



CDLAN

CDLAN open to innovation:  
the choice was CloudStack



speaker

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Circle Lead Cloud



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Circle Lead Technology



## Meet CDLAN

We fuel the growth and competitiveness of companies with a robust network infrastructure and two state-of-the-art data centers. Our hallmark is **an unwavering commitment to customer focus and clear, direct offerings.**

We view digitalization not just as a mere trend but as an accelerator of technological and cultural transformations. We trust **human relationships** because we believe they are the lifeblood of technological innovation.

Proud owners of **C21, the Tier IV Compliant Data Center** located in the heart of Caldera Park, Milan, and **E100**, our Data Center in Rome.



# Our history



# Our approach

We place people at the heart of every initiative. Our skill in deeply understanding each client's specific needs, agilely adapting our offer, and consistently investing in research and development allows us to guarantee ever-evolving and flexible solutions.





# Infrastructure



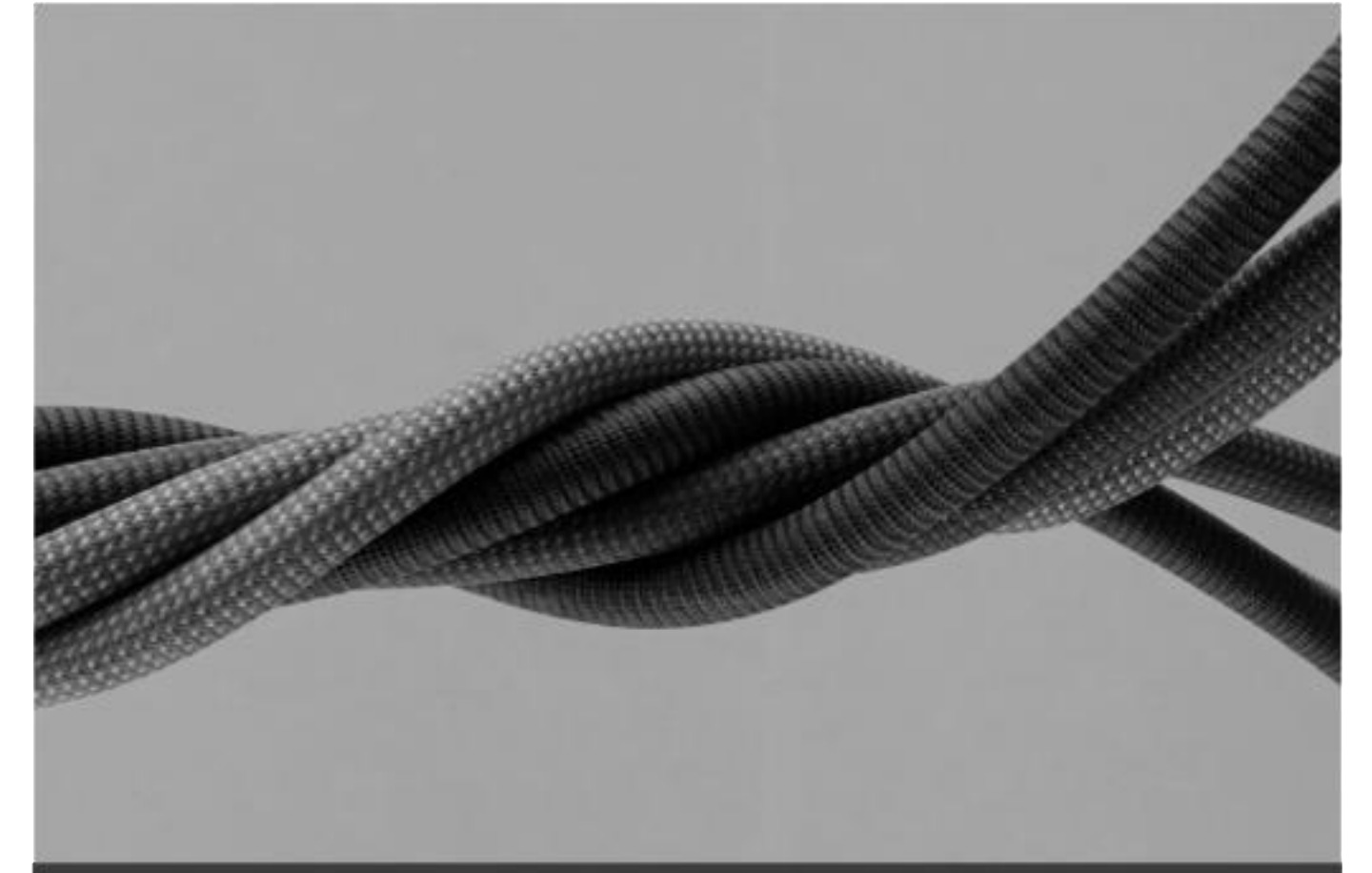
## Data Center

The engine that keeps everything moving. Within 1,500 m<sup>2</sup> of data rooms, we safeguard all your most precious assets.



## Cloud

A universe of possibilities always within reach. All the potential of the best technology to steer your business into the future.



## Network

Designed to ensure exceptional performance and maximum redundancy, allowing you to always stay connected, wherever you are.

# Solutions for every need

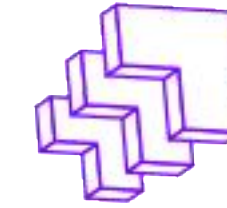
A solution for every need, propelling your company into the future together.

We commit to providing a tangible advantage, enabling your business to navigate successfully in an increasingly competitive landscape where every decision matters, and every action can make a difference.



