

Partner Benefits:

- **Expand your recurring revenue stream.**
 - Deliver cloud benefits to your clients
 - Use CloudMigrate as an entry point for delivering additional value add cloud services
- **Get more with less:**
 - Leverage our investment in high-end cloud technology to grow your recurring revenue stream without upfront capital costs
- **Improved client responsiveness:**
 - Self-service, drag-and-drop services delivery
- **Peace of mind support:**
 - Full service account team with 24x7x365 technical support
- **Simplicity:**
 - No long term contracts or volume commitments
- **No conflicts:**
 - We sell only to partners; we'll never compete with you.
- **Rapid time to revenue:**
 - White label Marketing & Sales support
- **No cloud heavy lifting: This is what we do.**

For additional information please see the last page.

CloudMigrate for Xterity Cloud



Bring your clients into the secure, reliable Xterity cloud with simple, agentless migration of their on-premise or in-cloud servers!

Worry-free migration of your client servers into the cloud:

Optimal solution for your clients that:

- Aren't happy with their current cloud services provider
- Want to move to the cloud but don't know where to begin
- Want to move servers to the cloud with minimal interruption to operations
- Aren't sure if they want to move to the cloud, but are willing to try it

Xterity CloudMigrate Cloud Service provides easy migration of your clients existing cloud based or on-premise physical and virtual servers into the Xterity cloud. And the best part of the service is that your clients continue to use their source servers as the data migrates, making the transition to cloud as non-disruptive as possible.

As-Is migration; simple and rapid onboarding through automation:

- CloudMigrate is an advanced agentless "as-is" migration solution that automates the collection, re-packaging, conversion and deployment of server images and their associated metadata/configuration into cloud and virtual environments.
- As-is migration automates workload migration without any pre-processing on the source servers or post-processing on the target servers.
- CloudMigrate supports migration between heterogeneous environments, including migration from one hypervisor platform to another, and even across clouds.

Migration flexibility and simplicity:

- No hardware or software to procure, manage, or maintain.
- Operating Systems supported:
 - Microsoft Windows Server 2003 / 2008 / 2012
 - All major Linux distributions
- Source servers:
 - Virtual and physical (P2V and V2V)
 - On-premise or hosted in another location
 - Public clouds: Amazon AWS, Microsoft Azure, VMware vCloud Air
- Migration destination choices:
 - **USA:** Ashburn, VA., Boston, MA., San Jose, CA.
 - **Ireland:** Dublin
 - **Japan:** Tokyo
 - **United Kingdom:** London (coming soon)

Enterprise Class Infrastructure – Hosted In World Class Datacenters:

- Combining hardware from tier-1 vendors with our time tested enterprise class cloud platform enables us to deliver an industry leading 99.99% availability service level agreement (SLA)
- Cloud services are deployed in world class, highly available, state-of-the-art facilities from industry leading datacenter hosting partners such as Equinix whose datacenters are designed, built and operated to meet the highest performance and security standards worldwide
- The latest networking technologies are leveraged to deliver highly secure, high-performance networks with a flexible range of bandwidth and connectivity options.
- Global cloud locations ensure data residency and latency requirements are satisfied

Reliable Support You Can Count On:

- 24x7x365 L2/L3 technical support included at no additional cost
- When you call us - our engineers answer the call; no answering machines, no answering service, no call forwarding
- A recent customer survey (289 respondents) revealed that our customers are very satisfied with the support they receive from our partner care engineers:
 - Trouble ticket responsiveness: 97.6% responded average, good or excellent
 - Engineer knowledge: 99% responded average, good or excellent
 - Resolution quality: 97.2% responded average, good or excellent
- Straightforward partner support portal for self-service cloud provisioning, monitoring, documentation, videos and trouble ticketing

Integrated Business Features Save Time:

- Integrated business “back-end” features support multi-tier implementations that require independent cost, pricing, and margin analysis. This robust capability is included free of charge and helps you streamline financial analysis for multi-tier distribution models
- Real-time pricing, cost, and margin analysis display instantly as configurations are built or changed
- Multi-currency support simplifies your client invoice customization
- Back-end business features (pricing, quote, and invoice generation) reduce your financial planning and implementation processes so you can focus on growing your business



Additional Xterity Cloud Services (for additional information please refer to the last page):

Wholesale Managed Dedicated Compute Cloud:

This cloud service provides single tenant isolation at the compute level within the cloud. This model helps avoid “noisy neighbor” issues for workloads that require optimal compute performance.

Managed Private Cloud:

For those scenarios that require single tenant, physical isolation at all levels of the cloud. This cloud service model provides a fully isolated, dedicated private cloud hosted in our highly secure and reliable datacenters.

Wholesale Managed Public Cloud:

This cloud service provides secure, logical isolation in a multi-tenant public cloud environment. Highly secure, logically isolated, shared infrastructure technologies are utilized.

Bare Metal Cloud Servers:

Support for the configuration and deployment of both virtual and physical (bare metal) servers. This unmatched flexibility provides a solution for those applications not well suited for running in virtual machines.

Disaster Recovery as a Service (DRaaS):

This service leverages constant data protection (CDP) technology to provide an extra layer of protection for on-premise servers, or servers running in one of our clouds. This service provides enhanced peace of mind by mitigating natural and human caused disasters.

Backup as a Service (BaaS):

This constant data protection service provides automatic replication of storage devices. The service provides “set it and forget it” capabilities with restore points defined by time of day, date, month, and yearly. Retention periods can be easily configured for each restore point.

Cloud Suite Software:

This software is at the core of all Xterity cloud services and is available for your clients that want to jump start on-premise cloud deployments or quickly standup a dev/test environment. The intuitive drag-and-drop interface makes even the most complex configurations simple to configure and deploy

What sets us apart:

	Us	Others
Experience / Stability	Providing enterprise class server virtualization solutions since 2000	Just learning the ropes
Pricing / Margins	Wholesale pricing - you control your pricing and margin strategy	Public pricing - your margins are impacted by the CSP's public pricing policies
Technical Support	24x7x365 L2/L3 support included - our engineers take your calls	9 to 5, outsourced after regular business hours, answering machines, answering services, extra costs for on shore vs. off shore...
Contracts	None	Long term commitments Sales volume commitments
Distractions	None - we provide reliable cloud services, that's all we do	Multiple business units including competitive ones (e.g. SaaS)
Go To Market Support	Full account team with marketing & sales white label support	You're on your own
Sales Model	Channel only - we'll never compete with you	Channel & Direct: Friend or Foe?
Configuration Support	Flexible - whatever you need	Rigid - what the CSP wants to sell

About Egenera

Egenera has been providing advanced server virtualization and converged infrastructure solutions since 2000. In early 2015 Egenera launched its cloud services business with the introduction of Xterity Cloud Services. This intuitive cloud services business management platform greatly simplifies cloud service provider workflow processes including design, deployment, management, pricing, margin analysis, and billing enabling partners to rapidly add lucrative cloud services to their services portfolio.

For additional information contact us by whatever means and at whatever location is best for you:

To learn more about Egenera's Xterity Cloud Services please contact us at:

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