CorpCloud
ARCUS PRIVATE CLOUD

CORPCLOUD

A business born from innovative spirit.

CorpCloud was founded in 2017 by Jonathan Matthews and James Reid with an unwavering commitment to a simple, yet profound principle: **the customer always comes first.**

Our sole purpose is to cater to our customers' needs, consistently pushing the boundaries of innovation to provide them with the best solutions. Ultimately, our success is measured by the practical value and enhancement we bring to the daily experiences of our valued customers.

We embrace our uniqueness, recognizing that breaking new ground necessitates unconventional thinking and the creation of innovative work methods.

This distinctive approach is what gives us our unique identity. We hold diversity, both in people and their perspectives, in high regard, as it enriches our capacity for innovation. We honour and build upon the ideas of others, paving the way for remarkable breakthroughs.

Our 90-member strong team in Perth is the cornerstone of our success. From providing local on-the-ground support to efficiently executing complex projects, driving product innovation, and delivering personalized account management – we've got every aspect covered.

When you partner with CorpCloud, you're not just gaining a service provider; you're gaining a dedicated team of experts committed to your success.

"We'll never avoid unfamiliar ground when we're innovating for our customers"

MEET OUR ARCUS TEAM

MANAGING DIRECTOR

jmatthews@corpcloud.com.au

EXECUTIVE DIRECTOR

jreid@corpcloud.com.au

JONATHAN MATTHEWS

Recognizing a pressing need for localized support within the carrier and cloud space, Jonathan Matthews co-founded CorpCloud in 2017 alongside James Reid, aiming to address a critical market gap and create a positive impact.

Jonathan's innovative approach hinges on tailored solutions. He understands that no two businesses are the same, and as such, each requires a unique strategy to optimize their services efficiently.

Jonathan leads CorpCloud with a wealth of experience and expertise in navigating the complex landscape of carrier and cloud services.

JAMES REID

James Reid co-founded CorpCloud with Jonathan Matthews in 2017.

James is an experienced and passionate business leader with a demonstrated track record in digital transformation and technology adoption.

He excels in effectively articulating complex technical concepts to business executives, partners, and key stakeholders by building trust, collaboration, and mutual respect at all levels of an organization.

James has extensive experience in managing and delivering service solutions across various sectors, including Retail, Financial Services, Communications / Technology, Education, Healthcare, and the Government sector.

TECHNICAL PROJECT MANAGER

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SHANNON CHIN

Shannon Chin spent his time in school being told to stop thinking outside of the box.

Throughout his career at CorpCloud as a Technical Projects Manager, Shannon continued this unconventional thinking, leading him to the creation of Arcus Private Cloud.

Unwilling to accept that growing costs of public cloud models, Shannon used his Computer Engineering degree and 20 years' experience in all fields of IT to create CorpCloud's very own private cloud.

Joining CorpCloud in 2021, Shannon Chin leads the Technical Projects team responsible for Arcus.

www.corpcloud.com.au

BEN TOOHEY
PRESALES ARCHITECT

btoohey@corpcloud.com.au

CODY WALKER
PROJECT ENGINEER

MEET OUR SALES TEAM

CUSTOMER RELATIONSHIP MANAGER

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ELYSE PEACOCK

As a Customer Relationship Manager, Elyse has two goals; ensuring her clients are delivered IT solutions that support and boost their business operations, and mastering the translation of tech talk to every-day language.

Elyse understands that every client's needs are unique. While there are essential core services, she firmly believes in the power of embracing new technologies to propel her clients' businesses forward, striving for efficient and successful outcomes.

Elyse's dedication shines through in her unwavering commitment to providing CorpCloud's business clients with cost-effective, long-term solutions.

SALES PROCUREMENT MANAGER

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ROSS CROCKART

With deep-rooted connections to a diverse network of top-class suppliers, Ross is a pivotal member of the CorpCloud Sales team.

Ross specializes in recommending and sourcing devices tailored to our customer's specific requirements. His goal is to provide customers with the best-in-class products that enhance their business operations.

He excels in developing multi-tier product suites, designed to streamline the ordering process and ensure future ease of procurement.

CUSTOMER RELATIONSHIP MANAGER - MEDICAL

scorben@corpcloud.com.au

SEAN CORBEN

With an extensive background in servicing medical clients and their critical IT needs, Sean is at the helm of CorpCloud's Medical support team.