## Colocation

The solution that combines infrastructural solidity, flexibility, and cutting-edge performance.



## Business Continuity

A set of strategies and solutions extended to the cloud for unconditional operational continuity.



## Cyber Security

Mitigating ever-evolving risks and strengthening network resilience.



## Voice

Technological forefront for efficient and revolutionary business communication.



## Connectivity

A connection that meets every need, regardless of geographical location.



# Building tomorrow responsibly

Being a **Benefit Corporation** is for us not just a title but the tangible translation of our corporate purpose: "Redefining the possible to enhance the human experience".

We are driven by a triad of core values: Responsibility, Innovation, and Quality, and we commit to:



Fostering a holistic work environment that puts people at the center, through inclusivity strategies, growth paths, and individual empowerment.

Embodying sustainability in our business model, making environmental and social responsibility an intrinsic component of all our operations.

Taking concrete actions to mitigate the effects of climate change, emphasizing our determination for a greener and more sustainable future.



# Our numbers

+250

active clients

1.450<sub>m<sup>2</sup></sub>

of data rooms

100%

carbon neutral

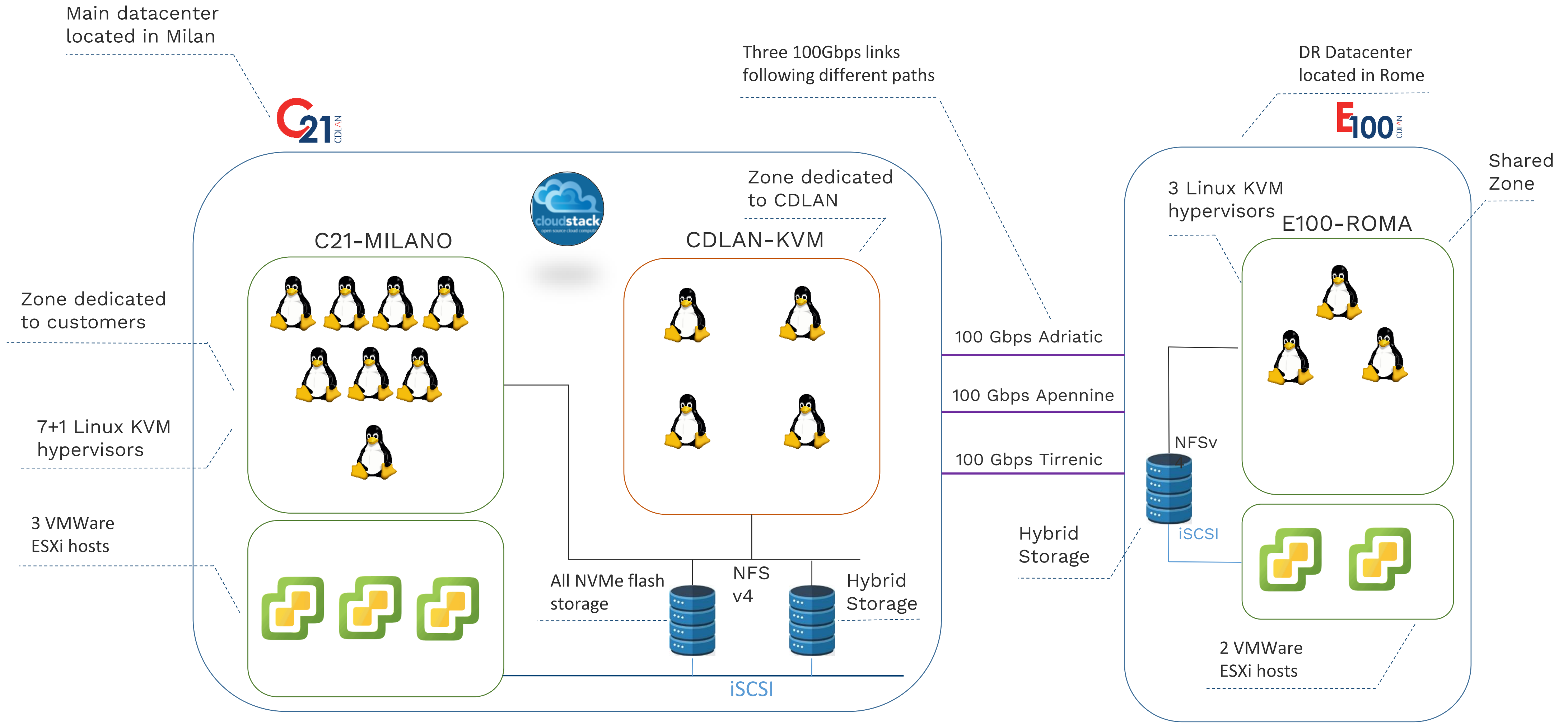
up to  
10<sub>Gb</sub>

data transfer  
speed





# Architecture

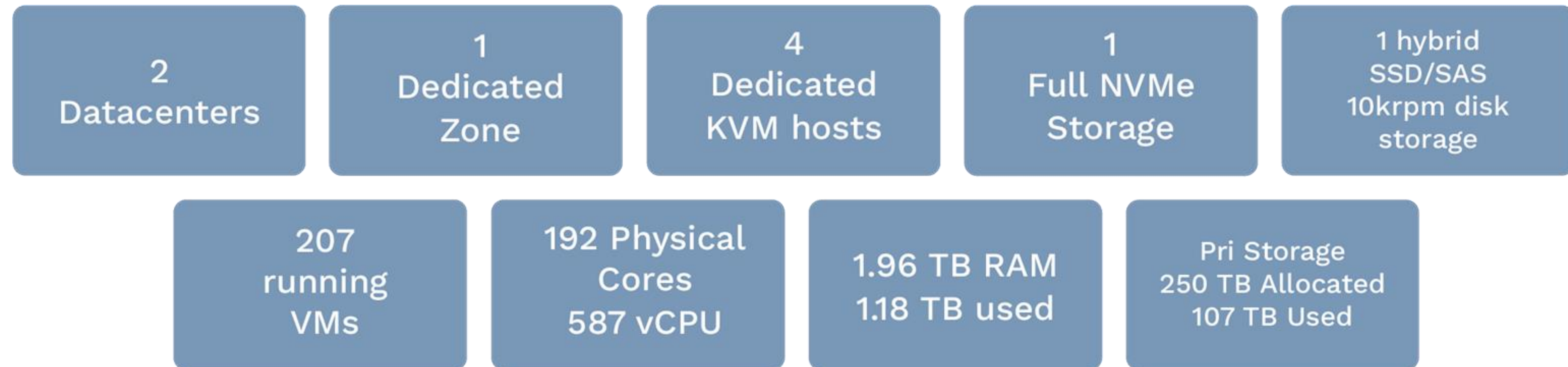




## Some numbers

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Deeply and widely used as main orchestrator in our infrastructure (CDLAN-KVM zone)

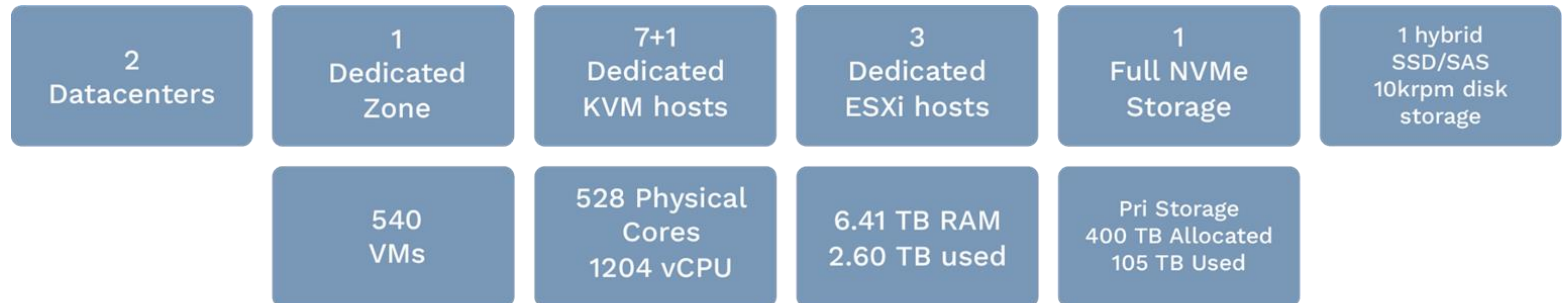




## Some numbers

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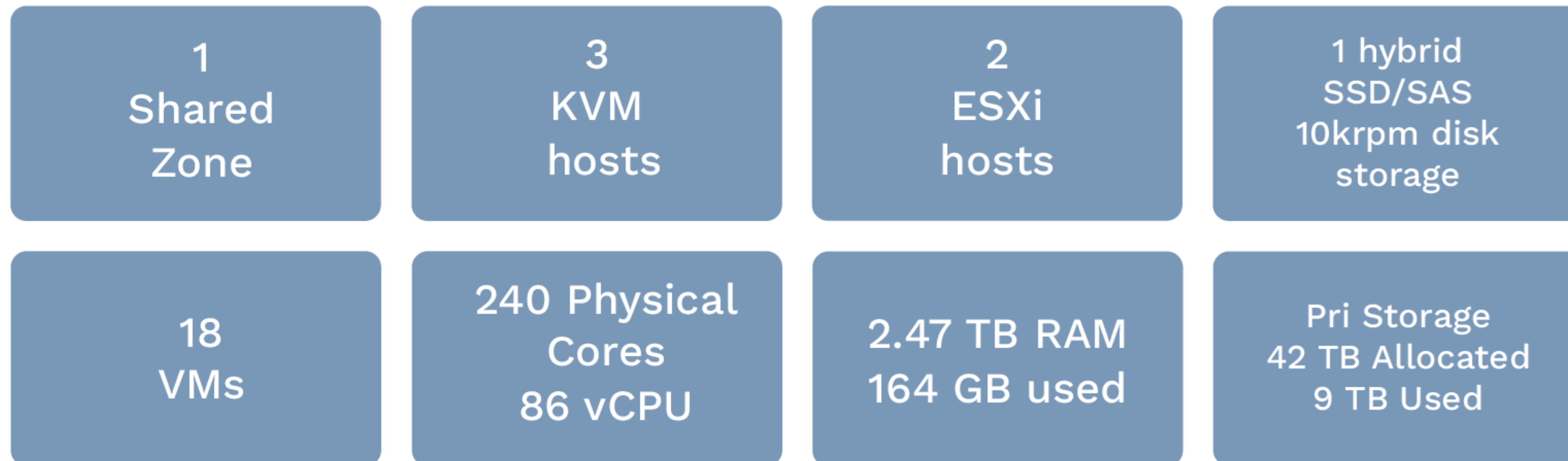
IaaS infrastructure for our customers (C21-Milano Zone)



