

Partnering with UKCloud

 ukcloud

 ukcloud
health

 ukcloudX

ADVANCING THE UK'S NATIONAL DIGITAL CAPABILITY, TOGETHER



Together with our community of innovative partners, UKCloud recognise the immense potential for digital transformation to improve services for citizens and value for taxpayers. That is why we and our partners are devoted to advancing the UK's national digital capability and making transformation happen.

UKCloud are the experts in driving the adoption of digital technologies across the UK public sector. We provide trusted multi-cloud services that power innovative public sector technology delivered by our community of specialist solution providers. Whether you are a Systems Integrator, an Independent Software Vendor, or a Managed Service Provider, UKCloud can reduce the time, costs, and risks associated with your customers digital transformation and help you win more business.

“ UKCloud has rightly been recognised for its unwavering commitment to improving public services through cloud services and applications. Increased adoption of cloud technologies is key to digital transformation and the improved delivery of public services to citizens. The Government can harness the best of UK technology by working closely with innovative companies, such as UKCloud, to transform services and serve people better.”

Julian David, CEO of techUK

“ Every interaction when working in partnership should aim to make a positive difference by creating and optimising opportunities through openness, transparency and trust. At UKCloud, we work with all of our partners to ensure that we do the right thing and develop relationships that help drive better outcomes for our partners and their customers.”

Selena Cooper, Director of Partners, UKCloud

WHY PARTNER WITH UKCLOUD?

Our unique multi-cloud platform enables you to mix and match the right cloud technology at the right classification level. We can also deliver cloud infrastructure wherever your customer needs it; within the Crown Campus, on-premises or across global cloud platforms. As we focus on cloud, you can focus your specialist resources on enhancing your solution, delivering improved outcomes, and delighting your customers rather than being distracted by operating the platform.

We are focused on serving public sector and have unrivalled experience in each individual community. We maintain our focus via three brands:

ukcloud

- Central Government
- Local Government
- Research & Education
- Enterprise & Private Sector

UKCloud is committed to doing the right thing by providing better services to citizens and better value for taxpayers and is the trusted multi-cloud platform for the UK Government and education sectors. We take a technology neutral approach to cloud as we recognise that organisations will need to mix and match a variety of cloud services to meet the diverse technical and commercial needs of their IT environment. We also ensure uncompromising focus on safety and integrity, realising that the UK public services are a national asset that need to be protected and nurtured.

ukcloud health

- Health & Care
- Life Sciences & Pharma

UKCloud Health helps health and care organisations advance their digital maturity to deliver improved patient outcomes. We provide unparalleled expertise in the enablement of digital healthcare to address the capability and capacity gaps that inhibit digital transformation. We believe in diversity and innovation to deliver vendor neutral strategies from a wide range of vendors and solution providers. And we provide uncompromising protection and integrity for health and care systems as we believe that NHS data is a genuine national asset that has the power to deliver improved patient outcomes.

ukcloudX

- Defence & National Security
- Police & Justice

UKCloudX is devoted to transforming the mission to keep our nation safe. Threats and adversaries to our nation are always evolving and so our national security is dependent on our ability to triumph in the information age. There is tremendous potential in using digital technologies to drive better outcomes. UKCloudX is the sovereign cloud our national security depends on for rapid innovation and actionable insights to underpin our information superiority. Whatever classification level you require, from OFFICIAL, above OFFICIAL and Tier 2, our security cleared staff can help kick-start your cloud journey.

There are three ways in which UKCloud accelerates the success of the UK technology sector:



1. We deliver more choice and more options

Your needs are diverse and specialist, so our multi-cloud platform allows you to mix and match multiple cloud technologies and solutions to reduce the time, cost, and risk of modernising your existing IT whilst adopting new digital services. We partner with the leading technology providers enabling you to harness a variety of 'as-a-service' models which allow you to focus on delivering innovative public sector solutions rather than maintaining or building IT systems. To match our technical flexibility, UKCloud provides flexible commercial models to suit your budget requirements — helping make your digital strategy both affordable and actionable.



2. We provide high assurance and secure connectivity

The UK's public services are a national asset, one which we must protect and develop, ensuring smooth, secure, and efficient day-to-day operations. We provide the safest platform even for your most secure and sensitive systems through our native connectivity to the Public Services Network (PSN) as well as compliance with specific UK public sector standards such as NCSC Cloud Security Principles and the Technology Code of Practice. We use our cloud expertise and our unparalleled public sector experience to ensure you never have to compromise the availability and integrity of the solutions that your customers depend on. And we do this more cost effectively than any other provider in the UK.



3. We accelerate your digitalisation with local multi-cloud experts

Our focus on the public sector means we can provide unique value and insight to support your digital strategy. Whether you are moving legacy workloads to the cloud, or developing a more visionary cloud native strategy, our multi-cloud platform can scale with you as your public sector business grows. Our Partner Programme has been designed to support your potential and ambition. We will provide you with access to a dedicated partner management team as well as access to marketing benefits, to help you win more business.



