THREE MODELS, ONE ENGINEERING TEAM

OWN IT	You buy, install, support and replace it
HAAS	Our equipment at your site, monthly fee
IAAS	Your workloads on our private platform

BUYER'S GUIDE

Buy it, rent it, or have us run it?

Three ways to get the infrastructure your business runs on. This guide sets them side by side so you can pick the one that fits your workloads, your budget and your team.

THE THREE MODELS IN ONE LINE EACH

01

Own it

Full control and full responsibility: capital up front, your staff on call, your refresh project in a few years.

02

Hardware as a Service

Dedicated equipment where you need it, supplied, supported and refreshed by CNS for a monthly fee.

03

Infrastructure as a Service

No equipment at all. Your workloads run in CNS private data centers and our NOC operates the platform.

Not sure which fits? Ask an engineer.

800-700-7500
www.controllednetworks.com

Six questions that decide it

Answer these for each workload. Most companies end up with a mix.

Does it have to be in your building?

Plant systems and low-latency workloads often do. That points to ownership or HaaS.

Do you have capital to spend?

If not, HaaS and IaaS turn the purchase into a monthly operating cost.

Who is on call at 2 a.m.?

If the answer is nobody, choose a model where CNS is.

How fast will it grow?

Uncertain growth favors renting capacity you can add to.

What happens at end of life?

Owned equipment becomes your disposal and migration project.

How will it be recovered?

Whatever the model, decide the backup and replication design at the same time.

SIDE BY SIDE

	OWN IT	CNS HAAS	CNS IAAS
Where it runs	Your site	Your site or colocation	**CNS private facilities**
Who owns the equipment	You	CNS	**CNS**
Up-front capital	**Full price**	None	**None**
Hardware support	**You**	CNS	**CNS**
Day-to-day operation	**You**	You, or CNS as an option	**CNS NOC, 24/7**
Refresh	**Your project**	Included	**Included**

HOW WE WORK

01
List
Write down each workload and where it must run.

02
Compare
We price the options side by side over the same term.

03
Decide
Pick per workload. Mixing models is normal.

04
Move
We plan the migration with a rollback at every stage.

Ask for a side-by-side quote.

Send us your workload list. We price ownership, HaaS and IaaS over the same term so you can compare.

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