

# Open Cloud Sovereignty

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December 2025

## 1 What Open Cloud Sovereignty Means

**Open Cloud Sovereignty** is a complete on-premises IT solution designed specifically for small and medium businesses seeking full independence from third-party cloud providers.

### Breaking Down the Name

- **Open:** Built entirely using open source software or software that you own outright. This ensures complete transparency, no licensing traps, and the freedom to modify, audit, or replace any component without vendor permission.
- **Cloud:** A powerful server that functions like a private cloud—accessible securely from anywhere via the web, or directly on-site through your local network. It provides cloud-like scalability and features using your own hardware.
- **Sovereignty:** Everything runs on hardware located on your own premises, which you own outright with no holds or dependencies on external providers. You maintain complete control over your data, operations, and uptime.

Open Cloud Sovereignty delivers an entire, integrated IT stack in a single on-site server, combining local compute, storage, communication and business software into one managed platform that eliminates cloud vendor risks.

At its core, the solution is an all-in-one on-premises environment that offers:

- **Everything in one box:** All core services are delivered from a single Linux server, sized to the client's requirements.
- **No dependency on third-party cloud providers:** Core business operations continue even if external networks or popular SaaS platforms fail.
- **Simple pricing:** One setup fee and a clear monthly fee for standard support; no per-user, per-message or per-API usage surprises.
- **Wide service coverage:** The system supports a large range of services, tailored to the needs of small businesses.

The standard Open Cloud Sovereignty installation can include:

- **Local AI engine:** Your own local company AI engine, running on-premise, so sensitive data does not have to be sent to OpenAI or any other external AI provider.
- **Voice and video communications:** Your own Asterisk-based voice and video solution, avoiding reliance on Zoom-type services and reducing the risk of third parties eavesdropping on sensitive calls.
- **Signature-based signage and display:** Local digital signage and signature capture solutions that operate entirely within your network.
- **Private Nextcloud server:** A private Nextcloud instance for file sharing, web-mail, calendar, contacts and file backups, hosted entirely on your own hardware.
- **VOIP server under your control:** A dedicated VoIP server that you control, including dial plans, call recording (where legally permitted), and integration with desk phones and softphones.
- **Quasar accounts and ERP:** Standard Quasar accounts and ERP, accessible from every machine on the premises or remotely over secure channels.

The entire stack is powered by Linux as standard, chosen for its security, reliability and maturity in server environments. All software set up on the system is either open source or developed in-house, giving you transparency into what runs on your infrastructure and removing hidden proprietary dependencies.

## 2 Benefits

Adopting Open Cloud Sovereignty provides a range of strategic and operational benefits, especially around avoiding lock-in, stabilising costs and strengthening security and compliance.

### Independence and Avoiding Lock-In

- **Not dependent on third-party supplier lock-in:** Because the core platform is built using open technologies and standard protocols, you are not tied to a single cloud vendor or proprietary SaaS platform.
- **No risk of price increases:** Cloud prices and SaaS subscriptions can change at any time; with your own hardware and software, you insulate your core operations from sudden price hikes.
- **You own the hardware, software and service:** The server hardware is installed on your premises and owned by you; the software stack is open or first-party, giving you full ownership and control of the environment.

- **All open technology as such not dependent on one supplier:** As all key components are based on open technology, you are not dependent on one supplier for support; in future you can move to another provider or manage in-house if desired.

## Security, Compliance and Continuity

- **Helping to meet UK GDPR and PCI-DSS rules:** Keeping data on-site and under your control helps with meeting UK GDPR requirements and supporting PCI-DSS rules for payment and account data handling, when combined with appropriate procedures and configuration.
- **Business Continuity:** Offline operation during outages; easy backups to USB/NAS.

## Cost and Scalability

- **Cost Savings:** One-time setup ( £2k-5k per site) vs. recurring cloud fees; scales with in-house PCs.

## 3 Pricing

### One-time cost

Estimated between £2000-4000 to cover setup and hardware costs depending on clients requirements.

### Monthly charge

Plus a monthly charge for standard maintenance, however as open technology is used the client can easily move their support to another provider and not dependent on Watson Core Limited.