

What made you choose interworks.cloud as your cloud partner?

Out of all the platforms we evaluated, Interworks SA was the most complete and its vision resembled ours the most in order to optimally approach cloud computing.

In what way did this cooperation help you boost your sales?

It has been a great help as we created our own space, mycloud on com.cy, where our partners can offer their cloud services, and thus serve their clients, and, by extension, our clients.

What are the success characteristics of the innovative cloud business model?

The most important thing is the concept of “everything as a service”, meaning not only Software as a Service, but everything as a service. For instance, we can offer Platform as a Service, Infrastructure as a Service. We are invested in the recurring income business model and I believe all software companies and, by extension, hardware companies will adopt it for sure.

What are your predictions for the future of the cloud business?

I believe that the Cypriot market is at last ready to embrace cloud computing. All concerns regarding data protection have started to disappear. It is now understood that cloud computing offers much greater data protection than any other private set-ups they run on-premise and I believe that 2018 will be the year of cloud computing for all of us.



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