SWISS SYSTEMS
Your Technology Partner

PRIVATE CLOUD · HOSTED VIRTUAL INFRASTRUCTURE

⚠ YOUR SERVERS ARE RUNNING ON BORROWED TIME

HIGH AVAILABILITY
99.9%
UPTIME SLA

Stop running your business on a server that stays in one room.

High availability, work-from-anywhere access, and a properly engineered private cloud — built on HP DL Gen11, Xeon Gold, SAN storage, and Microsoft licensing done right.

For businesses tired of aging on-prem servers, untested backups, surprise licence audits, and the cost of running infrastructure that isn't their core business — and wanting their team to access work from anywhere, on any device, always.

HP DL Gen11
Enterprise hosting hardware

Xeon Gold CPUs
Enterprise compute, properly sized

SAN Storage
Resilient, redundant, high IOPS

Microsoft Partner
Licences included & compliant

30-min Snapshots
Restore to the last half hour

Always Available
HA cluster · work from anywhere

THE ON-PREM REALITY

Six things that will break before you're ready.

Most businesses run their accounting, payroll and operational software on servers in a back office or a converted store room. It works — until **a drive fails on a Friday afternoon, a Microsoft audit lands, your business gets locked into one location, or a fire takes the lot**. By then, the cost is never just the hardware.

!

Hardware End-of-Life

Servers older than 5 years are running on borrowed time. Drives fail. RAID controllers age out. Replacement parts get scarce. The day the server dies isn't a planned date — it's a Wednesday afternoon when nobody's ready.

Replacement: R200K+ · Downtime cost: per hour · Data risk: substantial

⊠

Microsoft Licence Exposure

Windows Server, SQL Server, RDS CALs, Office. Most businesses are confidently non-compliant — wrong edition, expired Software Assurance, undocumented user counts. A Microsoft audit isn't if, it's when.

Audit penalty: 200–300% of true-up · Reputation: permanent

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Untested Backups

The backup runs every night. The restore has never been tested. The day you need it, you discover the tape's corrupt, the cloud sync broke 8 weeks ago, or the backup ran but excluded the database. By then, it's too late.

Lost data: irreplaceable · Lost trust: permanent

⊘

Single Point of Failure

One server. One PSU. One UPS. One internet line. One air-conditioner. One key holder. When any one of these fails, the whole business stops. High availability isn't a luxury for big companies — it's basic engineering hygiene.

Outage cost per hour: 2–10× monthly licence fee

⌂

Tied to One Location

The accountant works from home? They can't. The sales team is on the road? They can't access live stock. A fire takes out the office? The business stops until the building is rebuilt. **"In the office or nowhere"** is a business model that ended in 2020.

Lost productivity · Lost talent · Lost agility

⚙

The IT Skills Gap

Patching Windows, managing Hyper-V, sizing storage, monitoring backups, troubleshooting Pastel, restoring SQL — that's a senior IT engineer's job. Most SMBs don't have one. The ones that do, can't afford to lose them.

Senior IT: R600K+/year · Single-person dependency: critical risk

SWISS SYSTEMS PRIVATE CLOUD

Enterprise hardware, per-customer engineered.

Every workload we host runs on properly specified enterprise infrastructure — **not consumer hardware sold as enterprise, not refurbished kit sold as new**. HP DL Gen11 hosts, Intel Xeon Gold compute, SAN-backed storage, Microsoft-licensed throughout. The same gear we'd build for ourselves.

COMPUTE HOSTS

HP ProLiant DL Gen11

Current-generation enterprise rack servers built for virtualisation density. Industry-standard, vendor-supported, properly speced for production workloads.

- Current Gen11 generation hardware
- Vendor warranty & spares supply
- iLO management for remote response
- Hot-swappable PSUs & storage

PROCESSORS

Intel Xeon Gold Series

Xeon Gold CPUs — enterprise-grade silicon engineered for sustained, multi-tenant workloads. Higher core count, larger cache, ECC memory paths.

- Xeon Gold series CPUs
- Sustained workload tolerance
- ECC memory throughout
- Right-sized per customer payload

STORAGE

Enterprise SAN Array

Storage Area Network architecture — separated from compute, redundant by design, high IOPS for database workloads. Real protection against hardware failure.

