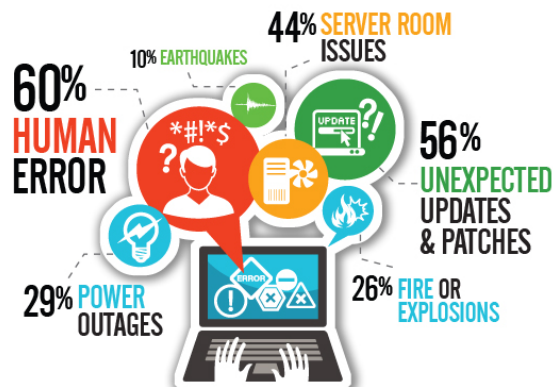**xterity**
cloud services

Partner Benefits:

- Strengthen your client relationships by eliminating their "what if" anxiety

- Xterity DRaaS configures, maintains and monitors your client's on-premise or Xterity based cloud servers 24x7x365 enabling you to "set it and forget it"

- DRaaS helps ensure that your business won't suffer revenue loss due to a client misfortune

- Align yourself as a trusted advisor and deepen your client engagement with DRaaS as an integral part of an encompassing business continuity strategy

- Add DRaaS services to grow your recurring revenue stream without additional capital investment

- Simplified DR setup and configuration helps you maintain control with self service simplicity, full service account managment and proactive 24x7x365 technical support to ensure your client's will be there "after the storm"

For more information:

- Email: sales@xteritycloud.com

- Direct: +1.508.207.9437

- http://www.egenera.com/xterity-cloud-services/

Disaster Recovery As A Service (DRaaS)

Graphic Source: http://drbenchmark.org/

Why sell Disaster Recovery As A Service (DRaaS)?

- Your clients rely on information technology (IT) to sustain and grow their businesses.
- To be successful in the "always on" highly competitive business world, server high availability is a mandate, and server outages are a recipe for certain disaster.
- In today's highly volatile world, human initiated and natural disasters are occuring more frequently than ever before. Disasters are as unpredictable as they are frequent.
- Your clients are no longer wondering if they'll experience a disaster, they're now wondering if their business (and reputation) will recover from a disaster.
- Recent estimates[1] show global catastrophies causing $85 Billion USD in economic losses in 2015. DRaaS can help ensure that your clients aren't part of this alarming statistic.
- The State of Global Disaster Recovery 2014 Annual Report[2] revealed some disturbing survey results:
  - More than 60% of the respondents said they don't have a fully documented DR plan.
  - Most companies in the survey had experienced downtime of critical applications — ranging from hours to weeks.
  - One in four had lost entire datacenters for hours, to days.
  - 70% of the firms surveyed had experience losses due to outages over the previous year — ranging from just a few thousand to millions of dollars lost.

Proactivley Provide Your Clients Business Continuity Peace Of Mind

- By offering your clients Xterity DRaaS you are providing them the peace of mind that their business can and will recover when a disaster occurs.
- Disaster preparation requires pro-active actions. Now is the time to reach out to your clients and make sure they're prepared to recover from a disaster.

Location Flexibility

Hybrid (Off-Cloud)

- Data is backed up from your client's on-premise infrastructure and applications via VPN or dedicated connection, and recoverable from Xterity cloud services

On-Cloud

- Your client's applications are running in an Xterity cloud and are protected in another Xterity cloud

[1]http://www.swissre.com/media/news_releases/Preliminary_sigma_estimates_for_2015.html

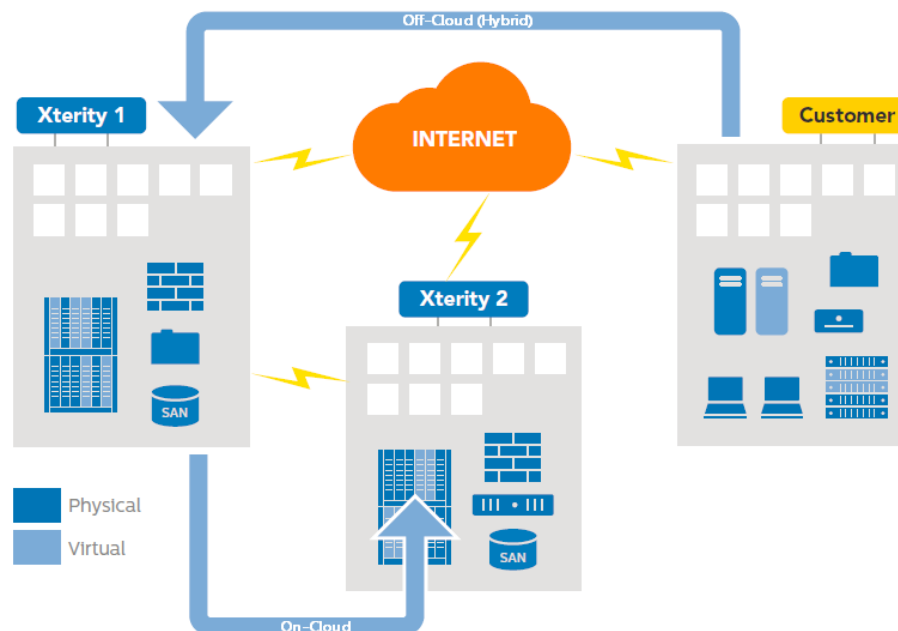[2]Source: http://drbenchmark.org/wp-content/uploads/2014/02/ANNUAL_REPORT-DRPBenchmark_Survey_Results_2014_report.pdf

Why Egenera's Xterity Managed DRaaS?

