



Your *Profitable* Answer to Public Cloud



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Accelerating Partnership Momentum



**GENERATE
RECURRING REVENUE**



DRIVE PROFITABILITY



**DELIVER IMMEDIATE
CUSTOMER ROI**



You Need a New Alternative

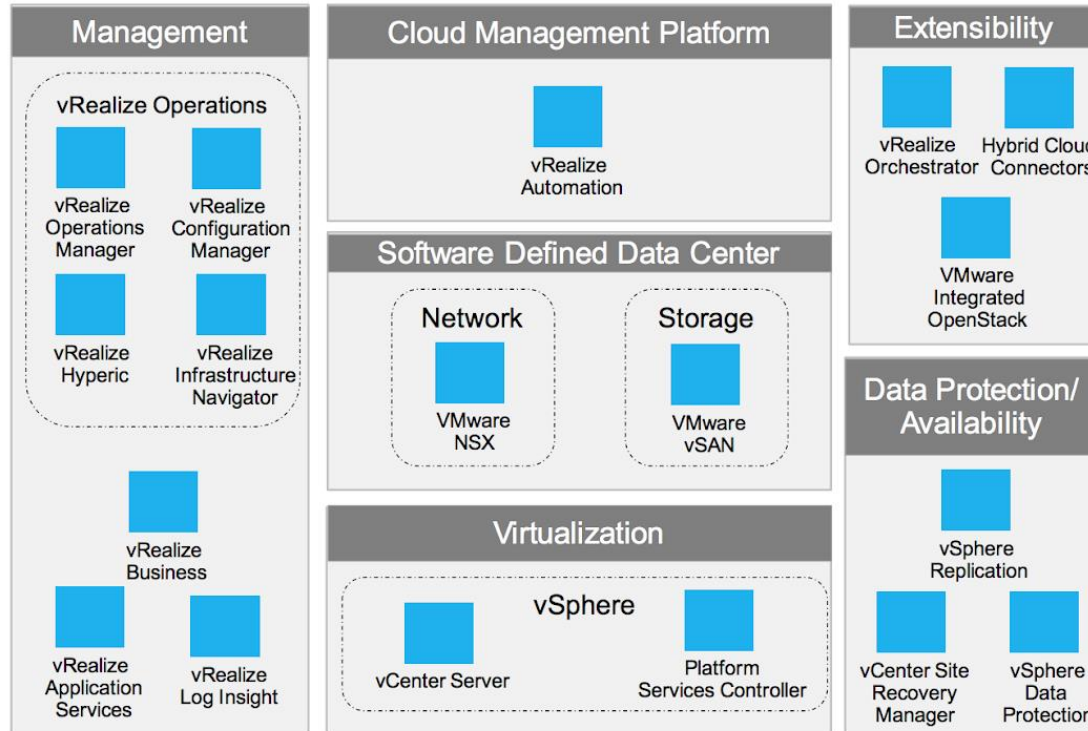


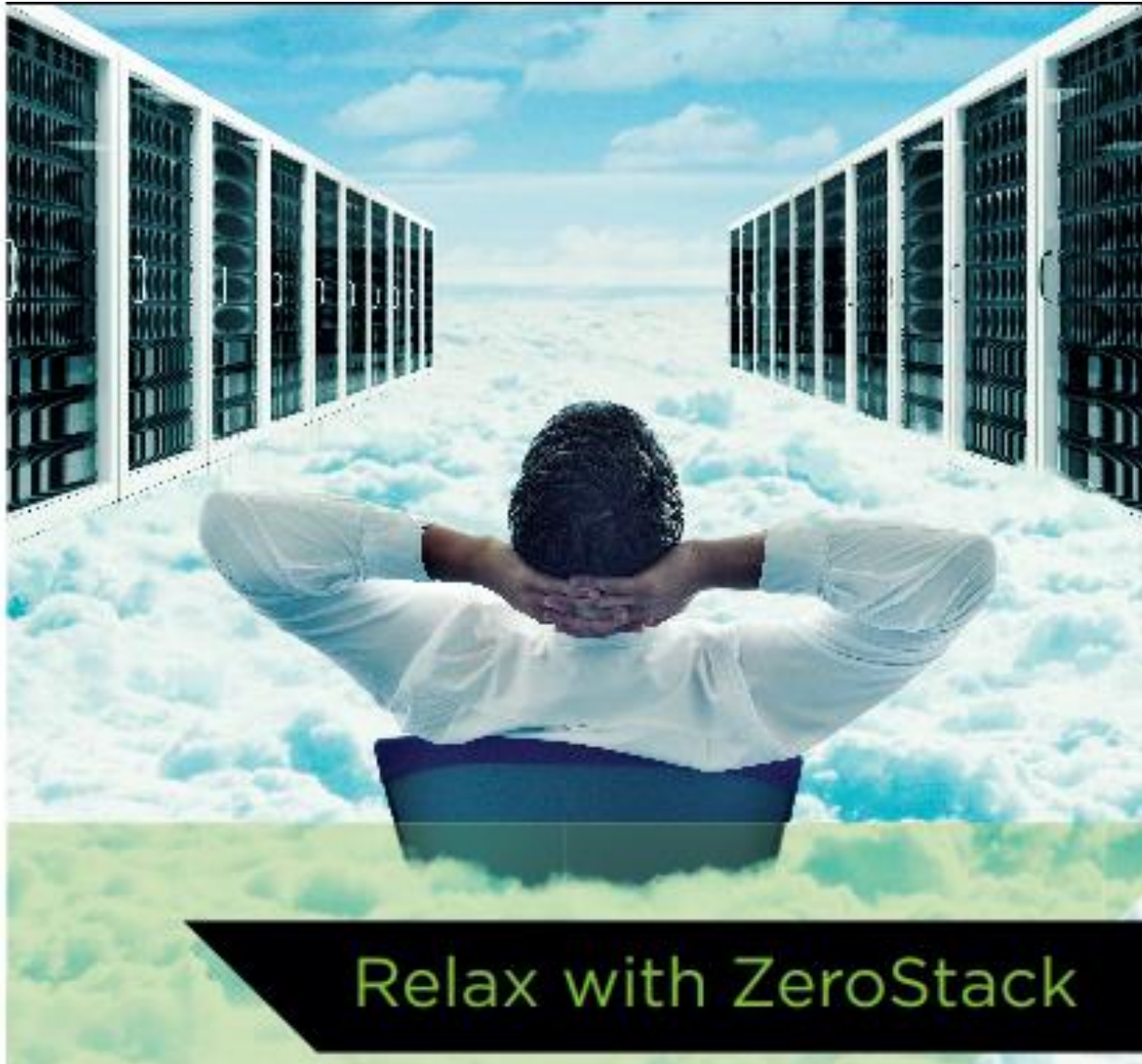
Figure 3: SDDC components

VMware: Inherently complex, manual, slow

Trapped On An Operations Treadmill?



ZeroStack Automates What You Hate!