- Dedicated SAN architecture
- Redundant disk arrays
- High IOPS for SQL workloads
- Snapshot-capable at the storage layer

SOFTWARE STACK

Microsoft Licensed Partner

Windows Server, SQL Server, RDS CALs — all properly licensed under our Microsoft partnership. You don't track licences. You don't worry about audits. Compliance is a service we deliver.

- Licensed Microsoft partnership
- Windows Server & SQL included
- RDS CALs as required
- Compliance documentation on request

Your line-of-business stack — properly virtualised.

From accounting to payroll, from custom-built ERPs to file shares, from SQL databases to remote desktop hosts — **if it runs on Windows Server, it runs in our private cloud**. We size each VM to the workload, isolate per customer, and keep the licensing right.

Pastel Payroll

Full Pastel Payroll deployments hosted per customer — multi-user, multi-company, per-user CALs included. Month-end runs that don't crash. Year-end with backups already in place.

→ **Hosted & managed**

Pastel Accounting

Pastel Partner, Xpress, Evolution — all hosted on dedicated Windows Server environments. SQL backend properly sized. Daily backups. Real-time access for the accountant working from anywhere.

→ **Hosted & managed**

Custom Servers

Industry-specific apps, line-of-business systems, in-house developed software. We host the legacy stack alongside the modern one. P2V migration if you're moving from physical.

→ **Per-app sizing**

Remote Desktop Services

RDS host environments for users to log in from anywhere — laptop, tablet, home PC. Centralised application delivery. Office, line-of-business apps, secure data — all from one logon.

→ **Anywhere-access**

SQL Server Databases

SQL Standard and SQL Express deployments, sized to workload. Microsoft-licensed properly. Database backups built into the snapshot regime. Performance-monitored, not just provisioned.

→ **Properly licensed**

File Servers & Shares

Centralised file storage with proper permissions, version-aware, backed up to snapshots. No more "the file's on Janine's laptop" — every file lives in one secure place, accessible from anywhere.

→ **Anywhere-access**

Active Directory

Domain controller environments hosted in our cloud — central user management, group policies, single sign-on. Your domain, our infrastructure, full control delegated to your IT team.

→ **Centralised identity**

Web & App Servers

IIS, .NET application hosts, internal web apps, intranets. Locked down to your private network, accessible by VPN or RDP. Performance-monitored, patched, properly engineered.

→ **Locked-down hosting**

P2V Migrations

Physical-to-virtual migrations from your existing servers. We capture the running workload, convert it to a VM, validate it side-by-side, and only cut over once it's tested green.

→ **Move without rebuilding**

INCREMENTAL SNAPSHOT BACKUPS

Restore to the last thirty minutes.

Most backup strategies are last-night-at-best. Ours captures incremental snapshots **every 30 minutes**, kept on dedicated storage, restorable to the moment a payroll run completed, a journal posted, or a database transaction committed. Not "we'll restore last night's data". Restore to **30 minutes ago.**

30 min

RECOVERY POINT OBJECTIVE

Per-VM, per-application, sized to the criticality of the workload. Some VMs run 30-minute snapshots; database hosts run 15-minute. Restoration in minutes, not days.

APPLICATION-CENTRIC

Sized to the load

Pastel runs a different snapshot rhythm than a file server. SQL hosts run more often than RDS hosts. We tune the schedule to the application, not a one-size-fits-all rule.

INCREMENTAL

Storage efficient

Only the changed blocks are captured each cycle — tiny, fast, low-impact on the running workload. The first snapshot is the full one; every snapshot after is just the delta.

TESTED RESTORE

Proven recoverable

A backup that's never been restored is a hope, not a strategy. We test restore procedures regularly — and we'll prove a recoverable restore for your environment during onboarding.

> *The single biggest difference between a working business and one that stops trading after a server crash is* **how recent the last good backup is**. *Ours is 30 minutes ago. Compare that to the daily-tape-in-the-drawer that most SMBs are still trusting.*

Backup is theatre. **Tested restore is engineering.** *We do the second one.*

— THE SWISS SYSTEMS PRIVATE CLOUD PROMISE

PHYSICAL TO VIRTUAL

Move from a dying server to a properly engineered one.