Sean boasts over 15 years' worth of experience within the medical IT world.

He possesses a wealth of knowledge, having designed, implemented, and managed tailored IT solutions for the medical sector.

Downtime is simply not an option in the healthcare industry. Sean's approach centers on the creation of innovative solutions that prioritize redundancy and security, ensuring seamless and secure operations for clients.

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ARCUS PRIVATE CLOUD

Arcus is CorpCloud's own private cloud solution, providing business of all sizes the opportunity to access affordable and secure cloud storage and backup solutions.

BRING YOUR BUSINESS INTO THE CLOUD

Arcus Private Cloud was born from CorpCloud's innovative spirit. As more and more businesses were faced with growing and fluctuating public cloud storage costs, the determination grew to develop a fixed-cost solution.

Jonathan Matthews and Head Projects Engineer Shannon Chin turned a simple "let's build it ourselves" into strenuous research and product development, resulting in CorpCloud's very own local private cloud that runs on par with the public cloud providers.

Their determination to change the game and remove the fluctuating costs of cloud storage led to a truly secure and future-proofed solution.

Arcus means businesses of all sizes can secure their data storage and backups in the cloud at a fraction of the cost, knowing they won't be facing uncertain charges.

This fixed-cost solution is possible due to the breadth of CorpCloud's investment in core networking infrastructure; from expansive fibre lines to storage in top-tier data centres.

This along with investing in highly qualified and passionate Engineers, a first of its kind cloud solution was born that delivers all the benefits and services of traditional cloud storage providers.

Jonathan Matthews and Shannon Chin- Creators of Arcus

NO BILL - SHOCK

Arcus is designed to carry customers into the future, leaving behind the legacy of traditional cloud providers.

Backed locally by CorpCloud's expert team of IT professionals, Arcus allows for fixed-cost and secure data storage in the cloud, removing the need for on-site servers or fluctuating costs of public clouds providers.

Arcus provides all the security and storage benefits of public cloud, without the bill-shock.

MOVE FROM PLACE TO SPACE

Arcus cloud storage liberates your business by removing the need for onsite server infrastructure and moving all business data and backups to a remote storage system: Arcus.

Moving to a cloud solution provides secure, scalable and sustainable data storage, ensuring your data and applications are accessible at all times.

LOCAL AND SECURE

Your data will no longer be sitting on-premise on physical infrastructure prone to failure and expensive upkeep, instead it will be stored in Australia's top-tier data centres with end-to-end security provisions.

Arcus is stored locally in Australia's Tier 4 Data Centre's, ensuring prompt time-to-data delivery. Local storage in world-class facilities means that you can ensure your business data-storage practices are compliant and secure in every aspect.

TAILOR-MADE SOLUTION

Speed & Productivity:

Uptime: Arcus Architecture guarantees **99.995%*** uptime for your team's access to critical business data and cloud applications.

Instant Access: CorpCloud is a licensed carrier network provider, allowing high-speed delivery of your data from cloud to device via secure CorpCloud's Fibre and NBN internet.

No Bill Shock:

Fixed Costs: Arcus cloud storage and backup solution costings are fixed on a monthly charge, with data storage following a pay-as-you-GROW model.

Scalability: Scale your requirements based on live usage, removing the need to pay for future storage needs.

No Fluctuating Charges: Arcus does not charge egress/ingress charges for you to access your data, removing the bill-shock faced by storing your data with public cloud providers.

Future-Proofing:

Stay Compliant: As Government data compliance regulations deepen, guarantee your data is not stored in infrastructure that will soon become outdated and unsupported. As technology advances, moving to the cloud is a matter of when, not if.

Data Storage Hygiene: Arcus provides data storage hygiene; the practice of ensuring you are not storing your data in a way that uses up more energy than required, reducing both your cloud storage costs and footprint.

Remove Tech Debt: A server's average lifetime is five years, after which they are no longer covered by warranty and software upgrades. This leaves business with the choice of paying for extended warranty or leaving their servers at risk of failure and security breaches. Remove these costs and the upkeep, licensing and maintenance costs of infrastructure by moving to the cloud.

REDUCE YOUR CARBON FOOTPRINT

Green Tax: As regulations and pressures to reduce your businesses carbon footprint increase, ensure your businesses environmental footprint is minimised by moving your data storage to **Arcus**, where it is housed in facilities targeting 100% renewable energy.