## Some numbers

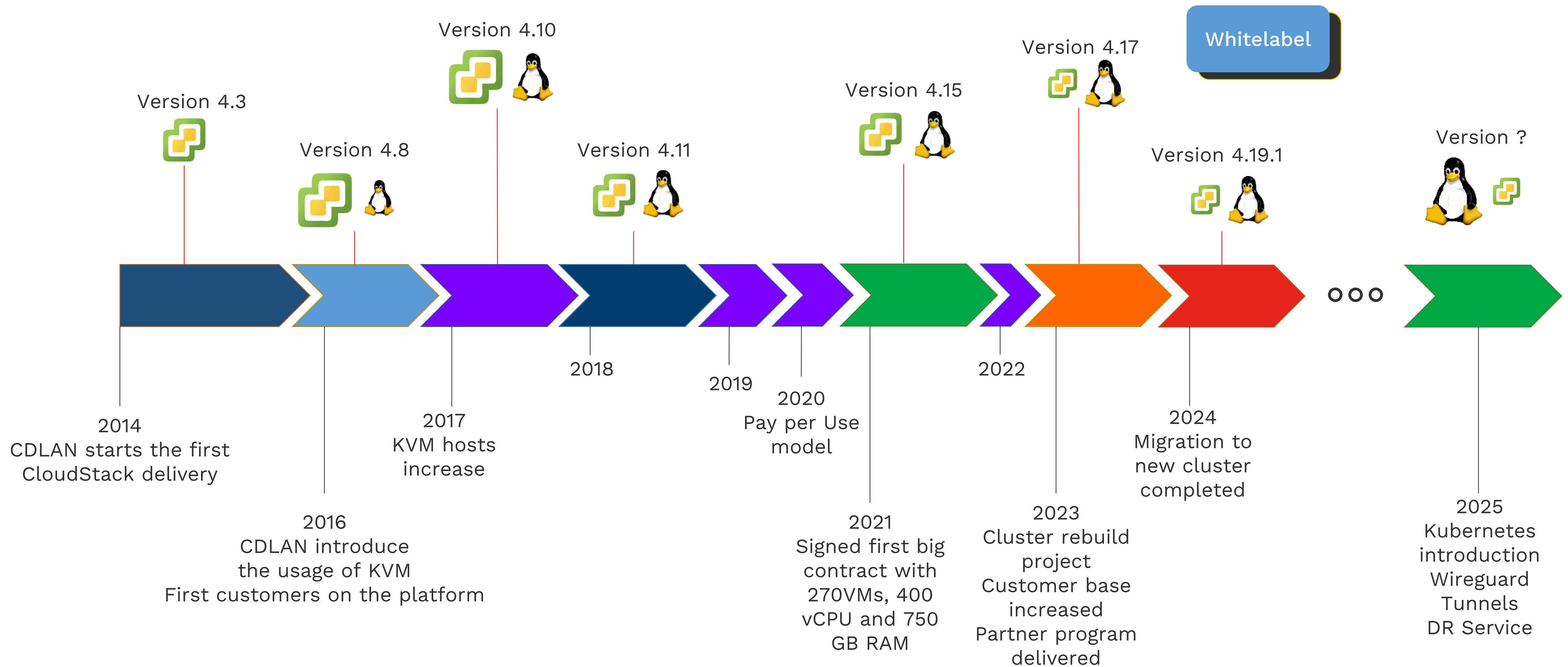
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The DR site (E100-ROMA zone)

