

about us...

Behind Every Cloud was formed in 2010 to meet market demand for clarity, choice and control in a rapidly evolving, over hyped and confusing London IT cloud services market. We provide specialised expert consultancy and the clover™ cloud vendor rating product suite to greatly assist mid-tier organisations to maximize the benefit taken from cloud services, whilst de-risking and expediting cloud IT vendor sourcing in the UK market.

BEC highly specialised consultancy practice...

We prefer to start an engagement by capturing the requirements – and not by assuming the prevailing market view:

“Cloud is the answer. Sorry, what was the question?”

A vehemently independent approach, proven delivery history, extensive niche relationships, detailed vendor and channel knowledge and vast technical, industry and managerial experience enable us to quickly provide our clients with very specialized, holistic, high-value advice about cloud.

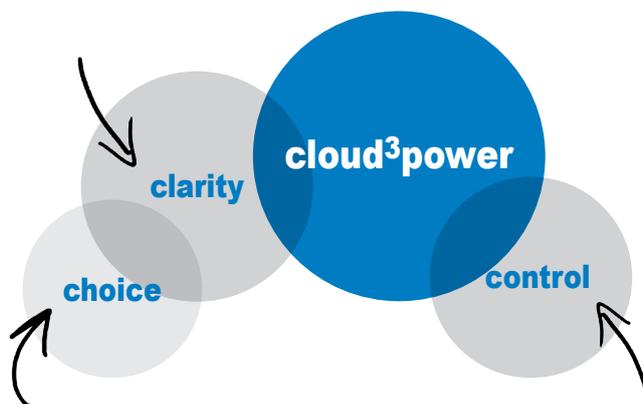
Leveraging CTO Level consultants and highly technical solutions architects, we offer the depth and breadth of knowledge to guide large, critical and complex engagements. Our advice is much enhanced by a detailed understanding of the Investment Management and Legal Services niche markets.

the clover™ product suite...

Our extremely well researched clover™ Cloud Vendor Rating products are quickly becoming the benchmark of choice for fast track vendor selection in our focus niches. We’ve become the Dun & Bradstreet™ equivalent for cloud services IaaS vendor reporting.

The clover™ product suite enables your business to quickly and affordably gain experienced, niche specialized, independent, factual and commercially savvy analysis of a wide range of cloud vendors offerings against the specific needs of your business.

cloud³power - a proven methodology



Our proven cloudpower methodology brings clarity, choice and control to your cloud computing decisions...

our products...

Clover™ ENGINE

120 key data metrics provided by the vendors themselves; expertly analysed against the niche requirements of enterprise buyers in London Investment Management and Legal firms. Professionally formatted reports with executive summary and infographics. Extensive database covering 54 UK private cloud vendors (and counting).

Clover™ ALERTS

Free and subscription based instant information feeds - customized to your needs. Niche specific cloud news covering market, vendor and technology events e.g. liquidation and mergers.

Clover™ ADVISE

Your “Virtual CTO” – adhoc access to expert C-level niche specific advice on an affordable pay-as-you-go basis. With extensive experience of cloud on-ramping, and importantly cloud exit, we can manage your vendor throughout your cloud migration project; or we can take end-to-end delivery responsibility via our eco system of industry specialists.

Clover™ ACCELERATE

Proven, repeatable, accelerated cloud adoption process. Includes the RFI & RFP solution along with vendor short-listing based on specific requirements.

Clover™ ALIGN

Cloud Vendor focused services to help providers align and adapt their core services to the specific needs of our niche markets. Delivered to large and niched vendors, globally and in the UK.

our consulting services...

IT INFRASTRUCTURE STRATEGY

Detailed requirements capture; Customised target end-state architecture; business case; 3-year strategic migration and tactical transition plans for adoption of cloud.

RFP & VENDOR DATA PACKS

BEC will customize our proven Request For Proposal methodology to professionally manage your structured cloud vendor selection process. Through the use of sophisticated automated enterprise data capture tools we can quickly and non-intrusively provide a very detailed view of your current environment to bidding vendors - reducing time, cost and risk.