*When using CorpCloud's Fibre Network

ARCUS ORIGINS

JONATHAN MATTHEWS

CorpCloud's MD discusses the origins of CorpCloud and its newest solution, Arcus Private Cloud.

"**CorpCloud** started back in 2017 with **James Reid** and myself.

We found there was a need in the marketplace for complete local support in the carrier and cloud space, and we knew we had the expertise and experience to provide this.

What we saw was a large number of businesses were spending vast amounts of money on cloud computing - and what we found even for *ourselves,* is that our monthly spend was going out of control. It was impossible to track, and it was impossible to budget because you didn't know what it was going to on a month to month basis.

What we found with the traditional cloud providers is that it's all very much price based on usage. With the traditional providers, the 'usage' cost is not just based

Shannon Chin pictured with James Szabo (above) and Jonathan Matthews (Inset)

on your compute or your storage, it's also the data traffic as you use the network.

One of the key factors to creating our own solution, was because we own our own carrier network, and we can deliver that data for free, we can actually privately connect your office to your own secure private cloud."

SHANNON CHIN

Our Lead Engineer on ARCUS talks about how rising costs to customer spurred CorpCloud on to create a game changing solution.

"We were hearing from a huge number of our clients, that they were really concerned about the growing costs of cloud computing. And for those who *weren't* utilizing the cloud, that was their largest hurdle in moving off the traditional on-premises environment.

So internally, it was something we kept coming back to and talking about, and we were like, "*What can we do as a company to help them out?*" And that's where the idea came about. "*Why don't we build our own cloud*?"

For me, solving the bill shock problem and the usage problem was a big part of the reason to develop the platform.

Developing the environment was quite straightforward, but reducing the cost of the solution, was the actual challenge that we faced.

One of the key things we looked at, with providing this solution is that it had to be able to

Elyse Peacock - Customer Relationship Manager

bring this sort of technology, which is really only affordable for bigger companies, down to medium or small sized companies, allowing them to utilize technology which they would never normally have access to."

JAMES REID

Executive Director and Co- Founder on CorpCloud's unique customer first driven approach.

"**CorpCloud** is quite a unique company in that we are a full-service telecommunication and I.T provider.

Not only do we offer fullly managed networks, we also provide unified communications through our Coras Voice platform, and offer a full IT support desk 24 x 7. There hasnt been an obstacle where we won't provide a solution.

So, it's not really a vanilla 'one size fits all'. We go out to our clients, and we really find out what they want and what they need.

We design solutions to deliver on the services and the platforms that they want. So, what is unique about our company is the approach we take - working with the client in terms of what *they* need and designing the solution and tailoring it to their requirements. "

ELYSE PEACOCK

CorpCloud's Customer Relationship Manager on the customer first aproach.

"I think the most exciting thing about Arcus, is that this level of technology has actually been around for a number of years - but it's always been out of reach for a lot of small to medium sized businesses- either it's been too cost prohibitive or time prohibitive.

It's been a conversation they might have had a couple of years ago saying;

'*Should we move to it?*'

'*I think it could really benefit our business, but it's too expensive.*'

The most rewarding part for me is the fact that we have been able to develop a solution that answers all of those headaches.

And that's probably the best way to describe our ethos, it doesn't matter if you are a 200 seat company, or a small 5 person business – we treat our customers equally.

Our expert team is on hand to migrate their services seamlessly, *AND* to do it at an affordable price. **It's now a level playing field."**

"For me, solving the bill shock problem and the usage problem was a big part of the reason to develop the platform."
- Shannon Chin, Project Manager

CorpCloud team members at the ARCUS launch event

CASE STUDY SPOTLIGHTS

BETTS PTY LTD:

JOURNEY FROM ON-PREMISE TO CLOUD

In the ever-evolving landscape of the retail industry, **Betts**, a cherished family-owned and operated company with a rich legacy spanning 130 years, has stood the test of time. With a steadfast commitment to quality and customer satisfaction, Betts has been producing and selling shoes under its various brands, both online and through a network of 67 brick-and-mortar stores nationwide.