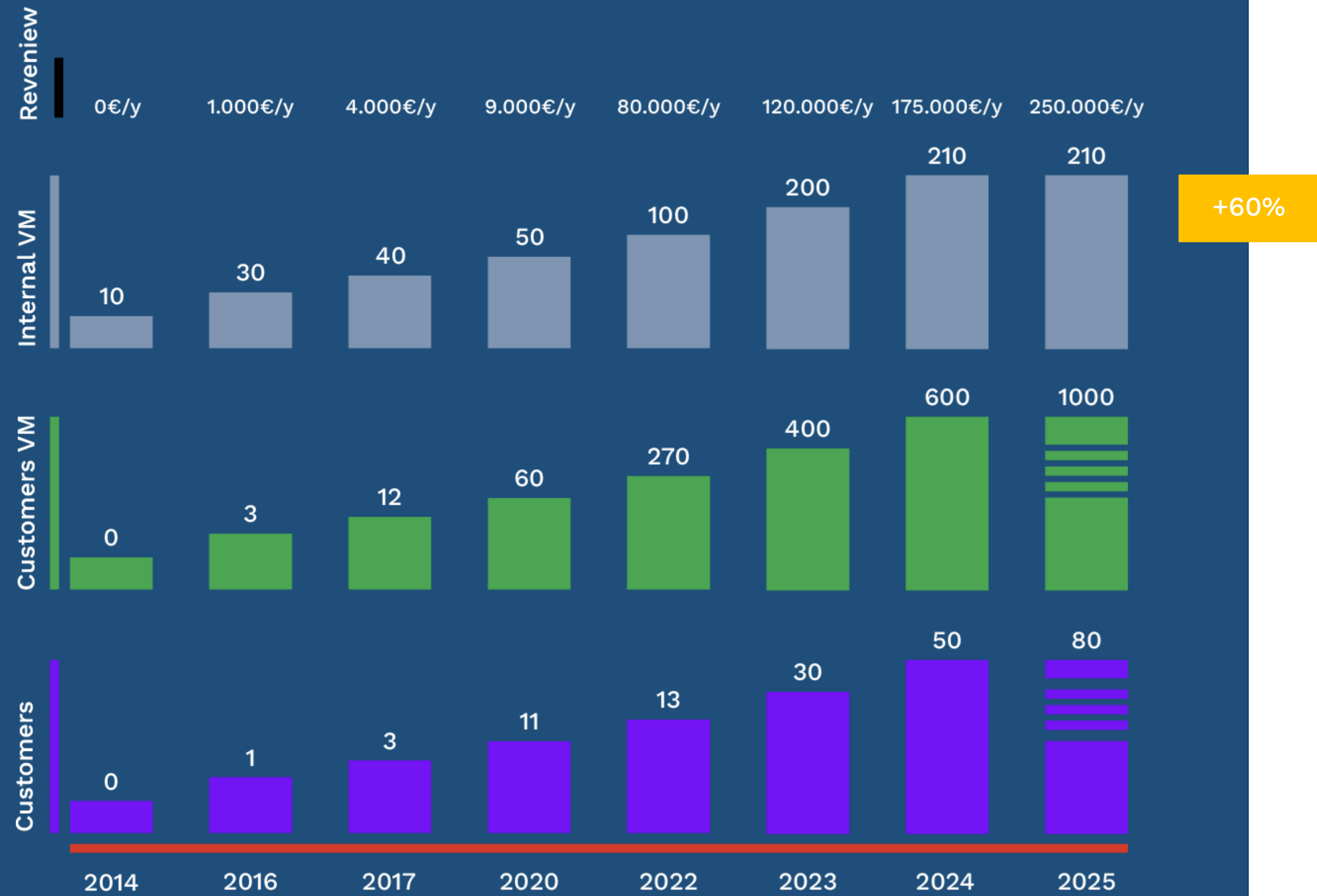




# The history of Cloudstack in CDLAN



# How the business grew thanks to CloudStack





# Our customers

## Direct customers

Simpler situation  
own their tenat and activate VM for them selves

## Partners

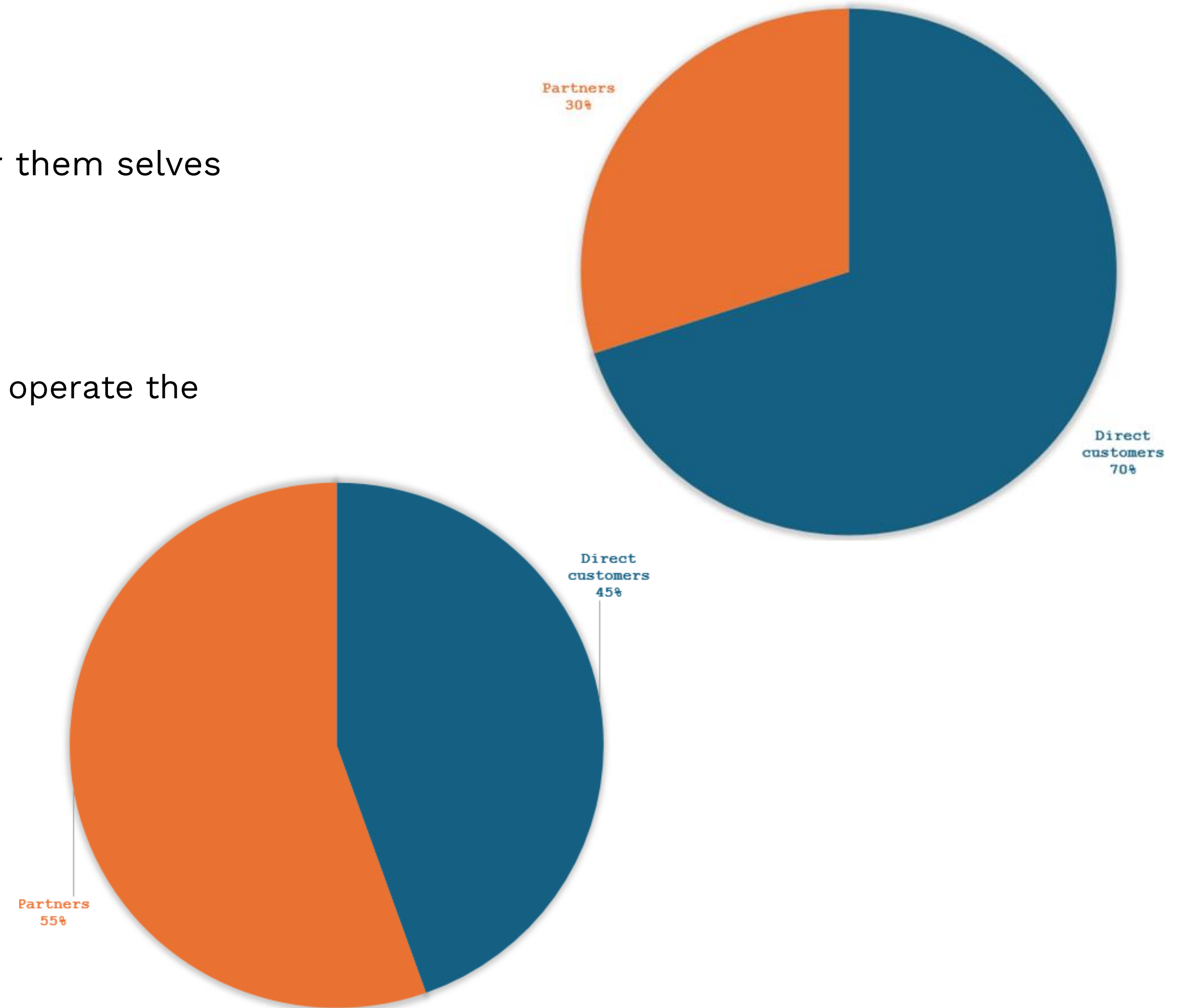
Typically MSP who create, mange and operate the infrastructure for their customers