Our partnership with UKCloud was formed by their ability to meet our strict requirements around data sovereignty and the sovereignty of those staff that operate and maintain their infrastructure. The move to UKCloud went incredibly smoothly from both a technology and regulatory point of view, which is something we appreciated greatly as our expansion and roll out into other areas has been hampered by COVID. Since becoming a partner, we have been delighted with their innovative and creative marketing initiatives, which have enabled us to promote our solutions effectively to a receptive public sector audience."

Heath Groves,
CEO at Sundown Solutions



We got the help we needed during development, and now we have the tools we need to manage the service effectively. UKCloud is a future-looking company that gives its partners great support, from cloud architect support and event days to white papers and tools to help us do our jobs."

Dan Worman,
Technical Director at Cinos
Communications Services Ltd

There are three ways in which UKCloud Health powers the success of the UK health technology sector:



1. We accelerate and assure the adoption of digital healthcare solutions

UKCloud Health combines our expertise in cloud with our specialism in digital health and care solutions to support your go-to-market strategy. We provide the additional capability and capacity to accelerate your transformation. And you can be assured that we provide reliable and secure solutions which address the risks associated with complex health and care solutions.



2. We deliver vendor-neutral strategies

Health and care systems are specialist by nature and you need to select the right technologies and solutions to reduce the time, cost and risk of advancing your digital maturity. We partner with the leading technology providers to enable you to harness a variety of 'as-a-service' solutions which allows you to focus on delivering improved patient outcomes and winning more business, rather than maintaining or building IT systems.



3. We have uncompromising protection and integrity

Data in the health and care sector is a genuine national asset that has the power to transform patient outcomes. Patient data, when used collaboratively, must be protected to ensure that it is used securely and ethically. We provide our partners with the safest platform for patient and clinical data through our native connectivity to the Health & Social Care Network as well as compliance with specific UK health and care standards such as the Data Security and Protection Toolkit (DSPT). We use our cloud expertise and our unparalleled health and care experience to ensure you never have to compromise the privacy and sovereignty of your solutions and datasets.



Due to the nature of data held by the NHS, we needed a solution that would provide security, assurance and UK sovereignty, while also giving us the ability to scale our services. UKCloud Health ticked all the boxes and being solely focused on the Health and Care Sector and governed by UK jurisdiction further helped enhance the decision."

Michael Shenouda,
Medical Director at
Open Medical LTD



Working with UKCloud Health, we've pioneered the definition and development of a computing environment that can deal with the scale and complexity of genomics sequencing data – something most hospital data centres would struggle to support."

Dave Brown,
Head of Infrastructure at
Genomics England

There are three ways in which UKCloudX helps you transform the mission for the information age:



1. We deliver uncompromising security and integrity

As the only UK sovereign Strategic Cloud Provider with government-approved secure facilities and security cleared staff, UKCloudX brings the power of cloud services into the most secure and sensitive environments making it easy to connect and share information between security domains. Your mission critical solutions require the highest levels of integrity and availability – and the UKCloudX platform is operationally ready and engineered to deliver superior levels of robustness and resilience.



2. We provide tailored sovereign cloud solutions

UKCloudX provides a catalogue of tried and trusted sovereign cloud services which can be tailored into end-to-end solutions which drive mission outcomes, now and in the future. With our multi-cloud platform, you can mix and match cloud technologies, utilising cloud as either a host for existing workloads, or as a springboard for a more visionary digital strategy as you win more business and begin to deploy your solutions at scale.



3. We have domain and digital expertise

UKCloudX's security cleared specialists bring together domain insights with digital expertise to support every stage of your go-to-market strategy. Our Partner Programme has been designed to support the growth of your mission critical solutions. We will provide you with access to a dedicated partner management team as well as access to marketing benefits, to support your business in winning more public sector contracts.



We required a cloud hosting partner who would quickly provide us with a secure data environment for UK Government employees to collaborate. UKCloudX provided unparalleled choice, assurance, connectivity, and support which enabled us to tailor a solution that best suited our requirements. UKCloudX assured the security of our service's data with their UK government grade data centres, and unique connectivity solutions. We value our relationship with UKCloudX, based on our shared mission to help the public sector make transformation happen."

Rob Gittins,
COO at SecureCloud+ LTD



We welcome UKCloudX's investment in delivering the UK's first higher classification cloud platform from within our data centre facilities. Our dedicated campus approach delivers security without compromise."