Anthony Wald, a dedicated figure with 15 years of invaluable experience as Betts' IT manager, recognized the need for a modernization initiative. The existing equipment had grown antiquated, lethargic, and increasingly costly to maintain. Betts was resolute in its quest for a solution that would not only catapult them into the future but also prove cost-effective in the long run.

Among the primary concerns that loomed large was the uncertainty associated with legacy providers' pricing models, leaving Betts vulnerable to the dreaded "**bill shock**." It was clear that a transformative shift was necessary, one that would guarantee both technological resilience and budgetary predictability.

Thankfully, **CorpCloud** was on the cusp of unveiling **Arcus** – a cutting-edge private cloud environment perfectly tailored to Betts' unique needs.

What set CorpCloud apart was their unwavering commitment to providing a fixed price solution, assuring Betts of both substantial cost savings and protection from unpredictable monthly expenses.

Over the past five years, Betts and CorpCloud have collaborated closely, with CorpCloud assuming the pivotal role of managing Betts' entire network infrastructure.

This partnership has not only helped transformed Betts' technological landscape but has also fostered innovation, efficiency, and resilience in the face of an ever-evolving industry.

"We were coming up to do a refresh of our server equipment, and when they (CorpCloud) came in, they mentioned they were building a private cloud infrastructure. We got really excited to look at it, talk to them about it and understand it as it looked like a great fit for us.

CorpCloud provides and maintains our corporate networks and our network out to our stores. We have built a relationship with them and they've become a trusted partner of ours. They're also based locally like we are, and that local support is really important to us.

For Betts our server environment is the biggest factor as it is actually the back end of our retail website. So, without that running, our website doesn't function properly.

Betts has an online presence that runs 24x7, and with the move to Arcus, we have peace of mind that this is alwasy going to be readily available for our customers.

We chose CorpCloud because they're a company we know and trust, they are always eager to pick up the phone and provide answers. We know that with anything CorpCloud does, they do it well, and they do it properly."

- Anthony Wald, Betts IT Manager

"We chose CorpCloud because they're a company we know and trust, they are right to pick up the phone and get answers. And we knew that anything they do, they'll do well, and they do it properly".

- Anthony Wald

"When we started CorpCloud, Betts were one of our first customers.

Right from the start, Betts used us because of the support and the flexibility that we offer them, particularly with all the stores that they have.

When we were first developing the idea of what would become Arcus Cloud, Betts was one of the customers that were front of mind.

We are excited to launch Arcus with Betts as one of our first customers, because it's going to be a game changer in the industry."

- **Jonathan Matthews
CorpCloud Managing Director**

Anthony Wald
with CorpCloud

MAKING A DIFFERENCE

IGO Limited, an ASX 100 listed company, is on a mission to pave the way for a more sustainable planet. Their focus on discovering, developing, and delivering products critical to clean energy has positioned them as a purpose-driven organization with a profound commitment to caring for both people and stakeholders.

In their journey to make a difference, IGO is dedicated to safely, sustainably, and ethically providing the essential products that drive the global transition to decarbonization

Yet, IGO's ambitions reach further; they are committed to exploring new resources to ensure a sustainable supply of clean energy metals for the world.

In this pursuit, IGO faced a crucial challenge: establishing a robust telecommunications infrastructure that could support their vision.

Their corporate office and remote mine sites required a telecommunications partner that understood their unique needs and shared their commitment to innovation.

Discontent with East Coast-based carriers, they turned to **CorpCloud**, a local Western Australian telecommunications company, for a solution.

CorpCloud embarked on a transformational journey, overhauling IGO's wide area (WAN) and local network (LAN) infrastructure. This upgrade extended across both metropolitan and remote mine sites. The overarching goal was to consolidate data center operations, boost Wi-Fi connectivity, and align the network with IGO's future IT roadmap.