Whitelabel platform

API access

Trainings and knowledge transfer

Special discounts and rebate program



## What our customers appreciate

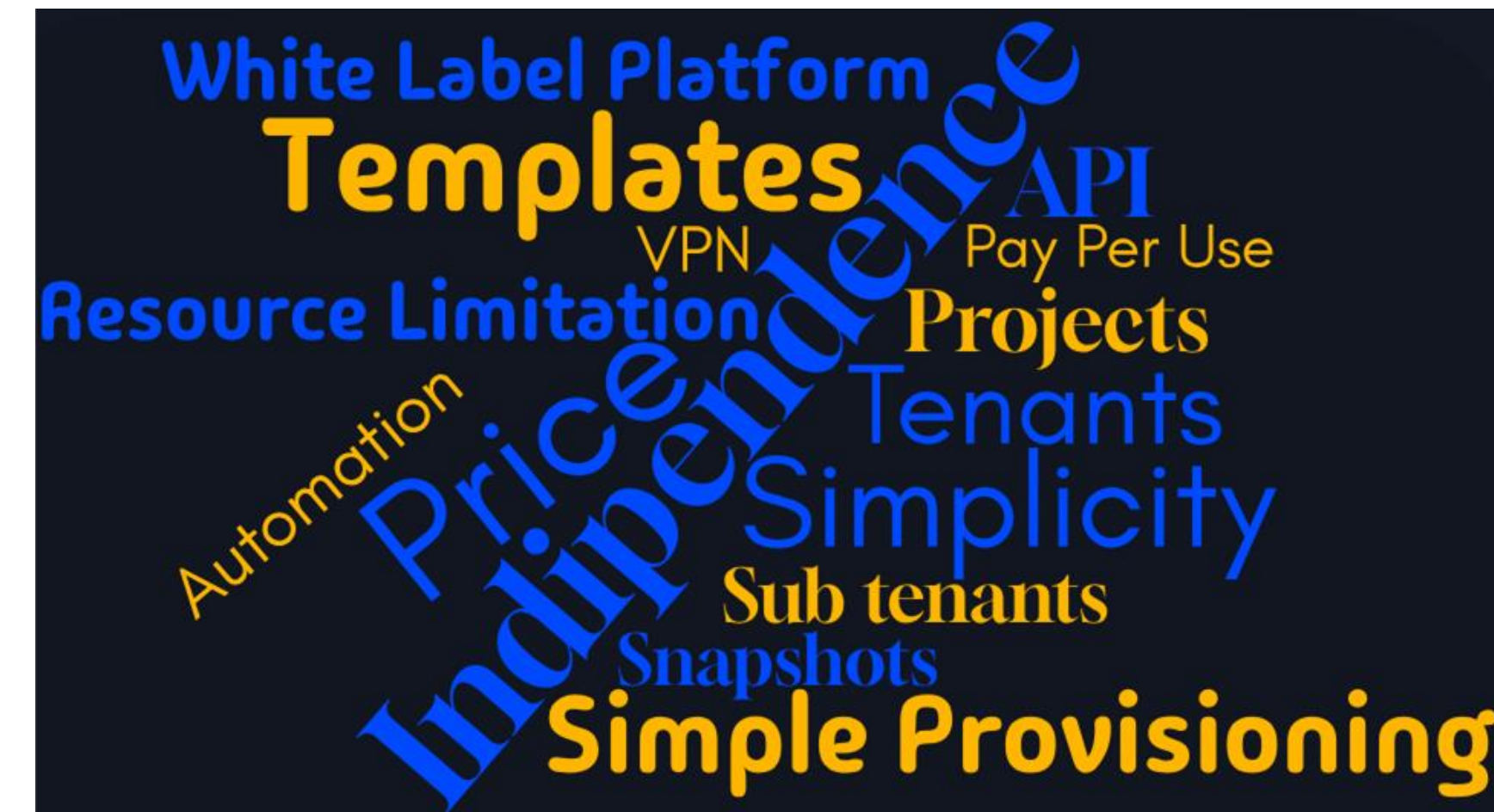
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### Direct customers



- Pricing and price model
- Independence
- Simple Provisioning
- Hypervisors
- Templates
- Simplicity
- VPN on VPC

### Partners



- Pricing and price model
- Pay per Use approach
- Independence
- Tenants/Sub tenants/Projects
- Simple Provisioning
- Simplicity
- White label model