P2V — Physical to Virtual — is what we do all day. We capture the running workload from your existing on-prem server, convert it to a VM, validate it side-by-side with the original, and **only cut over once you've confirmed it's working**. No rebuild from scratch. No reinstalled apps. No reconfigured users.

⚠ BEFORE — ON-PREM

Your physical server today

- ✕ Hardware ageing, warranty expired
- ✕ Backup runs but never tested
- ✕ Office-only access, no remote
- ✕ Patches applied "when there's time"
- ✕ Single point of failure for the whole business
- ✕ Microsoft licences in a drawer somewhere

→

✓ AFTER — PRIVATE CLOUD

Your virtual machine, hosted

- ✓ Enterprise-grade host hardware
- ✓ 30-minute snapshots, tested
- ✓ RDS / VPN access from anywhere
- ✓ Patching managed continuously
- ✓ HA cluster — host failure is invisible
- ✓ Microsoft licensing included & compliant

PILLAR 01

Same Apps, Same Users

Your team logs in the same way, sees the same icons, runs the same software. Nothing about how they work changes — except things stop breaking.

PILLAR 02

Parallel Run

Old physical server stays live during the migration. New virtual environment runs alongside. You compare, validate, sign off — then we cut over.

PILLAR 03

Rollback Available

If anything is wrong post-cutover, the original physical environment is preserved for 30 days as your safety net. We don't burn the boat.

MICROSOFT LICENSING DONE RIGHT

Licensed. Compliant. Audit-ready every day.

Microsoft licensing is where most SMBs are quietly exposed. Wrong edition. Lapsed Software Assurance. Undocumented user counts. **Not because the business is dishonest, but because licensing is genuinely complex**. Swiss Systems is a licensed Microsoft Partner — we carry the licensing, we drive the compliance, and we keep it audit-ready every day, not just at year-end.

LICENSED
MICROSOFT
PARTNER

Compliance is a service we deliver — not a checkbox

As a licensed Microsoft Partner, we carry the licences for the workloads we host on your behalf. You get the software you need, properly licensed, with documentation we can produce on request. Compliance becomes infrastructure, not paperwork.

WINDOWS SERVER

Properly Edition-Matched

Standard or Datacenter edition, matched to the workload. Per-VM or per-host licensing handled transparently. **You don't track CALs. We do.**

SQL SERVER

Right Edition, Right Cores

SQL Standard, Web, or Express — sized to the database workload. Per-core licensing on virtualisation handled to current Microsoft rules. **Audit-defensible from day one.**

RDS CALS

Per-User Access Properly Licensed

Remote Desktop Services CALs — per-user or per-device — provisioned correctly for your team's access pattern. **No shadow licensing.** No unlicensed connections.

COMPLIANCE POSTURE

Documentation On Demand

If a Microsoft compliance officer asks tomorrow, you have a documented licence position to show — issued by your hosting partner, traceable, accurate. **The conversation ends quickly.**

WHY THIS MATTERS

Microsoft audits aren't friendly conversations. The default outcome is a back-payment of unlicensed usage, often at **200-300% of the proper licence cost**, plus reputational follow-up. With Swiss Systems, the conversation never starts — because the licensing was right from day one.

THE NO-THROTTLE PROMISE

We don't engineer to upsell.

Many hosting providers have an unspoken business model: under-spec the customer, then throttle the VM until they have to upgrade. **We refuse to play that game.** We size workloads honestly, monitor utilisation transparently, and engage with you about right-sizing — not to chase an upgrade, but to make sure the workload runs the way it should.

⚠ THE INDUSTRY DEFAULT

Throttle to upsell

Customer signs up on a small package. Workload grows. Provider's hypervisor quietly throttles CPU/RAM/IOPS. Customer experience degrades. **Provider then "discovers" the customer needs an upgrade.** Repeat every 6 months.

