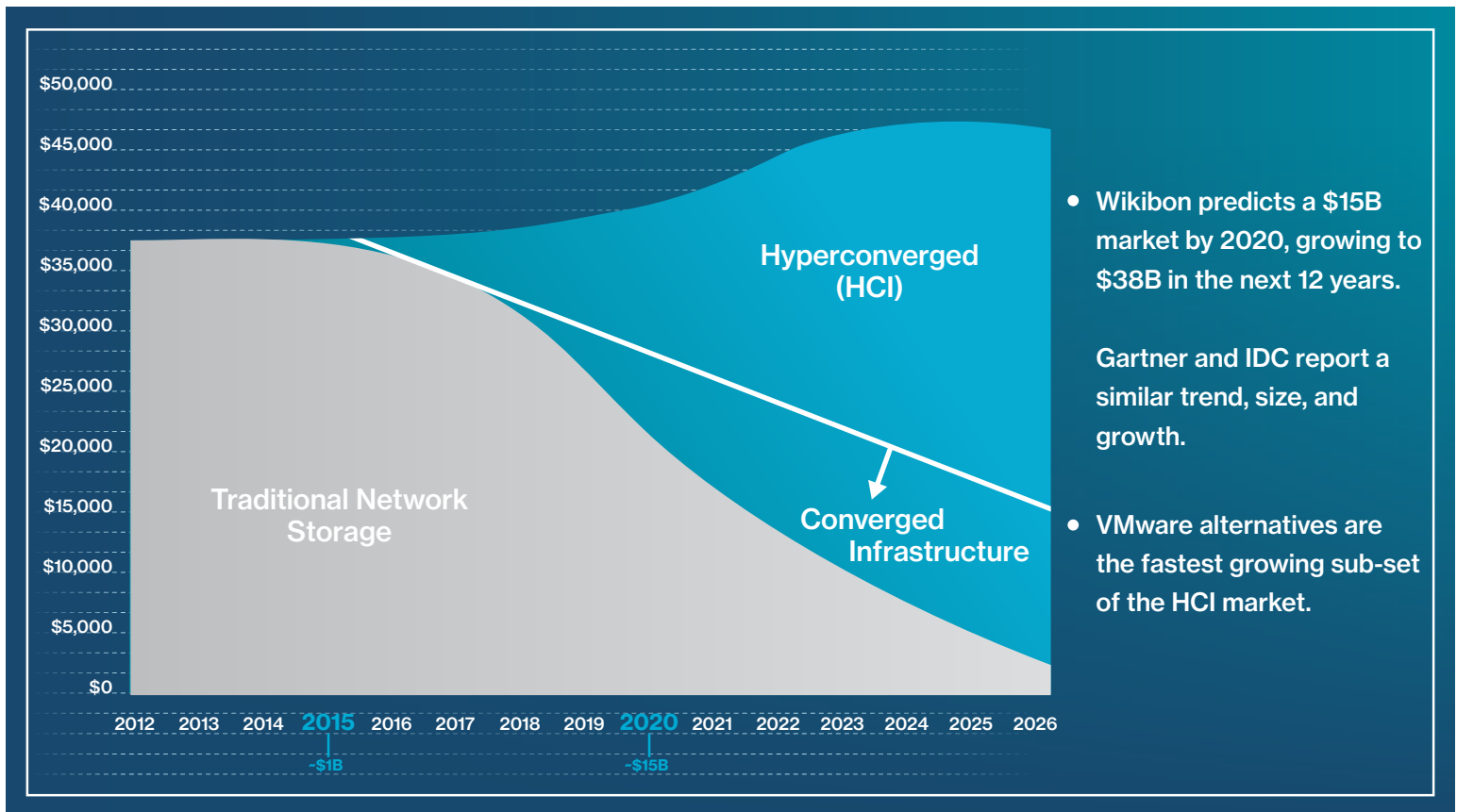


What You Need to Know About the Company Changing the IT Infrastructure Landscape

## Innovation In Virtualization Infrastructure

The IT industry is quickly moving away from traditional infrastructure models and adopting new virtualization technologies like cloud computing, hyperconverged infrastructure, and edge computing. Cloud computing is a big part of the future of IT but it is not the end game that some predicted. Instead there is still a big need for on-prem infrastructure that is nearly as simple, scalable, and highly available as the cloud.

Innovation in the form of hyperconverged infrastructure is able to replace both traditional datacenter infrastructure and also fulfill the needs of edge computing for sites that have needs beyond the reach of the centralized datacenter and even the cloud. The markets are responding to these innovations with projected growth that will virtually replace the traditional server SAN architecture.



