# canarie
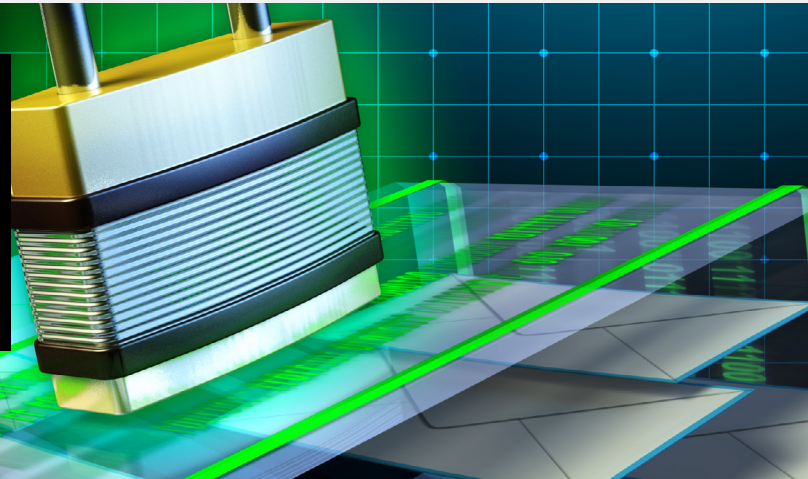
# A Case for the Cloud: ZEROSPAM Security Inc.
## David Poellhuber, COO

## What was the business problem?

We are a cloud provider ourselves and a strong believer in elastic, as-required computing resources. We needed a solution that would allow us to try out different approaches to our solutions without a significant cost impact to our bottom line.

## What were the potential solutions?

We could have gone with a server-based solution, but we realize the hidden costs of software and hardware can have a negative impact on our cost base. Other options were a commercial cloud provider and DAIR.

### Cloud Clip:

*By 2020, 78% of small businesses will be adapted to cloud computing.[1]*

## What solution was chosen?

DAIR offered us a platform where we could experiment with different complex system setups. It allowed us to benchmark the efficiency of our spam filtering rules and the performance of various system components.

### Cloud Clip:

*Organizations that adopt cloud technologies report greater scalability, faster access to infrastructure, and faster time to market for products and services.[1]*

## What was the result?

I liked the fact that DAIR is a Canadian initiative. The support we had was excellent and it was easy to access the resources we needed.

### Digital Accelerator for Innovation and Research - DAIR Program

Designed to give Canadian entrepreneurs a competitive edge, DAIR provides free access to high performance cloud resources without hidden costs. DAIR enables small businesses to accelerate product development while reducing cost by leveraging the scale, speed and agility of cloud resources.

## Find out more at
## canarie.ca/cloud

[1] http://cloudtweaks.com/2015/04/cloud-infographic-guide-to-small-business-cloud-computing/