Result: customer always 20% under-provisioned, always being upsold

✓ SWISS SYSTEMS

Honest sizing, honest engagement

We size correctly at the start. We monitor utilisation transparently. **If a workload genuinely needs more, we tell you with the data.** If usage trends suggest right-sizing down, we tell you that too — even if it means lower revenue for us.

Result: customer pays for what they actually use, with headroom for growth

↗

Auto-Scaling

Workloads that genuinely need more compute or storage scale automatically — within the bounds we've discussed with you. No surprise bills, no surprise throttling.

▤

Utilisation Reports

Quarterly utilisation reports for every customer environment. CPU, RAM, IOPS, network — actual numbers, with trends and recommendations grounded in the data.

⚙

Right-Size Conversations

If we see a workload that's genuinely under- or over-provisioned, we'll start that conversation — with the data — even if right-sizing reduces our monthly invoice.

*Our job is to keep your workload running properly — **not to milk it**. If we do the first one well, the second one takes care of itself over the long term.*

— THE SWISS SYSTEMS SIZING PROMISE

Defendable on the day it gets audited.

Your business data — accounting records, payroll information, customer databases, contracts — is sensitive. POPIA applies. **Auditors ask. Insurers ask. Boards ask.** The Swiss Systems Private Cloud is engineered so the security and compliance side of the conversation is a checklist already ticked, not a scramble at year-end.

PHYSICAL

Restricted-Access Facility

Hardware lives in our South African data centre. Biometric access. CCTV monitored. Visitor logs. Tamper-evident cabinets. The same physical security we host video management workloads on.

→ **POPIA-aligned residency**

NETWORK

Per-Customer Isolation

Network segmentation per customer environment. Encrypted VPN access. No shared subnets. Firewall enforcement at the perimeter. Your workload never sees another customer's traffic.

→ **Tenanted by design**

ACCESS

Role-Based User Access

RBAC for VM management. Audit log captures every login, every change, every restart. Your administrators see only your environment. Multi-factor authentication on the management plane.

→ **Audit log, not honour system**

DATA

Encrypted at Rest & Transit

Storage encrypted at the SAN layer. Network traffic encrypted in transit. VM-level encryption available where the application requires it. Lost or stolen drive ≠ lost data.

→ **Defence in depth**

BACKUP

Real-Time Snapshots

30-minute incremental snapshots, kept on dedicated backup storage. Restoration tested. Recovery point objectives documented per VM. The backup that actually works.

→ **Tested, not assumed**

POPIA

POPIA-Aligned Hosting

Data residency in South Africa. Lawful processing terms in our service agreement. Breach notification protocols. Reasonable security safeguards documented and implemented.

→ **Compliance in writing**

When the auditor asks where your business data is hosted, **"in our office on a server"** *is not an answer that ends the conversation.* **"In a Tier 3-equivalent South African data centre, encrypted at rest, snapshot-backed, audit-logged"** *is.*

— THE SWISS SYSTEMS COMPLIANCE POSITION

One number. No surprises.

Most hosting deals look cheap on the front page and expensive on the invoice. Swiss Systems pricing is **per-VM, per-month, fully inclusive**. Hardware, hypervisor, Microsoft licences, storage, snapshots, support, monitoring, and the SLA — all in. No add-ons. No surprises.

What you get	Swiss Systems	Self-Hosted / Other
Enterprise host hardware (HP DL Gen11, Xeon Gold)	✓	*Capex R200K+*
SAN storage (high IOPS, redundant)	✓	*Capex R150K+*
Hypervisor licensing (Hyper-V / VMware)	✓	*Separate licence*
Windows Server licensing	✓	*Separate licence*
SQL Server licensing (where required)	✓	*Per-core licence*
RDS CALs (per user)	✓	*Separate purchase*
30-minute incremental snapshots	✓	*Often optional*
Tested restore procedures	✓	*Customer responsibility*
HA cluster (high availability)	✓	*Capex + service*
Patching, monitoring, security hardening	✓	*IT staff time*
P2V migration assistance	✓	*Project cost*
Auto-scaling (no throttle to upsell)	✓	*N/A on physical*
Microsoft compliance documentation	✓	*Self-managed*
99.9% uptime SLA	✓	*Best-effort*

THE REAL COMPARISON

Per-VM, per-month, all in. Compare us to anyone — but only if they're quoting on the same basis.

