

Partner Benefits:

- **Client satisfaction:**
 - Fulfill your clients' demanding workload requirements
- **Get more with less:**
 - Leverage our investment in high-end cloud technology to grow your recurring revenue stream without upfront capital costs
- **Trusted partner:**
 - Full service account team with 24x7x365 technical support
- **Simplicity:**
 - No long term contracts
 - No volume commitments
- **No conflicts:**
 - We sell only to partners, we'll never compete with you
- **Streamlined workflow saves time:**
 - Fully integrated back-end business functions
- **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.

Bare Metal Servers



Raw, predictable performance for client workloads not well suited for running in virtualized environments

When virtualization is not the best answer:

Xterity Bare Metal servers are the answer to your client's workloads that might not be well suited for running in virtualized environments. Our bare metal servers are the optimal solution for workloads that cannot be exposed to compute intensive "noisy neighbor" scenarios.

Bare Metal servers provide single tenant isolation for your clients. And with our 99.99% availability commitment you and your clients have peace of mind that their servers will be there when needed.

For your clients' demanding workloads you can create customized configurations with extremely high processor and memory performance capabilities. Many of our partners have deployed high performance bare metal servers for their client's multi-tier workloads where the bare metal server communicates over the cloud's secure, high performance network infrastructure with smaller servers running in virtual machines.

Features:

- Fully customizable bare metal cloud servers eliminate the "virtualization" processing overhead to deliver raw, predictable performance
- Ideal for processor, memory, and storage intensive workloads not well suited for virtualized, multi-tenant environments
- Compute, memory, storage, and networking interfaces are dedicated to a single tenant
- Customizable configurations up to 36 cores and 1TB memory for demanding workloads
- High speed, dual network interfaces for increased workload throughput and reliability
- Remote console access makes it easy to deploy a broad range of x86 compatible operating systems, applications and even hypervisors (if desired)
- Tiered storage resources address storage performance concerns
- Diskless servers simplify automatic failover support (included)
- Bare metal servers are easily networked with virtual cloud servers for multi-tier solutions
- On Demand resources charged on a monthly basis
- Partial month usage charges based on hours of use during the month
- Optional Backup and Disaster Recovery services for added peace of mind

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
- Our engineers answer your calls, 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

PARTNERS:

 White label	 Set currency and margins	 Log trouble tickets	 Monitor and support	
 Design custom multi-cloud solutions	 Provide quotes	 Invoice customers	 Set expiry dates	 Gain approvals

Additional Xterity Cloud Services (for additional information 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 services 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.

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.

CloudMigrate: This cloud service makes it simple to migrate external on-premise or in-cloud servers into our highly reliable cloud.

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.

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 possible 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.

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