

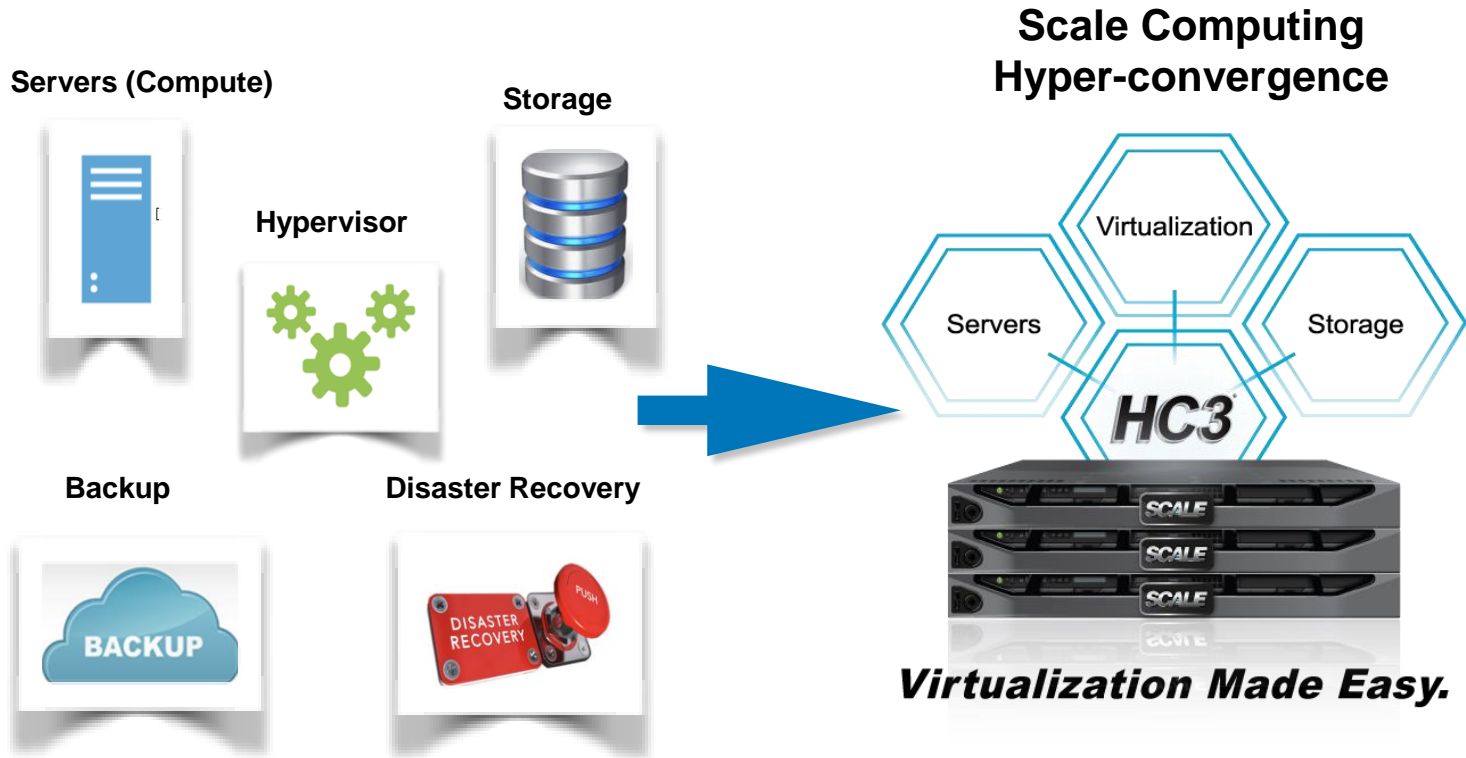


# SCALE COMPUTING

## Q1 – 2019

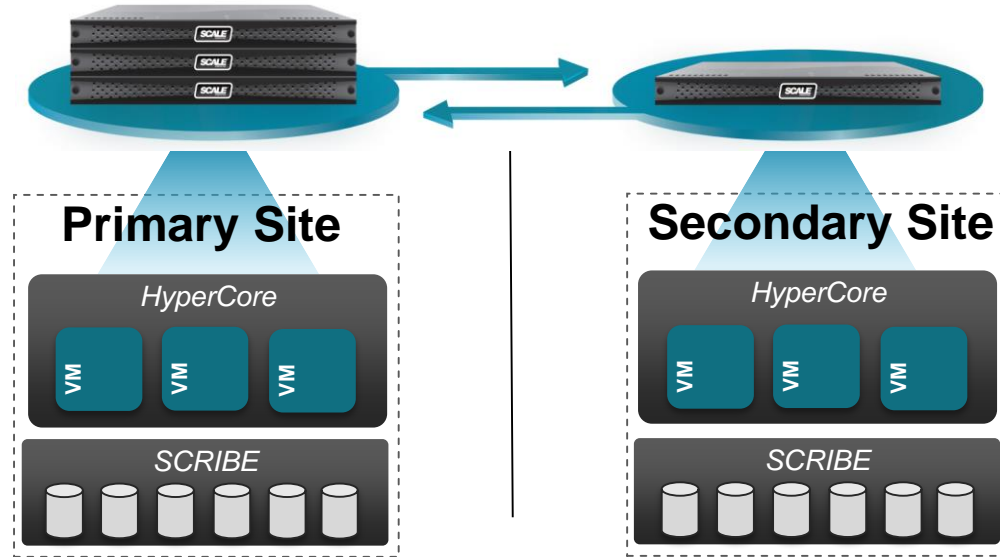
Brian Stevens – Regional Channel Manager  
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[bstevens@scalecomputing.com](mailto:bstevens@scalecomputing.com)

# Hyperconvergence Defined



# HC3 PRODUCT OVERVIEW

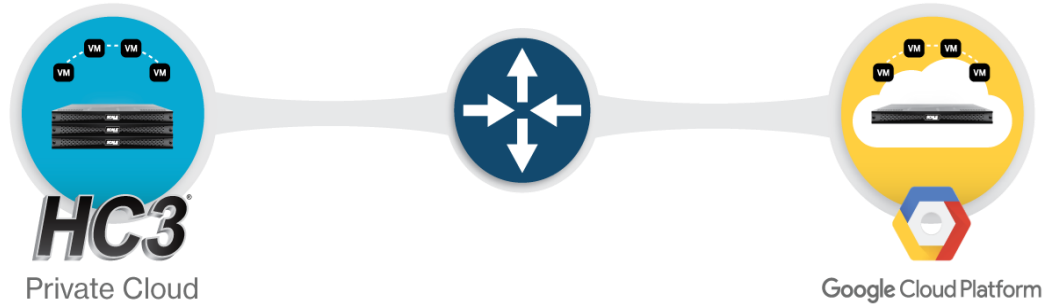
## BACKUP AND DISASTER RECOVERY



- Instant restore using agentless VM-level Snapshots
- Continuous VM-Level Replication: DRaaS: Only manual intervention is network.