- **Simplicity**:
  - DR configuration and support has to be simple to be successful. With our inuititve drag-and-drop capabilities you can specify which of your client's servers require protection and soon thereafter, your client's servers are protected from impending disasters.

- **Flexibility:**
  - Your clients get to choose where the primary (source) site is located.

  - DR peace of mind is provided for your customer's choice of (virtual and physical) servers whether located on your client's premise or in an Exterity data center.

- **Reliability & Efficiency:**
  - Xterity's recovery sites are geographically dispersed to help ensure availability even if a disaster is widespread. Combining Tier 3 data-center reliabiity features with redundant and highly available hardware ensures we meet our 99.99% SLA promise.

  - Constant Data Protection technology provides near synchronous updating of recovery point datasets to ensure RPO targets as frequent as 15 minutes can be met

Everything Your Client's Need:

- Xterity provides DRaaS services and orchestrates recovery within highly available environments deployed across multiple, geographically dispersed data centers.

- Xterity data centers are independent clouds in separate locations with numerous hardware, power and connectivity redundancy technologies deployed.

- Xterity DRaaS automatically manages recovery point retention, helping you optimize your clients DR service and minimizing costs.

- Location of the recovery data is selectable from the list of Xterity datacenters worldwide.

- Recovery points capture all data contained in the block volume/disk/LUN for the server(s) selected for protection.

- Xterity DRaaS Verification Test (DRVT) provides a method for customers to verify the effectiveness of their disaster recovery plan without affecting production operations at the primary site.

- For your clients that want to protect their on-premise servers this is a good opportunity for you to introduce them to the high availability benefits of cloud services.

What we do – Cloud Services you can offer your clients today!

Wholesale Managed Public: Provides the secure, and highly available Infrastructure as a Service (IaaS) environment your customers need for all their applications – including mission-critical applications, complex, multi-tier applications, test/dev environments, and less-demanding applications. The service leverages secure, shared infrastructure technology.

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 on your client's infrastructure.

Bare Metal Servers: Xterity enables the configuration and deployment of both virtual and physical (bare metal) servers. This unmatched flexibility enables you to satisfy your clients needs for all their applications, including those not well suited for running in virtual machines.

Wholesale Managed Dedicated Compute: Secure, dedicated cloud compute infrastructure for individual clients. This service provides the security and performance advantages of in-house environments without the high capital costs and labor-intensive administrative efforts.

With drag-and-drop simplicty you can rapidly provide your clients a dedicated compute platform that is ideal for custom services. This cloud service provides greater control and management over the software stack. This is the preferred model for those clients with applications that are not well suited for multi-tenant, shared compute environments.

Managed Private: For your clients that require physical isolation at all levels of the cloud this IaaS model provides a fully isolated, secure, dedicated private cloud hosted in an Xterity datacenter.

Disaster Recovery As A Service (DRaaS): This service leverages constant data protection (CDP) technology to provide your clients that extra layer of protection for their on-premise servers, or those running in Xterity cloud service datacenters. This service enables you to provide your clients enhanced peace of mind and the ability for their business to mitigate natural and man-made 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.

What sets us apart

Cloud Services – Built For Tiered Distribution – The Xterity Cloud Services platform simplifies your financial processes with real time pricing, quoting, billing, invoicing, and margin analysis.

We Simplify The Complex – Xterity is big enough to support your client's complex cloud services requirements. But, we're also small enough to support your client's simple cloud services requirements.

About Egenera

Time Proven Experience – Since 2000, we've been delivering highly reliable, business critical virtualization cloud server services. Its what we do.

We Succeed Only If You Succeed – We only sell through partners. We never compete with you. Above all, our engineers are here 24x7x365 to provide the technical support you need to be successful. Our white label marketing support helps you onboard in rapid fashion so you can begin selling cloud services to your clients today!

Simplified High Availability – Configured by simply selecting the HA option as client environments are built using the drag-and-drop interface.

Integrated HA failover and resilience is provided at both the virtualization (HA cluster) and hardware layers. There's no need for complex and expensive clustering software or additional server, hypervisor or application licenses for failover servers.

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 you to rapidly add lucrative cloud services to your portfolio.

For additional information contact us by whatever means is best for you:
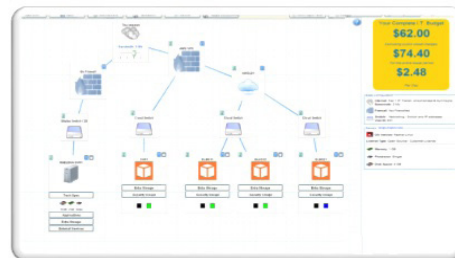Direct phone 1.508.207.9437, Email: sales@xteritycloud.com, Web: http://www.egenera.com/why-xterity/