ZeroStack Integrates What you Need

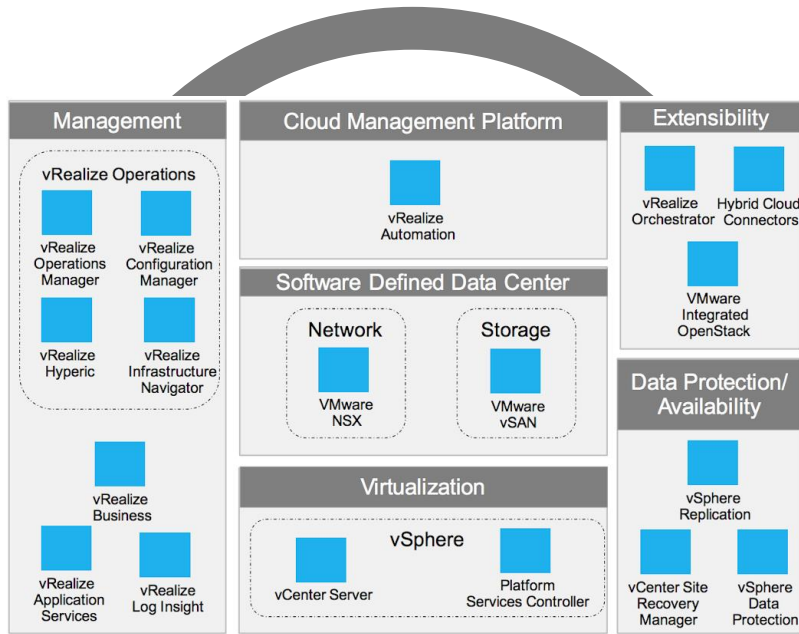


Figure 3: SDDC components



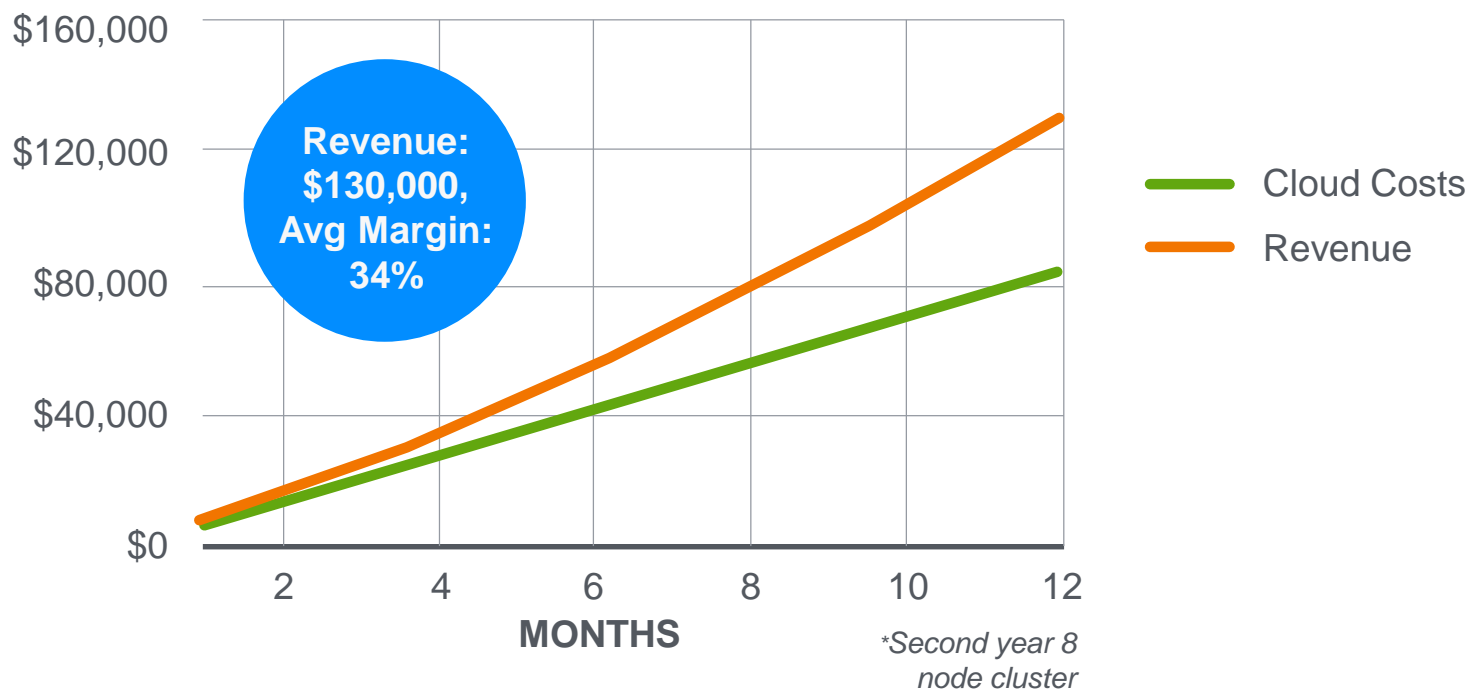
VMware: *Inherently complex, manual, slow*