- Five Minute Recovery Point Objective (RPO), and Recovery Time (RTO)

# HC3 PRODUCT OVERVIEW

## HC3 CLOUD UNITY



### HC3 On-Premises

- Rapid Deployment
- Easy to Scale
- Easy to Manage
- Highly Available

### Scale Cloud Unity DRaaS

- Same interface as On Prem (KVM-Based)
- No on-prem hardware
- Flexible, pay-as-you-go model

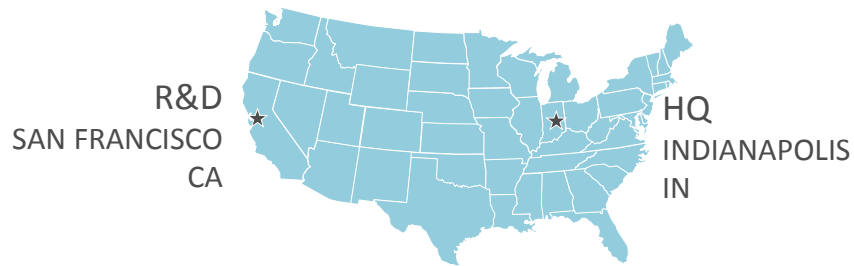
# SCALE COMPUTING

Solutions for Distributed Enterprise, Small, and Midmarket IT

Leader in SMB Infrastructure Market  
Unique technology powered by 24 patents.

