



**The Cloud Buyers Checklist
for Choosing the Perfect
Cloud-Based Training Lab Provider**



CHECK YOURSELF!

Use this complete **3-part checklist** to be sure you've asked the right questions and are making the right decision!

Cloud Buyer's Checklist		
Part 1: Architecture	YES	NO
✓ Does the vendor's platform allow me to build and deploy training labs with just a web browser and an internet connection?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will I be able to build and deploy labs fully on-cloud (without building VMs/environments on-premise and importing them to the vendor's platform)?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will my labs work on-cloud exactly as they do on-premise?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will I have access to a variety of best-practice, deployment-ready templates for VMs and full environments?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are the vendor's templates easily customizable to my needs?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's platform support live cloning of environments?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the platform allow me to save and re-create VMs to share and reuse?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's solution support complex networking scenarios?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the platform make it easy to set up and edit a network?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are all network topologies supported?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are virtual devices supported?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Is the vendor's platform hypervisor agnostic?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the platform allow simple import/export of training images?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does it support ESXi and other industry-standard technologies?	<input type="checkbox"/>	<input type="checkbox"/>

Cloud Buyer's Checklist

Part 2: Complete Training Solution

	YES	NO
✓ Does the vendor's solution include all the elements necessary for management of my training labs (without patching together multiple systems)?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are basic changes (such as right-sizing hardware) simple and self-service for trainers?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will I be able to create and manage virtual classrooms without my IT team or the vendor's support team?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will labs be saved and tracked in enough detail for certification programs and grading?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Is it possible to run multiple simultaneous classes with no additional overhead?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are self-paced or on-demand training labs available?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are large, on-demand, self-service events supported?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will the vendor's solution allow me to automatically send invitations/login credentials to students prior to the start of the course?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will students be able to access their labs without installing plug-ins?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's platform allow students to check connectivity, setup, and performance prior the start of the course?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the platform recreate an over-the-shoulder student-teacher interaction?	<input type="checkbox"/>	<input type="checkbox"/>
✓ If a student needs help, can the instructor access his machine?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Can the instructor easily spin up his own personal copy of the class environment?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Can the instructor share his copy of a VM with one or all of the students in the class?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Can students chat with the instructor and/or each other during the class?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's solution include a robust and up-to-date REST API – allowing for efficient integration with my other systems and tools?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's solution offer other options for integration and interoperability?	<input type="checkbox"/>	<input type="checkbox"/>

Cloud Buyer's Checklist

Part 3: Economics & ROI

	YES	NO
✓ Is billing based on infrastructure usage and class time?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Is infrastructure pricing competitive?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's pricing structure include software licensing?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Am I confident that I won't be surprised by additional costs (e.g., data switching penalties, networking tiers, etc.)?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will pricing become more competitive at scale?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will unused machines/environments hibernate (so that they don't accrue charges)?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Is infrastructure scheduled along with classes?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Can environments be scheduled to delete automatically?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Does the vendor's solution offer scalability and burstability?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will I be able to make system changes without the intervention of my IT department?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Will I be able to make system changes without the intervention of the vendor's IT department?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Are all required firewalls, ports, and networks open?	<input type="checkbox"/>	<input type="checkbox"/>
✓ Is reporting available to give me visibility into classroom, student, and infrastructure usage?	<input type="checkbox"/>	<input type="checkbox"/>

About CloudShare

As the leading supplier of virtual IT environments in the cloud, CloudShare provides its clients with specialized solutions designed to meet a wide variety of business needs – including lab environments for virtual training, development and testing, and sales demos and POCs. All CloudShare environments are completely customizable and offer on-demand access to infrastructure resources such as servers, storage, networks, and software.

Considering a move to the cloud?

We've got you covered! To learn more about how CloudShare's advanced lab solutions can benefit your business, visit us at www.cloudshare.com

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