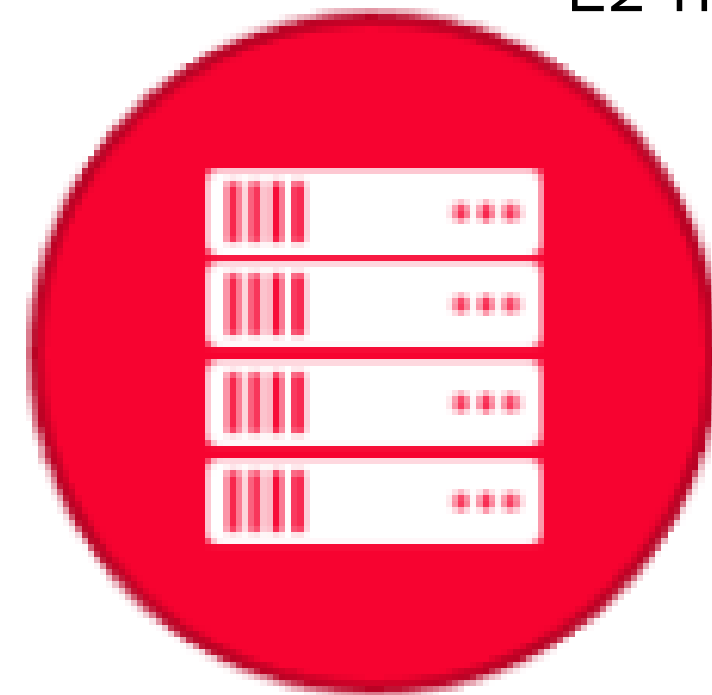
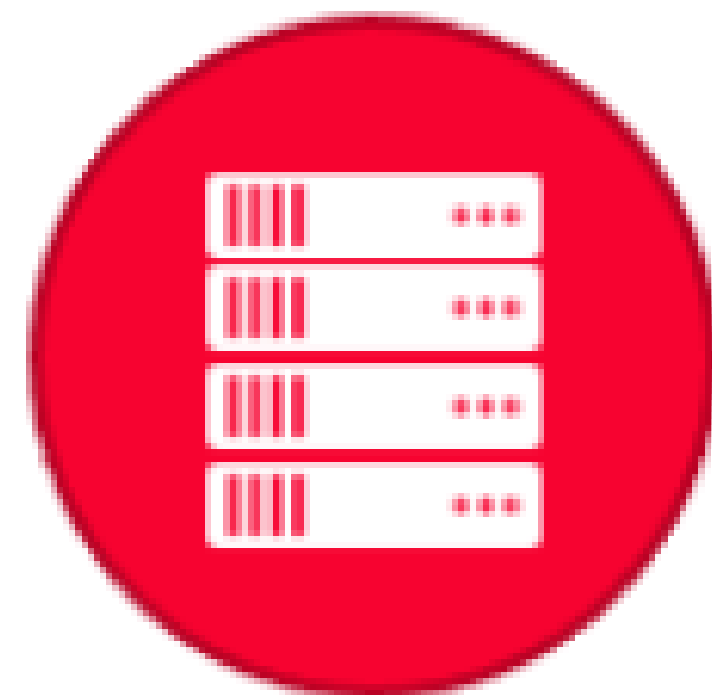


## Something more...

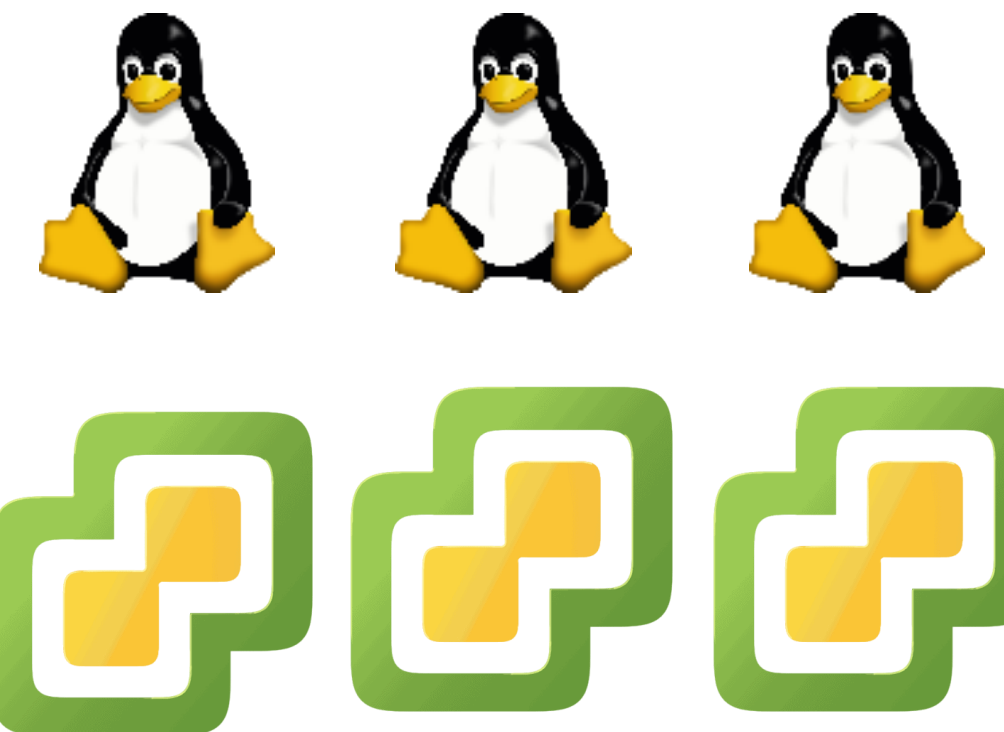
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Networking engineered solution that makes able to interconnect hosted resources in datacenter with Cloudstack

