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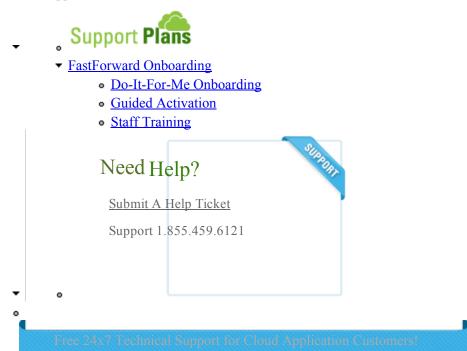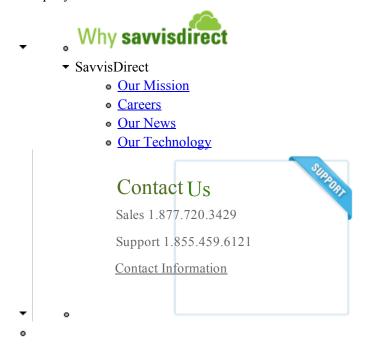   Save even more by adding Centurylink High-Speed Internet, Business Phone or TV to your cloud services. [Learn More »](#)

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Part 2

In the last part of series, we discussed how you should internally prepare to make the transition to [cloud hosting](#). In this article, we'll discuss how to select a vendor, including what to look for in a good cloud vendor and what questions you should ask them to ensure that you are getting a high quality service.

1. Pick a cloud vendor: Selecting a vendor is going to do some research. Go to different blogs, and read their top 10 or best of lists as a starting point. Compare vendor offerings, pricing and scalability. Scalability is the ability to increase or decrease services based on your needs. You may only need 50 GB of data as opposed to 2,000 GB. If that's the case, look for a vendor that allows you to start small and scale up.

2. Find out about security: Security is always going to be important in the cloud. Verify that a vendor offers data encryption, and find out if the security token (if using an API) is secure.

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3. Learn if you can easily integrate with your selected vendor: Your cloud-based applications must fully integrate with your on-premise systems and processes, especially in a hybrid model. Discuss how data is exchanged between your local system and the vendor's cloud services. This process should be seamless.

4. Ask about SLAs: Service Level Agreements (SLAs) is the vendor's agreement as to what services the vendor will supply - basically how available and accessible a cloud-based application is. A good vendor SLA should include information on what applications you need to run your business, and it will also specify the consequences if those applications fail. For more information, please read over savvisdirect's Service Level Agreement.

5. Vendors must want you to succeed: Even the companies with the best reputation may not fulfill your specific needs, especially if they make you feel like another number. Look for a cloud hosting vendor that puts your needs first and are responsive to you. If you're having a problem, it shouldn't take your salesperson or customer service rep 5 days to get back to you. They should be there when you need them, and they must want you to succeed in the cloud.

So, now that you know our recommendations. What do you look for in a cloud vendor?

1 Comment (Leave a comment)

capurrom@gmail.com on October 28th, 2012 at 02:18pm
Good questions.

4.
savvisdirect and the Savvis Cloud Team Attending Drupal Hosting Convention

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