Standard quote

Per VM · per month · all in

From your office to ours, in weeks.

Moving infrastructure feels scary. Done badly, it is. Done properly, it's a series of small, scheduled, reversible steps — **with parallel running so your existing system stays live until the new one's proven**. Most P2V migrations land within 3-4 weeks from kick-off.

1

WEEK 1

Discovery & Sizing

We assess your current servers, applications, user counts, performance profile, and licensing posture. Outcome: a written sizing document and a clear migration plan.

2

WEEK 1-2

Provisioning

VMs provisioned in our private cloud — Windows Server installed, networking configured, SAN storage allocated, snapshot policy set. Tested before you see it.

3

WEEK 2-3

P2V & Parallel Run

Physical servers captured and converted to VMs. Side-by-side validation. Your team confirms apps, data, performance — before any cutover. No surprises.

4

WEEK 3-4

Cutover & Hand-Hold

Scheduled cutover with rollback path. Old physical environment kept read-only for 30 days. Onsite or remote support during week 1 post-cutover. Then steady-state.

WHAT YOU KEEP THROUGH THE MIGRATION

Your applications

Pastel, your custom ERP, your file shares — they all come across, working the same way they did before.

Your users

Same logon, same icons, same workflow. Most users won't notice anything has changed — except things stop breaking.

Your peace of mind

Original physical environment preserved as your safety net. Rollback path is real, not theoretical.

Not the cheapest. The most defensible.

If you want the cheapest VM hosting, you can find it. We're not chasing that. **We're chasing the businesses that have been burned before** — by failed servers, by Microsoft audits, by backup tapes that didn't restore, by the host who throttled to upsell, by the IT person who left without warning.

01

Enterprise Hardware Standard

HP DL Gen11 hosts. Intel Xeon Gold CPUs. SAN storage. Not refurbished. Not consumer-grade. Not last-generation. The same gear we'd specify if you were buying it for yourself.

→ **Spec sheets you can verify**

02

Microsoft Partner Licensing

Windows Server, SQL Server, RDS CALs — all covered under our partnership. Compliance documented, audit-defensible, properly priced. You don't carry the licensing risk.

→ **Compliance becomes infrastructure**

03

30-Minute Snapshot Backups

Recovery point objectives measured in minutes, not days. Application-tuned snapshot frequency. Tested restore procedures. The backup that actually works when you need it.

→ **Tested, not assumed**

04

High Availability by Design

HA cluster architecture means a host failure is invisible to the workload. Workload migrates to a healthy host. The user never knows. The business never stops.

→ **Always-available, properly engineered**

05

Anywhere-Access Built In

RDS hosts, VPN access, secure remote desktop. Your team works from the office, from home, from a client site, from a different country. The infrastructure follows them.

→ **Work from anywhere, securely**

06

Honest Sizing, No Throttle

We don't engineer to upsell. We size honestly, monitor transparently, engage on right-sizing — even when right-sizing means a smaller invoice. Long-term partnership, not transactional churn.

→ **Trust, contractually backed**

READY WHEN YOU ARE

Move your servers to a proper home.

Book a 30-minute discovery call or come visit the data centre yourself. We'll walk you through the infrastructure, the licensing model, the migration plan, and the real per-VM number — without the sales theatre.

01

Enterprise Engineering

HP DL Gen11. Xeon Gold. SAN. HA cluster. 30-min snapshots. Spec sheets you can verify, infrastructure you can tour.

02

Licensing & Compliance

Microsoft Partner. Licences carried. Compliance documented. Audit-defensible from day one, not at year-end.

03

Honest Sizing

No throttle to upsell. No engineered scarcity. We size correctly, monitor transparently, engage when sizing should change.

TALK TO US

010 006 0666

ONLINE

www.swisssystems.co.za

VISIT

Data centre tours by appointment

Swiss Systems South Africa

Your Technology Partner · Private Cloud · Hosted Virtual Infrastructure