Datacenter hosted equipment



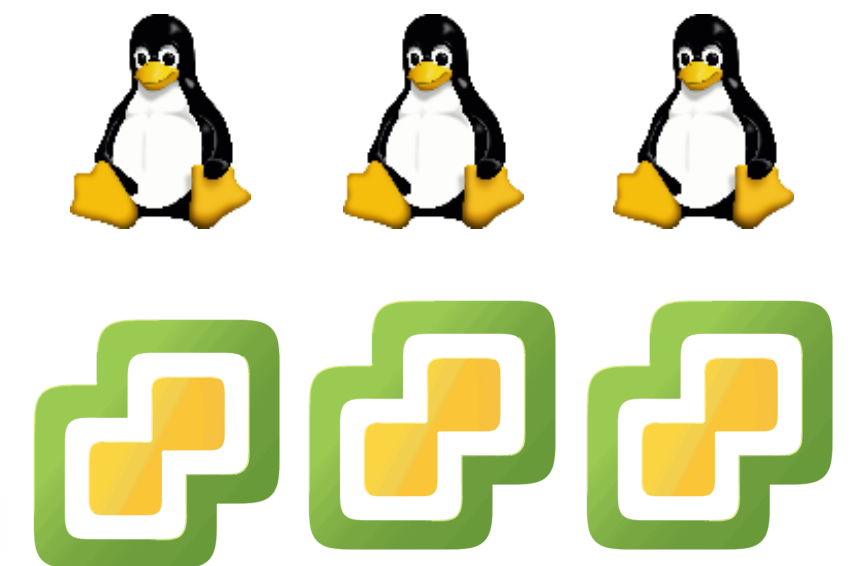
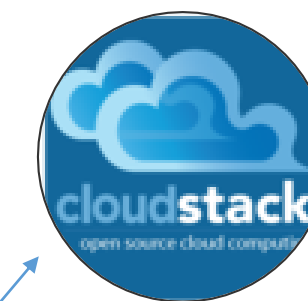
L2 networks



## Something more...

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Networking engineered solution that makes able a customer to allocate its own public ip addresses to the VMs



Customer's Public  
IP Addresses



## ...work in progress

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Integrate WireGuard VPN in Cloudstack

Better VPN performance and security

Bring Client VPN directly on Cloudstack

Whitelabel offering

Improving the custom UI

VM migration automation

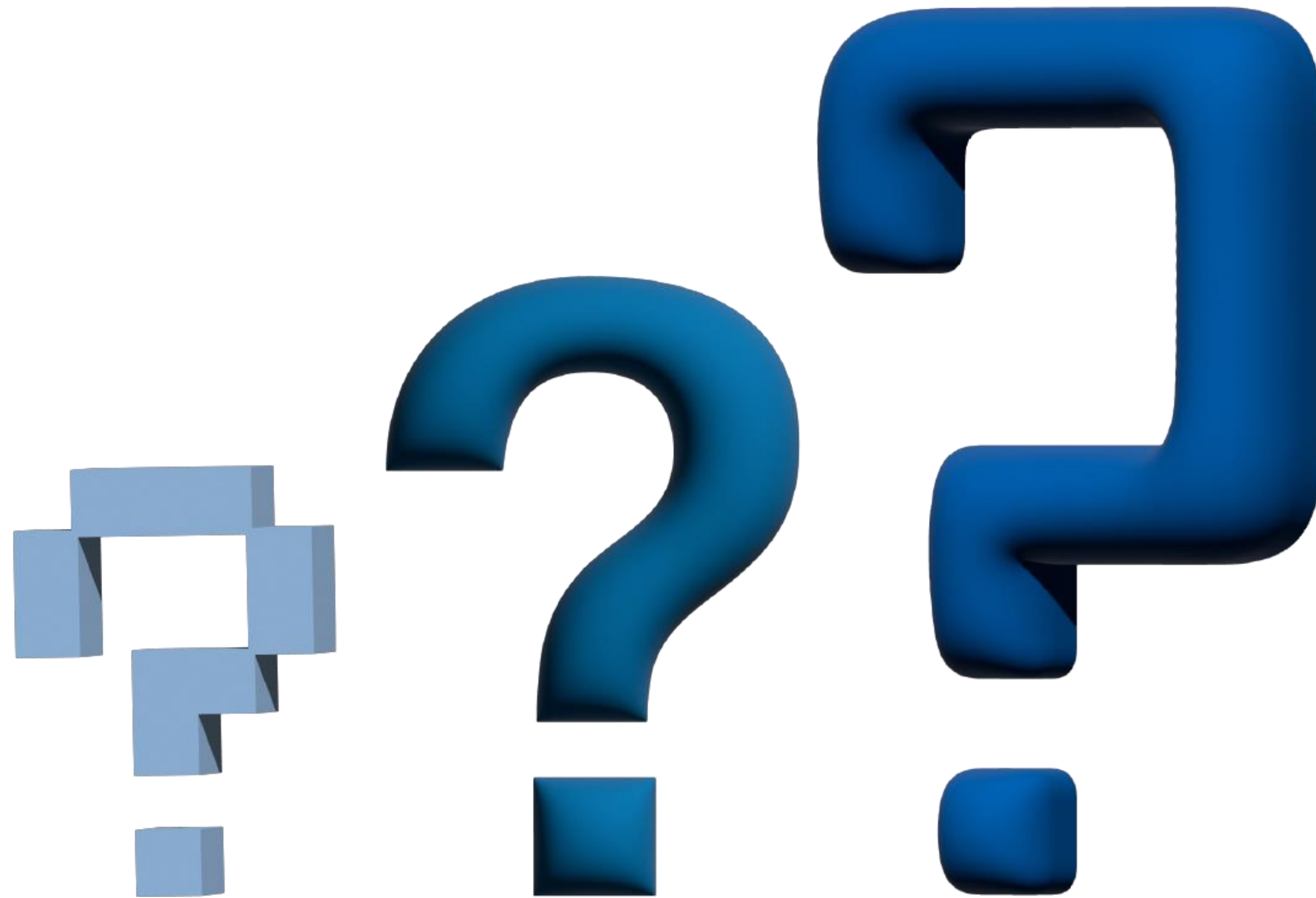
Automatic migration from shared resources to Private Cloud solutions

VXLAN on KVM

Increase the possibility to offer interconnections to hosted equipment in datacenter

# Questions

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CDLAN