

Tim: Hey buddy, how are you?

Bryan: I'm good. How are you?

Tim: Good, thanks for meeting. I'm a little frustrated today. Can't our industry have a simple conversation about any topic?

Bryan: That's absolutely impossible.

Tim: Let me just take cloud computing in general and I know that for most of our business owners IT can be a little nebulous but then we take a topic like cloud and we use a term like

Both: "the cloud"

Tim: Right, it's just out there

Bryan: Yeah absolutely that what the reality is is that you know it is confusing for people but I really do think if we just sort of break it down into really logical components we can kind of kind of clarify it pretty quickly

Tim: and that's perfect. So let's just take the basics

Bryan: yeah

Tim: hardware, operating systems you know the infrastructure that our clients use to run their systems we can host that in the cloud

Bryan: yes

Tim: you've been in these hosting centers,

Bryan: right

Tim: it's a little more like maybe a bunker than the cloud

Bryan: it's a lot, it's a lot more like a bunker than the cloud. The reality is these are gigantic facilities and they are built to just you know world-class standards, massive investment in them.

Tim: And talk to me a little bit about security because I think that's always our clients concern and their concern about security. I think they have this perception that maybe the cloud is even a little less secure than their environments but

Bryan: The reality is is the first thing that kind of hits you when you walk into one of these things is actually security, the physical security is just outstanding. You walk in it's like a movie

there's biometric devices, there's you know there's man traps, there's cages with servers in them, it is exactly like you see on screen.

Tim: and tell me a little bit about the virtual site security

Bryan: yeah it's really all about access to great resources and so you know what ends up happening is is you can have fantastic technical resources really caring for the security of your server and and it's in your application environment and so you know these are people that are specialized in making sure antivirus is up-to-date putting in world-class backup schemes for for your data and so you really do get it cared for and a lot of times that stuff that just doesn't get done on your site there's not enough time

Tim: That's perfect, you're exactly right. You know the other thing that I know a lot of our clients are concerned about is disaster recovery and many times I think people's minds go immediately to perhaps fire as this major disaster

Bryan: right

Tim: I think the reality, what you and I have seen a lot is, it's more likely to perhaps be power failure yeah maybe some other natural disaster like a tornado that takes out power or even or this

Bryan: right, right, so power is one of those things that's always an Achilles heel and so you know, even if you're doing best practices and you have a backup generator you know for your for your server room or for your wiring closet, which most people don't, you know you really aren't as secure as you should be from a power point of view. These facilities not only have a primary and a secondary generator, but they have like 10 or 12 hardwired to natural gas lines and they can run forever

Tim: and then if I understand it correctly the you know our clients would have the option of that if they needed more disaster recovery protection they have the option of having we're done to the facilities even

Bryan: Oh sure, it's just becomes part of your plan. You can have your primary data center here, you can pick one of their data centers someplace else in the world failover, and if there's a major catastrophe where this great facility was somehow wiped, out you've got this other facility that's running you're your your environment.

Tim: what else? Resources maybe? People who run the systems.

Bryan: Again, world class. You know the reality is is that these companies are in the business of taking care of IT systems and they go out and get the best resource that they can. These are the same people that are you know managing fortune 500 server environments. They have strong background checks really really quality top-notch people

Tim: This has been perfect because these are so basic, I mean these four points you know, that if we can use these four points just gives us the ability to have a simple conversation. On perhaps an intimidating and complex topic right and you know the I think the key point that I like the word is it's a bunker it's not out in the cloud it's really somewhere in a physical block

Bryan: yeah sure is

Tim: second is the biggest concern of security

Bryan: Mmm hmm

Tim: both physical security and that virtual security with antivirus protection backups etc

Bryan: right

Tim: third, the most common source of disaster being a power failure

Bryan: absolutely

Tim: redundant power supplies, redundant systems

Bryan: yep

Tim: and the fourth, access to resources.

Bryan: best in the world

Tim: Best in the world. So really these these four basic points simplify this, but it also gives our clients access to some of the most sophisticated systems in the world and the biggest of the big are running.

Bryan: You got it.

Tim: Perfect. A lot of other topics that I'd love to talk to you about further on the cloud we could talk forever on it, Brian

Bryan: Yep

Tim: I got a run. Make sure the coffee next time, coffee is Guinness it's on me

Bryan: You got it

Tim: All right, thank you.