Increase revenue by leveraging the Silk Platform securely across customers
- Potentially upsell additional services and products with Silk's ability to quickly and easily migrate data to any infrastructure

### **Soccour Solutions:**

#### **How Silk Brought Speed to One Partner's Client**

Soccour Solution's client needed to remotely access an on-premises solution. Soccour wanted to offer the client a flexible SaaS solution that offered the high performance the client's software demanded to run high volumes of data and enable 3D virtualization. With Silk on AWS, the software was 40-60% faster than it was running with on-premises arrays and 4x as fast as native AWS alone.

### **Ready to Get Started?**

Get in touch with your local sales contact. Not sure who that is?  
Reach out to us at [sales-admin@silk.us](mailto:sales-admin@silk.us).

**Silk is the database supercharger** – the smart platform that delivers game-changing database performance without changing a thing about your underlying apps or database infrastructure, whether you're running real-time transactional workloads or analytical workloads – so your entire stack runs 10x faster. And with always-on availability across regions, zones, and clouds, your database keeps going strong no matter what the cloud throws at you. Industry leaders like Priceline, Cisco, and Telefonica rely on Silk for unlimited cloud flexibility, unbreakable data resiliency, and the greatest database performance of their lives.