ELEVATOR PITCH

We help our customers with their Hybrid Cloud & GTM strategy by offering a cloud platform built on the 5 year Industry Leading HCI Technology, Nutanix. 100% Software-defined stack offering Compute, Network & Storage to power any application and all managed through a bespoke administration portal at a fixed cost & sold only through the channel.

This cloud platform offers:

- Cost Savings
- Scalability
- Reliability
- And Simplicity

VALUE PROPOSITION

- Managed cloud platform 24/7 – powered by Nutanix HCI
- Simple Pre-Defined T-shirt sizing
- Predictable costs (No hidden Fees) 30% cheaper than AWS & Azure
- Pay as you grow methodology
- Best in class Security firewalls
- Bridge the skills gap
- Tier 3 Data Centre standards with COLO availability
- Service Desk 24/7

COMPELLING EVENTS

JANUARY 2020:

Windows 2008 / SQL 2008 End of Life

These servers are no longer supported causing businesses to look at their next steps for Enterprise IT on-premise.

We have a secure cloud platform they can move to as part of their IT refresh program and make life easy during the transition.

KEY BENEFITS

Highly Resilient Platform

Our Cloud platform is built across multiple UK Datacentres with resilient power and network connectivity; No more downtime

Built-In Security

Defence in depth security from the physical datacentres, the cloud platforms right through to the applications

Easy to Deploy and Manage

Our pre-defined blueprints mean that you get best-in-class server deployments in minutes without having to be Cloud Experts

Fixed Costs

Predictable ongoing costs hep you match business growth to IT spend

QUALIFYING QUESTIONS:

- What is your current infrastructure architecture?
- Have you experienced any issues recently?
- Do you have a cloud/multi-cloud strategy?
- Which Public Cloud(s) do you currently use / which would be your preference when you move to Public Cloud?
- What you be the top 3 reasons your business would use cloud for? *Ie. Simplicity, Scalability, TCO, GTM speed etc.*
- Can you tell me, what the business see as negatives to moving to cloud?

LISTEN OUT FOR CUSTOMER WHO:

- Are growing rapidly due to success, mergers or acquisitions
- Have Windows Servers or SQL Servers on-premise and are looking to do a hardware refresh
- Are running any of the end-of-life Operating Systems e.g. Windows/SQL 2008
- Are in need of a Backup system, are using Tape Backups today
- Need a reliable Disaster Recovery solution for their Enterprise IT
- Have already moved to public Cloud e.g. Azure and are struggling to stay on top of costs
- They have a skills shortage in-house or are looking to outsource skills or reduce IT staff costs