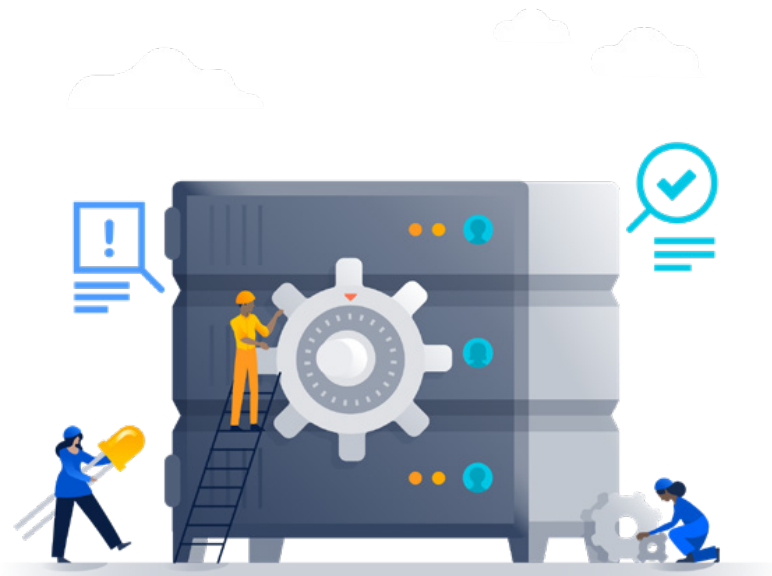




Key differentiators between Atlassian cloud and server



Atlassian cloud and server products both help teams achieve better collaboration and greater transparency, but it's important to recognize that they're built with different codebases, features, and benefits.

We outline some of the key differentiators between the various hosting options offered by Atlassian:

Cloud

Rather than installing and maintaining Atlassian products on your own servers; Atlassian will host, set up, secure and maintain your products in the cloud for you. 90% of customers choose to start in Atlassian cloud for many of these reasons:

- **Fast start-up:** It's easy to set up and get started in minutes. As soon as you sign up, you can start working and inviting team members.
- **Reduced costs:** Save money on physical hardware, maintenance, installation and support and other hidden administration costs.
- **No need to upgrade:** Get immediate access to the latest and greatest features, no work required.
- **Work on the go:** Atlassian's cloud products enable your teams to take their work anywhere and can be accessed securely from any browser or through Atlassian [cloud mobile apps](#).
- **Security:** Atlassian keeps your organization secure and compliant, with real-time security updates and rigorous practices to track and protect your information. [Learn more about the Trust Center](#).
- **Scale with confidence:** In cloud, Atlassian handles the procurement of inventory and storage space so you can respond immediately to dynamic spikes in demand and team growth.

Server

With Atlassian's self-hosted products, you install, host and run Atlassian products yourself on your own hardware. This is a path teams choose when they:

- **Want advanced control:** Teams who want to manage all the details may like the flexibility server offers.
- **Need data locality:** Customers with strict data hosting and localization requirements may choose server, although in many cases cloud is still a good option. [Learn more about Atlassian cloud hosting infrastructure.](#)
- **Have experience with self-hosted applications:** Teams who are able to handle the complexity of setting up and hosting applications on their own servers – and feel confident securing and maintaining them over time – may choose server or Data Center.

Data Center

Think of this as server, but at scale. [Data Center](#) products provide the same functionality as server products but have additional capabilities to better serve enterprise organizations. Atlassian Data Center is a modern enterprise solution that enables customers to maintain control over their environment, helping them meet their unique security, compliance, and scale demands.

With Data Center, you can choose to either stay on-prem or start leveraging the benefits of cloud computing by deploying behind your own firewall in public cloud providers such as [AWS](#) or [Azure](#).

ATLASSIAN Partner

Know Business is an Atlassian Solutions and Training Partner.

- ▶ Service delivery (Jira Service Management & Confluence)
- ▶ Asset management (Insight & Jira)
- ▶ Project management (Jira & Confluence)
- ▶ Scaled Agile
- ▶ Software development (Jira, Bitbucket, Bamboo, etc)
- ▶ Secure hosting (Official, PROTECTED and Atlassian Cloud)
- ▶ Training in Atlassian products
- ▶ Help to manage with what you have today



Confidently plan and carry out your migration of Atlassian applications to the cloud. Our team of experts have years of experience dealing with IT consulting, migration consultation, and mitigating challenges that may come with implementing cloud.

Contact Know Business today to learn more.



Procuring your Atlassian licenses through **Know Business** has many benefits, with no downside. Here's a comparison between procuring through **Know Business** versus procuring through Atlassian:

Agency Benefit	KNOW BUSINESS	ATLASSIAN
Direct contact with Atlassian for support	✓	✓
Access to full suite of Atlassian products	✓	✓
Atlassian Cloud Hosting	✓	✓
90-day quotes validity (locks in pricing, hedging Atlassian price increases)	✓	30 day quotes available ✗
Quotes in USD or AUD	✓	Quotes for marketplace apps in USD only. ✗
90-day evaluation licenses	✓	Up to 30 day evaluation licenses available ✗
Atlassian training courses and tailored courses to meet your organisation's context and needs	Atlassian and tailored courses ✓	Atlassian training courses only ✗
Payment due 20 days <u>after</u> license keys supplied	✓	Payment required before licenses supplied ✗
Helps achieve SME purchase targets	✓	✗
Included consultancy hours	✓	✗
Dedicated Account Manager	✓	✗
Secure Australian Hosting (PROTECTED and OFFICIAL)	✓	✗



Dedicated Account Manager
Supply and renew licenses, advise of upcoming changes (eg. pricing) and how to lock-in current prices.



Bonus consultancy hours
Consultancy bonus hours depend on the spend. A minimum of four hours is offered.



Other Know Business services
For a list of our standard services, see our services web page knowbusiness.com.au/service/



Contact us by phone on 1800 00 TEAM or by email hello@knowbusiness.com.au to discuss your requirements today!