



HFS Hot Vendor: nClouds

Coverage initiated: Q1 2018

Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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nClouds is a provider of DevOps and cloud professional services, products and solutions for complex cloud architectures on AWS. The principals cite over 10 years of DevOps automation experience and the firm has taken part in over 250 DevOps AWS implementations. The emphasis for this company is the revolutionary role the DevOps approach can have on enterprises with a raft of client success stories highlighting nClouds' involvement in partnering with enterprises to help them embrace the approach with a particular emphasis on culture. The end result for clients is the ability to produce software and applications faster and better meet the needs of their customers.

While the core business of nClouds sits at a consultancy and professional services level—including an innovative DevOps as a service offering, which offers clients the opportunity to automate all processes across the software delivery lifecycle—the firm has also developed a software platform they make available as a SaaS offering, designed to help operational IT get control of change management across their cloud infrastructure, while supporting speed and automation characteristic of DevOps practices. It offers both clear oversight of dependencies and a quick route to identifying cost savings across cloud.

Unsurprisingly for an AWS and DevOps focused consultancy, nClouds has a strong partner ecosystem including Hashicorp,

Datadog, and Docker, and boasts an Advanced Consulting Partner status with AWS along with certifications in DevOps, MSP, and Well-Architected.

Where all of this fits in for HfS as a hot vendor is the value this consultancy can bring to enable clients in moving toward the digital OneOffice. Culturally, the DevOps approach has enabled legacy enterprise IT organisations to break down traditional silos between development and operations with a core focus on speeding up software development and management lifecycles through broader collaboration, and the application of automation technologies. For many organisations, this is easier said than done; silos are often well entrenched and the industry has become relatively sceptical as new frameworks and approaches have ebbed and flowed across the industry.

Crucially, the deployment of technologies such as automation is the easy part—in many organisations, it relies on a willing team and a flexible budget. But it's the considerable cultural shift that causes organisations the most problems. That's where nClouds has found the most success—in partnering with clients not only to support the technology side of the coin, but also to support the significant cultural change necessary to unlock value from adopting the DevOps approach.

HFS' take

Smashing down silos in the back office and moving to build intelligent support services is a vital part of the OneOffice and, being a reflection of the value a merged back, middle, and front office, it's important also to recognise the vital role software development (and cloud) play in the modern digital business. Enterprise applications that enable greater employee productivity and

collaboration and front-office software that more readily meets the digital expectations of customers are all essential pieces of the digital OneOffice puzzle. It can all be closer to hand with the support of providers like nClouds that support enterprises in taking their software development lifecycle to the next level.

Vendor factsheet

- Founded in 2011, headquartered in San Jose, California
- 10+ years experience in DevOps transformations
- 250+ DevOps AWS implementations
- Number of employees: 50-100
- 10,000+ managed servers
- 500+ deployed pipelines

Solution portfolio

Services

- AWS consulting
- DevOps (DevOps as a Service, CI/CD pipelines)
- Cloud Migration
- Containerization & micro services
- Managed services (infrastructure

automation, configuration management, Change management, service catalog)

- 24X7 Support

Products

- nOps: modern change management for modern cloud infrastructure on AWS

Industry coverage

nClouds has a strong industry presence in several verticals, with key clients in: Healthcare, High Tech, Information Technology, Financial Services, and Automotive.

Partnerships

- Amazon Web Services
- Docker
- Datadog
- HashiCorp



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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