**Scale's DNA**  
Radically simplified management  
High availability designed in  
Comprehensive support

**Across all Industries**  
Retail, Healthcare, Education, Financial Services, Manufacturing, Government



SALES OFFICES IN AMSTERDAM, LONDON, TORONTO

## CUSTOMERS



## TECHNOLOGY PARTNERS



Global  
Distributed  
Enterprise  
(EMEA and  
CANADA)



Single LAN  
On Prem &  
Cloud



Micro  
Datacenter in  
a Box



3x Faster  
NVMe



# LOOKING BACK ON 2018 IN THE NEWS...

## CRN Exclusive: Scale Computing Forms Partnership With APC Giving ...

<https://www.crn.com/.../crn-exclusive-scale-computing-forms-partnership-with-apc-gi...> ▼

Dec 20, 2017 - **Scale Computing** has formed a new partnership with **APC** by Schneider Electric to create a turnkey hyper-converged solution that executives ...

## Scale Computing, Lenovo formally announce major strategic ...

[www.channelbuzz.ca/.../scale-computing-lenovo-formally-announce-major-strategic-...](http://www.channelbuzz.ca/.../scale-computing-lenovo-formally-announce-major-strategic-...) ▼

Oct 18, 2018 - **Lenovo** and **Scale Computing** have been working together for some time, but have now formally announced both a strategic partnership and a ...

## Scale Computing scores \$34.8M round of funding, plans to add 100 ...

<https://www.ijb.com/.../71035-scale-computing-scores-348m-round-of-funding-plans-...> ▼

Oct 25, 2018 - Indianapolis-based **Scale Computing** Inc. has landed one of the biggest rounds of **funding** in Indiana in recent years and is planning to more ...

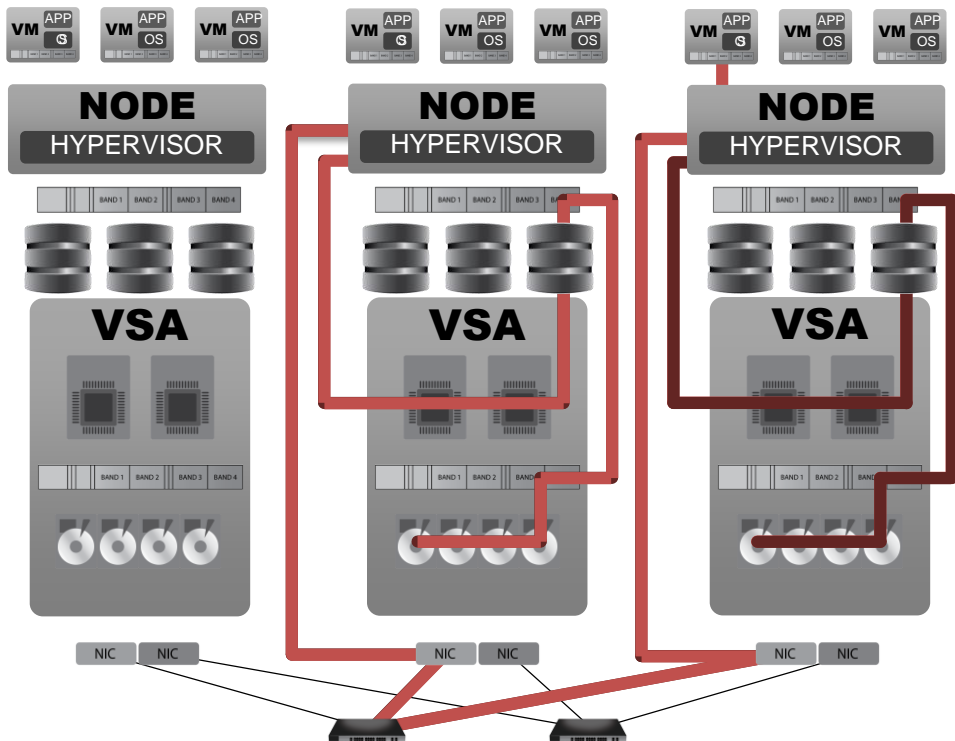
## Lenovo investment pushes Scale Computing closer to edge - Storage ...