Huw Owen,
CEO at Ark Data Centres

OUR CUSTOMERS AND PARTNERS

We have over 300 partners across our brands. Here are just a few of them:



Outside of our partner community, we work directly with central and local UK Government departments, as well as the NHS, police constabularies and many others:



OUR TECHNOLOGY

UKCloud hosts a range of products to support Infrastructure as a Service, Platform as a Service, Managed Services, Enabling Services and Cloud Computing. Our portfolio of products enable us to deliver an award-winning multi-cloud service:



UKCloud for Microsoft Azure harnesses the innovation of Microsoft's Azure platform delivered from within our award-winning government-grade multi-cloud environment — addressing the service, connectivity and diversity requirements of UK public sector organisations and our partners.



UKCloud for OpenShift delivers a secure, private deployment of Red Hat® OpenShift Container Platform, enabling developers to build automation pipelines and leverage the benefits of containerised solutions, helping to deliver modern, cloud native applications and accelerate digital transformation.



UKCloud for OpenStack is engineered specifically for organisations embracing digital transformation and delivering true cloud-native applications; facilitating the creation of elastic infrastructure as code, which can be built once and run anywhere at any time to take full advantage of the benefits of cloud.



UKCloud for VMware is a trusted, connected and flexible cloud, based on VMware technology, that enables you to either migrate existing workloads or create new workloads on our secure sovereign cloud platform quickly and easily whilst enjoying the economies of scale of the cloud. Using a familiar interface and structure for customers having virtualised using VMware, it offers native backup and disaster recovery, storage options, all government network connectivity, and self-provisioning of VDCs and VMs.

Cloud Storage delivers a state-of-the art unstructured storage engine that offers an unmatched combination of storage efficiency and data access. Cloud Storage provides enhanced data durability, with built in protection from disk and node failures.



OUR CUSTOMER SERVICE

We put our partners at the heart of everything we do, and it is our job to make every aspect of your customer experience friction free.

We look beyond standard 'won-and-done' engagements and present you with a reason to not just engage with us, but to come back time after time and share your experience with others. At UKCloud, customer experience is personal, human, and authentic which provides a superb service that leaves our customers delighted. Our NPS of +46 is well above industry average and our support teams run at a world-class +79.



OUR SOCIAL VALUES

We support and nurture our ecosystem of over 300 partners with whom we share a collective vision to grow and develop the UK technology sector, as part of the post-Brexit industrial strategy.

We pay our fair share of UK taxes and continue to recruit ex-military personnel, undergraduates and apprentices to join our team, building new and sustainable digital skills for the future.

We are also carbon neutral and are well on our way to becoming carbon negative, such is our committed to offset more than the carbon we consume in the delivery of our cloud services.

We're also the first tech firm to receive a Social Value Quality Mark Award in the UK.

Social Value is the positive and measurable impact that we create by doing the right thing. Whether that be for our communities, partners, suppliers, staff, the environment or the economy. We believe that our approach to delivering impact-driven technology solutions will help shape a safer, greener future.



Benefits-at-a-glance

When you partner with UKCloud, you will be welcomed into our community. We will provide you with access to a dedicated partner management team and access to benefits which drive results. Take a look at the benefits available to you, below:

Relationship benefits

Dedicated Partner Management

All partners have access to a Partner Director and our Technical and Service Delivery experts. Details of these key contacts will be provided to new partners upon joining.

Partner Advisory Council

We have created a forum for our partners to share and explore strategies that drive growth and greater profitability. The forum also provides our partners with a voice to share their opinions and shape their future relationship with UKCloud.

Marketing benefits

Tier badge

Our partners can utilise our "Powered by" badge to showcase their expertise with us, differentiating themselves in the marketplace and adding credibility to their bids.

Co-branded marketing activities

Co-branded content showcases the power of our partners solutions and the right story can highlight how their offerings deliver impactful benefits. We have substantial reach across our shared marketplaces and will leverage this to deliver compelling campaigns to meet our shared goals. All our partners are entitled to request co-branded marketing activities which can be anything from virtual events to infographics and case studies.

Enablement benefits

On-boarding pack

New partners will be sent an onboarding pack upon enrolling as a partner with us. The on-boarding pack contains information on how to quickly gain access to the various resources and tools our partners require.

Access to the UKCloud Document Centre

We have a wealth of expertise and documented resources which can be consumed by all our partners via the Document Centre. Resources available include Sales and Marketing collateral, technical expertise and product information.

Access to the Proof-of-Concept Toolkit

Our Proof-of-Concept toolkit is here to support the launch of partner solutions and enables feasibility checks to be carried out on our platforms. We offer a free, 30-day trial to help kickstart your journey.



BECOME A PARTNER

To become a UKCloud partner, simply contact us using one of the following methods:

Online

[Click here to visit the partner section of our website](#) and complete the form at the bottom of the page. A member of our team will be in touch shortly after.

Email

Email us at partners@ukcloud.com

Telephone

Call us on 01252 303 300

We look forward to partnering with you soon.

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