

# Unified, Business-Critical Storage and Virtualization Solution Delivered by netclusive to Global Travel Operator

*“At Thomas Cook, we have many requirements for our e-commerce infrastructure. Virtuozzo’s flexible, demand-based resources enabled us to fully support our applications with our hosting partner, netclusive.”*

Axel Becker, Solution Architect Central Europe, Thomas Cook

## About netclusive

Based in Germany, netclusive provides a broad range of web hosting, virtualization, and application services to large enterprises, value-added resellers, and small and mid-sized businesses.



## About Thomas Cook

Thomas Cook is one of the world’s leading leisure travel groups with sales of more than £8.5 billion and more than 22 million customers.



## Challenge

*Improve Performance and Capacity During Peak Infrastructure Load*

Global travel operator Thomas Cook relies on e-commerce to generate revenue and deliver outstanding customer experiences. During seasonal peak periods, the stability and reliability of its underlying infrastructure is critically important. netclusive, Thomas Cook’s hosting provider, had a significant business opportunity to help them cope with the seasonal demand peaks that were impacting their e-commerce experience.

With Virtuozzo powering their infrastructure, netclusive knew they could give Thomas Cook better performance and exceptional storage capacity with a reliable, low cost virtualization platform.

## Solution

*Virtuozzo Containers, VMs, and Virtuozzo Storage*

Although Thomas Cook had been using another virtualization solution in other areas of their business, they adopted netclusive’s recommendation to use Virtuozzo’s containers, VMs, and storage. The products provide the reliable, high performance, cost effective virtualization platform that Thomas Cook required.

*“Our customer, Thomas Cook, needed a single platform to manage an e-commerce project, involving a uniquely complex mix of Linux proxy, caching, database servers, and CMS. Virtuozzo was the only solution that could deliver this flexibility on a single platform while providing high availability.”*

— Robert Simon, Managing Director, netclusive

Virtuozzo’s elastic computing performance, which can scale up or down in real time, is now helping Thomas Cook cope seamlessly with fluctuating demand. Their entire e-commerce infrastructure, including multiple reseller and mobile websites, is now running smoothly on netclusive’s Virtuozzo-based platform.

# Benefits to You. Benefits to Your Customers.

Using Virtuozzo’s optimized and well-proven products, netclusive has been able to expand its business from one primarily built around web hosting services, to one that provides customers with complete infrastructure-as-a-service solutions.

## Unified Storage and Virtualization Solutions

Virtuozzo’s flexible, affordable products have become the cornerstone of netclusive’s IaaS offering. netclusive can easily shape their portfolio with storage, container, and VM solutions to develop new products without any large-scale technical work. As a result, their customers benefit from truly elastic computing capacity at low cost, and with the highest levels of reliability.

*“Virtuozzo’s unified products mean the price and performance we can offer our customers is significantly better. We can put up to three times as many VMs on a single physical server and run them alongside containers to maximize the use of hardware resources.*

*Virtuozzo’s ability to efficiently pool unused storage resources allows us to lower costs for ourselves and our customers.”*

— Cliff Simon, Managing Director, netclusive



Virtual  
Machines



Containers



Storage

## High Availability. Zero Disruption.

Infrastructure reliability is critically important to e-commerce. Virtuozzo Storage’s high availability ensured that Thomas Cook’s e-commerce would always be operational, despite dramatic shifts in load. When it came time for system upgrades or migrations, Virtuozzo’s rebootless update functionality provided built-in support for ongoing maintenance with no disruption to service.

*“Because each virtual machine is updated on the fly during necessary maintenance periods, there is no service disruption to the customer, and updates are faster, all of which saves us a lot of time and effort, providing Thomas Cook with the level of service they expect.”*

— Robert Simon, Managing Director, netclusive

**FOR MORE INFORMATION**

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