



CloudFirst

CloudFirst for MSPs

Premier Cloud Service Provider
for IBM i and AIX

Why Partner with CloudFirst?

The **CloudFirst Partner Program** is a simple easy way to increase profits as your organization continues building sustainable recurring revenue.

- Strengthen your trusted advisor position by helping clients transition mission-critical legacy workloads to the cloud, including IBM Power (IBM i, AIX), Windows, and Linux
- Capitalize on new 'easy-to-win' revenue opportunities from IBM i (formerly AS400) systems that require modern services
- Capture market share within existing clients by adding new service offerings for IBM i and AIX workloads
- Access end-to-end marketing and sales support to initiate client discussion in two simple steps
- Access to partner portal for monitoring client feedback on pricing proposals that solve longstanding business problems
- Industry leading compensation that builds value and profitability
- Easy to start with quick training and ready-to-use marketing materials



WE ARE YOUR IBM POWER CLOUD SERVICES TEAM

with a reliable history of securing client workloads with comprehensive infrastructure and business continuity service offerings for IBM Power (IBM i and AIX)



PACKAGED SERVICES that can be personalized to enable fast proposal generation



MAINTAIN VISIBILITY AND ACCESS to Service Delivery Operations with integrated project management automation and client portal access



REDUCE CYBERSECURITY RISK to clients' legacy but mission critical systems with best-practice security services built into each offering

Premier Cloud Provider for

AIX IBM i Linux  **Windows**

The CloudFirst Partner Program

is designed to make referring
IBM Power cloud services
simple and easy.

PROGRAM FEATURES

Marketing Launch and Training tools such as animated videos, email campaigns, templates, and Portal Registration

Trustworthy Team: 25+ years with IBM, AIX, Linux, x86, and Cloud Environments

CLOUDFIRST CLOUD

Tier 3, Carrier Class Data Centers, multiple locations throughout U.S.

Enterprise Level Systems and Storage

Fully Redundant, Fully Managed

100% Uptime

96%+ Client Retention Rate



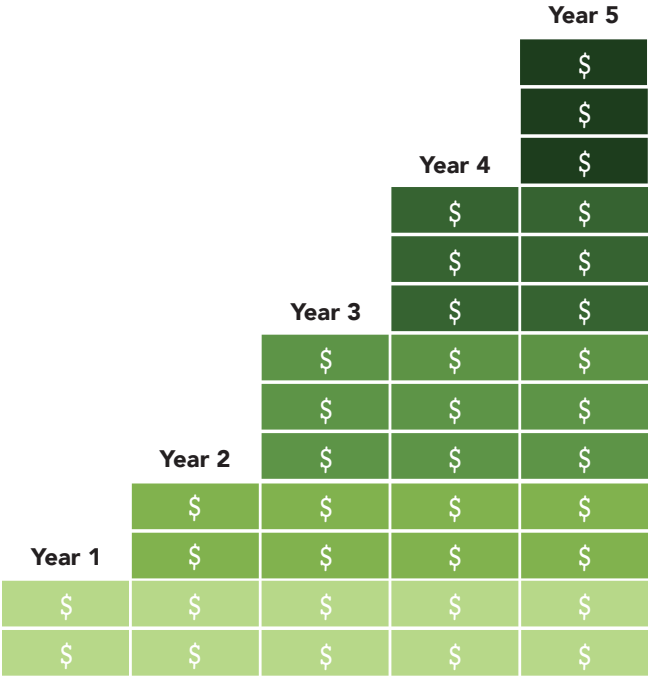
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How You're Going to Make Money

Recurring Revenue

- Monthly revenue grows over time within original contract
- Monthly revenue grows when contracts renew
- Multi-year contracts often renew for original term
- 96%+ renew or upgrade



DEALS STACK

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Referral Partner Program

REFERRAL PARTNER

What will it cost?	No cost
Which brand does the client see?	Partner / CloudFirst
Who supports the customer?	CloudFirst
Who bills the customer?	CloudFirst
How is the price set?	CloudFirst standard pricing in partner portal