ZeroStack: *Automated, integrated, IT controlled*

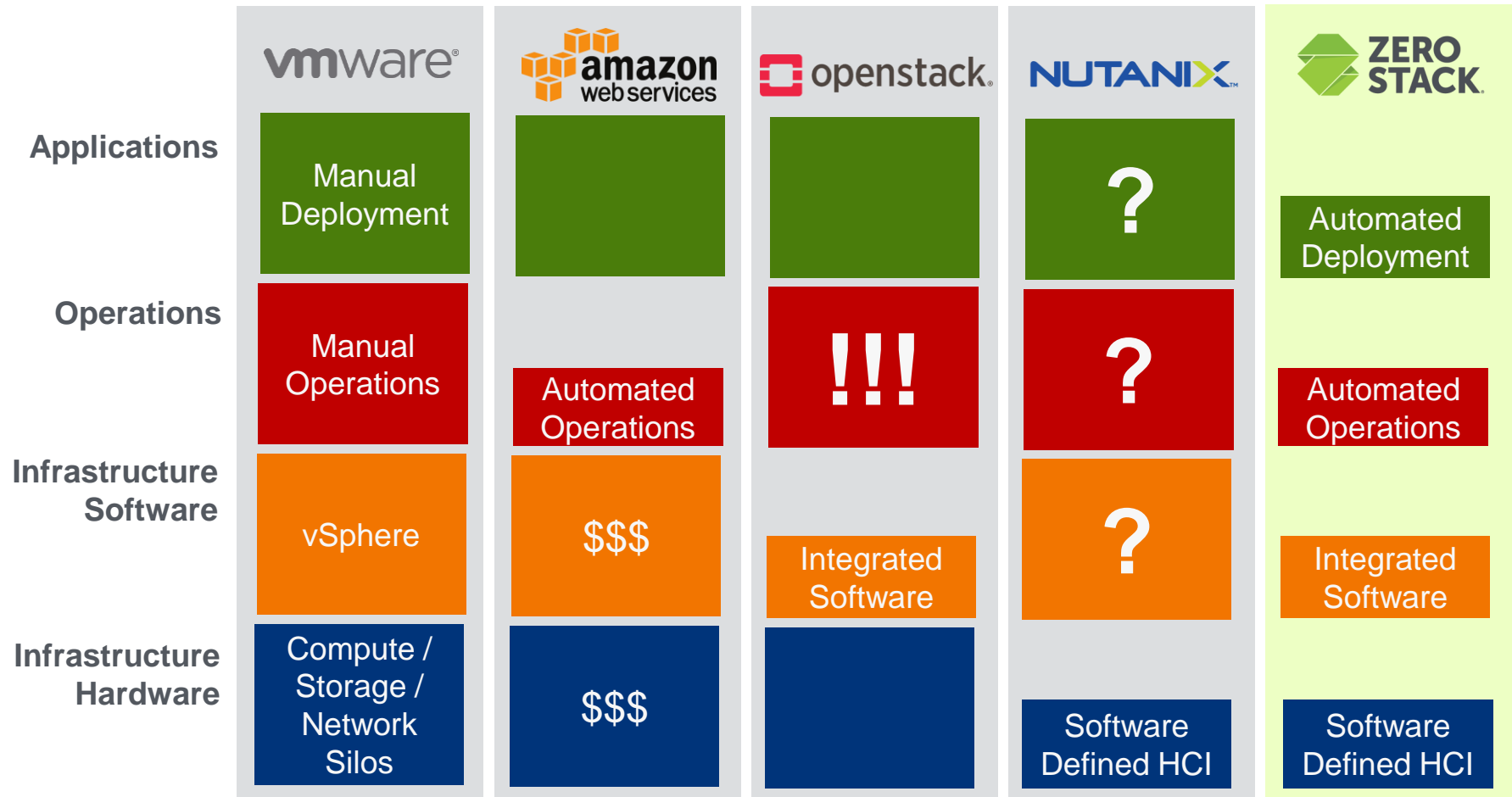
...Build a Recurring Revenue Stream While Increasing Profits



The ZeroStack Cloud Service Provider Profitability Model



Cloud Platform Competitive Landscape



“Channel First” Go to Market



Resellers & Distributors
Trusted technology advisors

Managed Services Providers
Trusted alternative to public cloud

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- Pan European infrastructure distributor
- Dedicated ZeroStack sales team
- ZeroStack extends cloud portfolio



- U.S. Reseller
- Mature cloud services practice
- Offers alternatives to public cloud



- Benelux MSP for mid-sized organizations
- Multi-tenant cloud infrastructure
- Offers alternatives to public cloud



- Singapore MSP for large enterprises government agencies
- Dedicated private cloud infrastructures

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Thank You – > Stand R23