



INTRODUCTION TO INFRASTRUCTURE AS A SERVICE

Exclusive Networks

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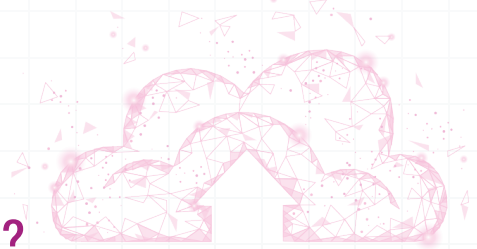
INTRODUCTION | Infrastructure as a Service

Infrastructure as a Service

Infrastructure as a Service (IaaS) is a managed virtual cloud hosting platform powered by Nutanix Hyper-Converged Infrastructure from Exclusive Networks. This service provides the usual benefits and performances provided by AHV (Acropolis Hypervisor).

How does it work?

The managed platform scales according to the virtual demands or workloads. As the quantity of virtual machine instances increases, the IaaS platform scales to provide the relevant hardware and resources needed to support that workload. All managed within a simple and intuitive administrative portal, allowing customers access to their various workloads with great simplicity. This single pane of glass also provides instant access to other offerings within the Exclusive Advanced Services product portfolio.



Use Cases | What problems does IaaS help solve?

Cloud Skills Gap

An end user may not have cloud or virtualisation experience, yet the organisation is keen to progress to cloud for business continuity or for a variety of reasons. IaaS can provide managed cloud hosting with public and private cloud capabilities with a simple to use interface.

Business Continuity

Ensuring business operations continue under various circumstances can be exceptionally difficult, sometimes requiring duplicate equipment and an additional physical location. IaaS can provide a means of extending existing infrastructure or provisioning new resource to support business needs. This could even extend to a simple remote desktop / access solution.

Scalability

Enable businesses to have the ability to scale without compromising their budgets.

Cash Flow

Predictable ongoing costs help match business growth to IT spend. Having a fixed monthly bill instead of an upfront Capex purchase or a fluctuating cloud bill which may change from month to month, day to day.

Real Estate

Space for a data center, with rack, cooling and other resources to power and keep the lights on is no longer needed. It is also often extremely expensive to rent out square footage space with the right quality checks.

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We already sell Nutanix, how is this different?

To the end user of a virtual machine, there is no difference allowing the same applications to run as you would on any server within your own premises.

As a Partner, we provide a branded administration portal which is a user-friendly single pane of glass, presenting all service offerings and bolt-ons in one easy to locate place. This is valuable to any end user who is new to cloud or virtualisation whilst still gaining the functionality of Nutanix. It also presents an easy way for your customers to consume your growing service portfolio

For a business, this is a cost effective means to virtualise SME infrastructure.

Why become an IaaS Partner?

What are the benefits to you as an Exclusive Networks partner?

- High margins available
- Open your customer base into new verticals
- Cost advantage against other HCI providers
- Provides run rate business month on month
- Secure multi-year contracts with your customers
- Add value and credibility with a white labelled portal
- Technical, commercial and marketing support available to you

What are the benefits to your customers?

- Lower total cost of ownership (TCO)
- Higher return of investment (ROI)
- Simple user experience Scalability
- Agility
- Centralised management
- Monthly fixed price over a multi-year variable contract
- Speed to market

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PRICING MODEL | Infrastructure as a Service

Simple Pricing

- ✓ Multi-Year contract terms
- ✓ T-Shirt size options across all offerings
- ✓ Paid monthly
- ✓ Bolt-ons available on demand

T Shirt Sizing

| | | | | | |
|---|---|---|---|---|---|
|  |  |  |  |  |  |
| 1 CPU 2GB RAM 64GB Storage | 2 CPU 4GB RAM 128GB Storage | 2 CPU 8GB RAM 128GB Storage | 4 CPU 16GB RAM 256GB Storage | 4 CPU 32GB RAM 512GB Storage | 8 CPU 64GB RAM 512GB Storage |
| Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup | Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup | Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup | Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup | Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup | Includes: 100Mb Bandwidth No Data Charges 7 Day On-Site Snapshot Backup |

Scoping, Quoting, Deployment

As with traditional Nutanix, it is imperative to understand the workloads that need to be brought into play.

For an existing virtualised customer, this requires capturing data from their existing platform to scope and size what is required.

For a customer new to cloud or virtualisation, not “migrating” or bringing their data in-house, requirements need to be understood, however it’s likely there may be less technical work needed at implementation.

With the solution scoped and sized, the relevant commercials can be completed including quoting.

At this point, an element of professional services is required to connect the customers existing infrastructure to the cloud. Additional services may be needed to bring any data that they may have into the cloud – this is investigated during the scoping exercise.

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