CLOUD BACKUP COMPARISON

	POWER	x86
Infinitely Scalable	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Offsite Disaster Protection	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Self-Service File Restores	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Copies Accessible Locally	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Automated & Tapeless	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3-2-1 Copies as Best Practices	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Encrypted in Flight and at Rest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Customizable Data Retention	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Access Control	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Backup History & Status Availability	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Geographical Diversity	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Push Button Simplicity	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

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Your One-Stop Shop for cloud services

- Resources built on IBM Enterprise Systems and Storage
- IBM i, AIX, Linux, and Windows VMs supported
- Managed private Cloud
- Managed multi-tenant Cloud
- Managed and encrypted multi-site backup
- Managed off-site recovery environment



Production



High Availability



Test & Dev



SAN Replication



DRaaS

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ezVault

ezVault consists of cloud backup services which eliminate the cost and challenges of tape handling, tape management, and file retrieval and restore. All backups are encrypted and replicated to a second data center to ensure that data is always secure and available. Vault size automatically scales with data growth and retention needs are never a concern. With our high-speed enterprise storage, deduplication and compression, backup and restore times are reduced. ezVault is most typically combined with ezRecovery to provide DRaaS.

ezRecovery

ezRecovery consists of ezVault backup services combined with our managed standby compute, storage, and network infrastructure resources which allows for quick and easy restoration of your vaulted data.

ezAvailability

ezAvailability provides reliable, high availability and business continuity for mission critical applications with RPO under a minute and RTO typically under 15 minutes, with optional fully managed real-time replication services. ezAvailability services are backed by a clear and well-defined SLA guaranteeing performance, availability, and access.

ezHost

ezHost removes the burden of the typical hardware lifecycle management of on-premise systems by replacing the cost of support, maintenance, system administration, space, power, and cooling with a predictable monthly expenses.

ezSecurity

ezSecurity for IBM i is a powerful suite of security modules that provides one annual Security Risk Assessment Report analyzing dozens of IBM i security definitions, comparing actual values against recommended best practices and highlighting severities of discovered risks. Tiered packages offer clients options that make it easy to choose the right solution to meet their company's security and compliance needs.

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Frequently Asked Questions

Is there a real opportunity to sell IBM Power Hosted Services?

YES!! The IBM Power systems cloud migration effort is just beginning. The opportunities here are great; only 15% of businesses have made the move, while 85% of businesses report they'll need to make the move within the next five years.

How many data centers do you have?

We currently have 6 full-service data centers. All data centers are Tier 3 with fully redundant sub-systems (cooling, power & network links) with compartmentalized security zones controlled by biometric access methods.

Where are they located?

Geographically dispersed throughout the United States and Canada.

What about redundancy, availability, and reliability?

All systems and storage are IBM certified as 100% available, in our fully redundant data centers. We have redundant network, systems and storage within the data centers and a fail over at alternate data centers, providing fail over in accordance with the required recovery points and times.

How Much Can I Make?

Cloud contracts are generally 3-5 years and are paid monthly. Being able to lock in long-term profits that are 4-5x higher than those of public cloud providers. CloudFirst has a 96%+ retention rate of customers who either renew or upgrade their contracts.

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Frequently Asked Questions

Do you offer a dedicated account representative?

Yes, when you become a CloudFirst partner, you are assigned a dedicated rep.

Do you provide round-the-clock technical support?

Yes, we offer 3 shifts (24/7) of IBM certified engineers.

How can I reach the support department?

Call 877-525-4477, email: support@cloudfirst.host or login to our support portal at: support.cloudfirst.host

What is your average response and issue resolution time?

15 min / 2 hrs

Can you provide any customer references?

Yes, we can provide references for most major industries.

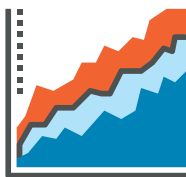
What kind of Service Level Agreement do you offer?

100% Availability Guarantee

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Three Reasons Why You Need to Get Onboard Today



BOOMING MARKET

in Cloud Services, resulting in a potential piece of a \$110 Billion market



LONG TERM STABILITY

Protect the future of your business



GROW YOUR BUSINESS

Expand into new markets

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To learn more about the partnership opportunities with CloudFirst, contact Chris Annese:

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