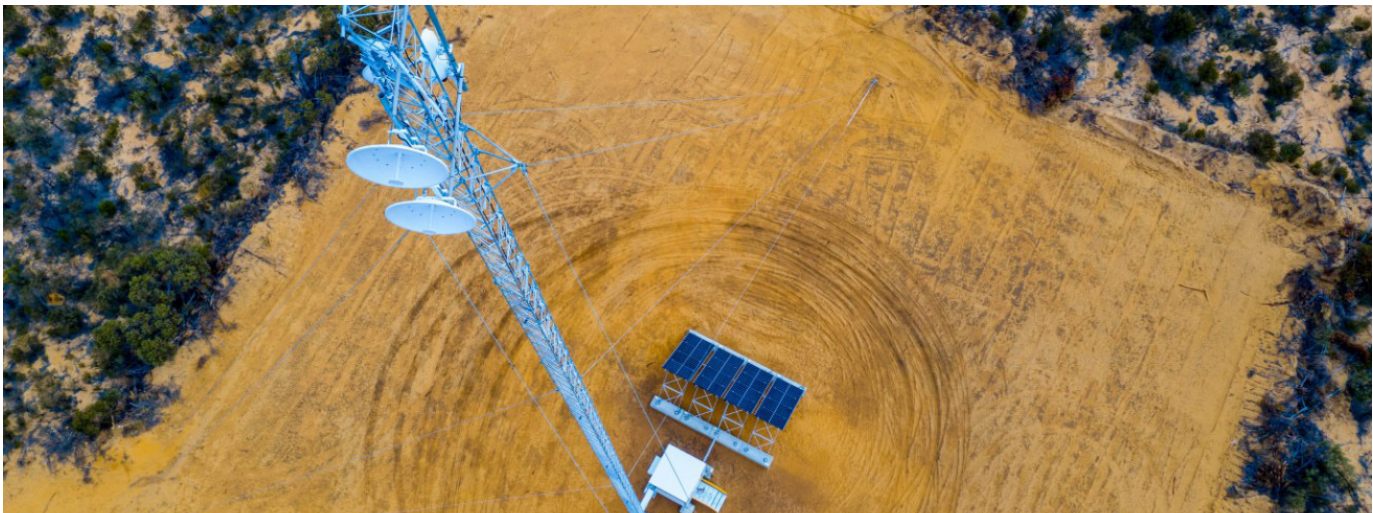The result was a comprehensive suite of solutions that addressed IGO's specific needs:

BENEFITS OF CORPCLOUD NETWORK

MPLS Network: CorpCloud's substantial bandwidth upgrades enhanced productivity, reduced operational costs, and facilitated smoother data transfers across IGO's sites.

Data Centre: Data center services provided by CorpCloud strengthened data security, protecting IGO's most sensitive information from cyber threats and data breaches.

IGO's Group IT Manager Kevin D'Sylva with Jonathan Matthews

ISP Internet: Improved internet connectivity bolstered access to online resources and communication channels.

Microwave: Incorporating microwave technology improved data transfer capabilities, further optimizing network performance.

WiFi: Upgraded Wi-Fi connectivity ensured a seamless and efficient IT experience for IGO's workforce.

Satellite: Satellite connections were seamlessly integrated to ensure reliable network access, particularly in remote mine sites.

This collaboration has not only enhanced operational efficiency through significant bandwidth upgrades but has also profoundly impacted the well-being of **IGO's** remote FIFO workers, enabling them to stay connected with their families and friends consistently.

This initiative has, in turn, cultivated a more content and productive workforce.

Furthermore, the streamlined MPLS network has reduced downtime, improving overall productivity, while **CorpCloud's** data center services have fortified data security, effectively mitigating cyber threats and data breaches.

Altogether, this partnership stands as a testament to the power of local collaboration and innovation, empowering IGO to advance its mission of creating a cleaner and more sustainable future for generations to come.

Scan the QR Code to view our IGO Case Study Video

ARCUS VAULT
CLOUD BACKUP SOLUTION

CorpCloud's innovative Cloud Backup Solution Arcus Vault. offers a powerful and secure data backup system for business of all sizes and industries.

With instant recovery and robust protection features, **Arcus Vault** fortifies your business's data security strategy, designed to eradicate downtime and ensure data preservation.

Backed by **CorpCloud**'s experienced and local support team, **Arcus Vault** gives you complete control over your business's data backup solution strategy.

Managed Service Solution

Arcus Vault offers a complete Backup Managed Service Solution, accompanied by the expert support of **CorpCloud's** localised team.

Providing comprehensive management over the monitoring, patching and testing of your data's backups, ensuring minimal downtime for your business.

Immutable Backups

Immutable backup provides data backup that is unalterable and steadfast, prohibiting any form of data modification or deletion from any user or entity.

This includes users with extensive authorization and control privileges, ensuring that your data remains impervious to cyber threats.

CorpCloud