Virtuozzo Enables ApiHawk to Offer Flexible, Cost-Effective VPS Solutions

'"ApiHawk's integration with Virtuozzo has enabled us to extend our solution offerings to help meet our customers' demands by offering a full set of proven, flexible and secure hosting solutions."

— Pavel Nikolov, CEO, ApiHawk

Virtuozzo Products Used

Virtuozzo 7

Country: Bulgaria

Profile: ApiHawk is a Bulgaria-based software provider that serves customers across the globe. The company's flagship product, Billia, offers next generation billing and automation software aimed at serving the needs of telecom and hosting companies. In addition to its billing solutions, ApiHawk provides UX-design, software development and API-consulting.

Executive Summary

ApiHawk needed to address the increasing needs of its customers by extending its offering to include flexible, cost-efficient VPS solutions. By leveraging Virtuozzo's VPS solution, the company was able to meet the needs of its customers and create additional value for its business. By integrating directly with Virtuozzo ApiHawk is able to offer its customers a full range of cost-effective, proven, flexible hosting solutions.

The Challenge

ApiHawk was approached by one of its customers that wanted to sell virtual machines to its end-users. The company was facing some challenges using a cloud-based shared hosting model and was looking for ways to expand its offering that would be both cost-effective and easy to manage. ApiHawk realized there was a broader need for a secure, flexible, and scalable solution and needed an industry-leading partner who could reliably help them extend their hosting services to accommodate their customers' needs.

The Solution

ApiHawk was able to address its customers' need to extend their hosting solutions by leveraging Virtuozzo. Integrating ApiHawk's platform with Virtuozzo enabled the company to offer its customers a proven, flexible and efficient VPS solution. Virtuozzo provides companies with the technology needed to increase revenues, optimize performance, satisfy security requirements and guarantee stability of resources for their end-customers.

FOR MORE INFORMATION
Visit Virtuozzo:
www.virtuozzo.com

Visit ApiHawk.com:
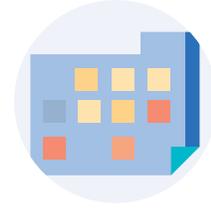**www.apihawk.com**

The Results

COMPETITIVE VPS HOSTING OFFERING IN THE CLOUD

Integration with Virtuozzo allows ApiHawk to extend the value-added solutions customers need to stay competitive.

NEW REVENUE STREAMS

Virtuozzo enables ApiHawk to provide new hosting solutions for its end-customers, helping them to expand their service offerings to reach a broader set of customers.

REDUCED COSTS

Virtuozzo provides flexible monthly and annual billing options that allow companies to optimize costs and eliminate unpredictable expenses, a key benefit for ApiHawk's customers.

OPTIMIZED PERFORMANCE

Virtuozzo helped ApiHawk's customers optimize the performance of resources at a lower cost than using cloud-based, shared hosting solutions. Customers are now able to secure a set of predictable, stable of server resources to ensures stable performance.

DATA SECURITY

ApiHawk's customers can rely on Virtuozzo's AES-256 secure disk encryption to protect online threats.

"Thanks to our partnership with Virtuozzo, our clients are able to benefit from a greater number of options to address their specific business challenges. We are proud to be able to provide them with the best solutions to optimize their time, resources and costs."

— Georgi Krastev, Sales Director, ApiHawk

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