<https://searchstorage.techtarget.com/.../Lenovo-investment-pushes-Scale-Computing-cl...> ▼

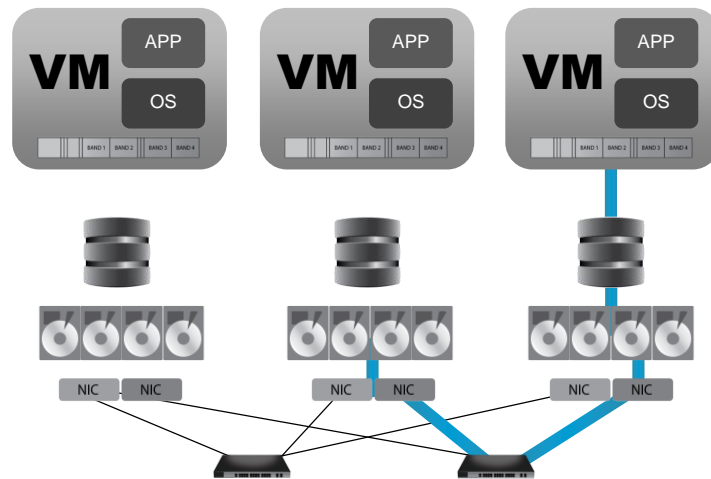
Oct 25, 2018 - **Scale Computing** CEO Jeff Ready said the hyper-converged vendor was on the **edge** of profitability before it decided to expand its **edge** ...

# SCALE COMPUTING OVERVIEW

## ARCHITECTURAL EFFICIENCY



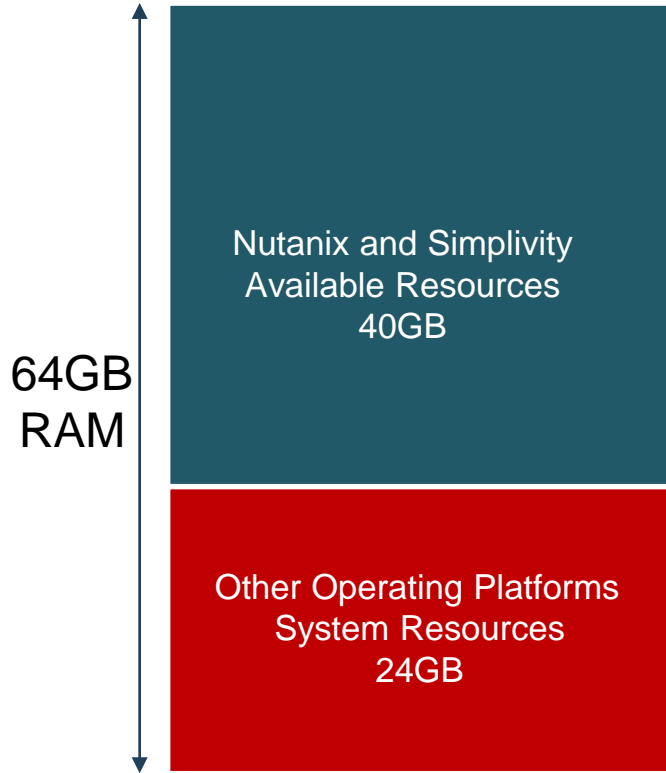
OS Consumption:  
72-300 GB RAM and 12 cores



OS Consumption:  
<6 GB RAM and a fraction of a core

# HC3 EDGE OVERVIEW

## LIGHTWEIGHT PLATFORM





# Have you considered hyperconvergence?

- **Server Refresh?** *Scale is server hardware*
- **Storage Refresh?** *Scale is storage hardware*
- **Backup strategy?** *Back-up is included, and is integral to Scale's approach*
- **Are you moving workloads to Cloud?** *Consolidate as you migrate*
- **Planning or implementing Disaster Recovery?** *Scale's built-in DR is simple, cost-effective, and seamless*
- **VDI/Remote Access?** *Hybrid and SSD nodes for any workload*
- **Simply want an alternative to paid hypervisor?** *Scale's HC3 is integrated, zero-license model*

**THANK YOU!**  
QUESTIONS



## Contact/Follow

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