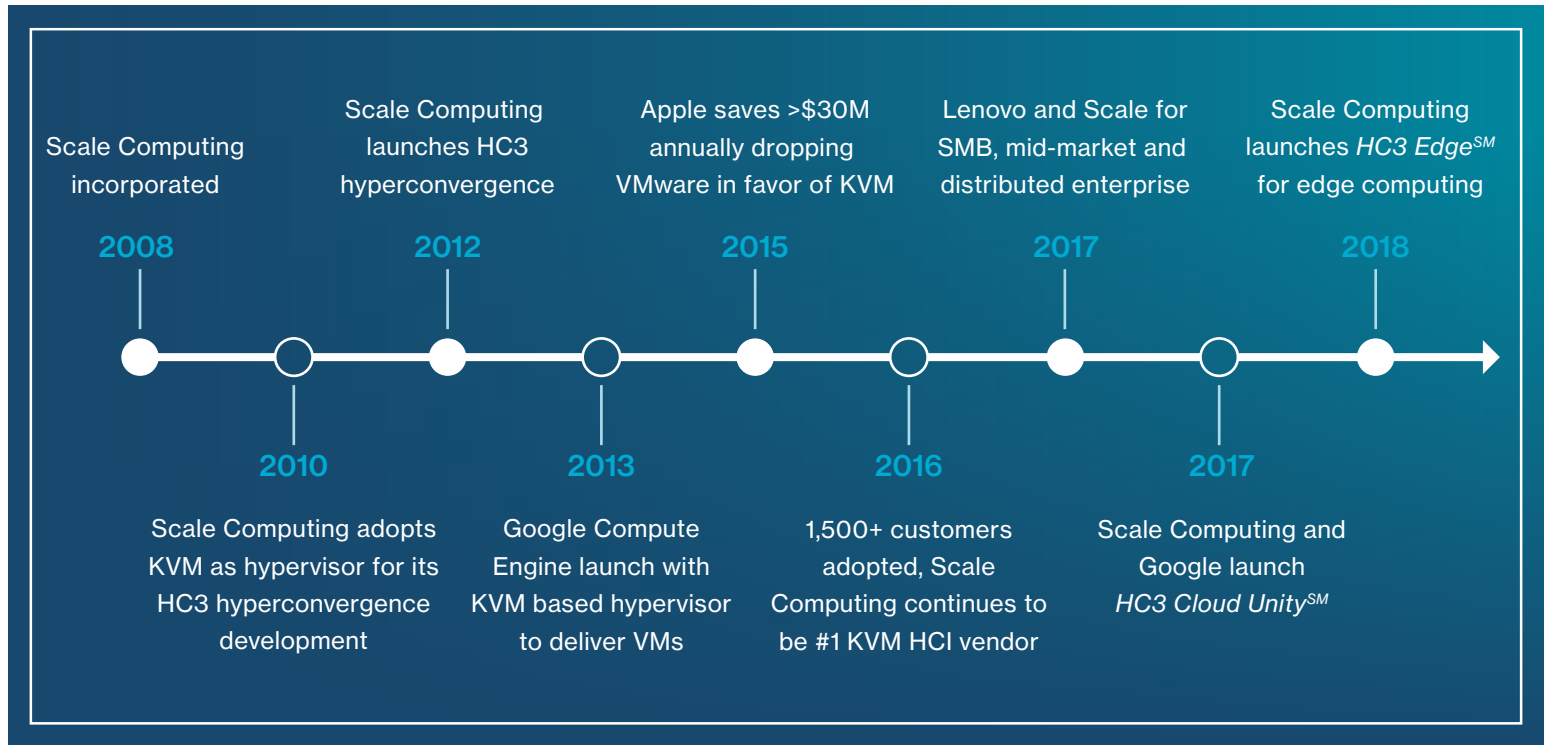
(\$ in Millions) Source: Wikibon Server SAN Research 2016

## Who Is Scale Computing?

Scale Computing is one of the earliest innovators in hyperconverged infrastructure and edge computing. The goal of Scale Computing is simple: Change the way the industry thinks about IT infrastructure. Having been founded in 2007 and launching HC3 hyperconverged infrastructure in 2012, Scale Computing and HC3 quickly grew as a popular choice for small and midmarket organizations as well as distributed enterprises. Focusing on simplicity, scalability, and high availability, Scale Computing won't rest until the complexities of traditional infrastructure are eliminated from the datacenter to the branch office, retail locations, and any other remote sites.



## History



## Partner Opportunities

### Value Added Reseller

- Differentiate yourself with disruptive technology solutions
- Achieve high margins with deal registration protection
- Remote management and monitoring
- Managed service offerings with low administrative costs
- High-profit professional services
- High-growth market
- Lead sharing
- Opportunities to grow together

### Managed Service Provider

- Monthly recurring revenue
- High-profit solution
- Low administrative costs (allows focus on revenue generation)
- Remote management and monitoring
- Disaster recovery capabilities
- Quickly recover from ransomware
- Offerings include:
  - IaaS
  - DRaaS
  - Hosted, on-prem, or cloud

## What Are Partners Saying?

### James Aldridge - Matrix Integration:

*"We started following Scale Computing in 2012 when they launched HC3. Over the years, we have watched it mature into a highly capable appliance that fits our SMB customers perfectly. With over 100 plus systems deployed so far, we have been impressed with its ease of use, performance, and stability. Combine that with an attractive price point, we have more room left to sell services."*

### Tim Morder - Link Computer Corporation:

*"At Link Computer Corporation, we are constantly seeking fresh solutions that set us apart, are fun to sell, and are profitable. With Scale Computing, we have found the perfect manufacturer partner that has a unique and interesting approach to a relatively new category of hyperconverged computing... I would very much recommend to other solution providers that you consider adding Scale Computing to your portfolio."*