



cloudsy

IaaS/PaaS PLATFORM FOR SUCCESSFUL CLOUD BUSINESS DEVELOPMENT



**200+ active partners who trust their
3k+ end customers to Cloudsy IaaS/PaaS.**

Partners choose Cloudsy if before:

**They work with cloud service but it is too
complicated and not comfortable;
Cloud is not profitable for partners;
They haven't work in the cloud before.**

WE OFFER A GOOD MODEL FOR PARTNERS

Earn more;

Easy account/customer management;

Presale support;

24/7 technical support as a service;

get leads from Cloudsy

and much more ...

HOW TO WORK WITH CLOUDSY ?

White Label – your branding, our platform;

Reseller – our brand, our platform;

Agent model – receive reward.



MORE THAN IaaS/PaaS



* For active partners

IaaS/PaaS platform which provides:

Complete IT cloud infrastructure

Hybrid cloud

Disaster recovery services

Microsoft SPLA licenses

Microsoft CSP licenses

Backup services



EXAMPLE OF OUR PRICING

Virtual infrastructure for smaller companies with 10-20 employees on Windows server platform. Monthly prices without VAT *:

Instance	Cloudsy
Terminal server (4 vCPU 16 RAM 700 HDD)	
Application server (4 vCPU 16 RAM 200 HDD)	
Database server (4 100% vCPU 8 RAM 200 SSD 100 HDD)	481 €
Active Directory Server (2 vCPU 4 RAM 60 HDD)	
Gate/monitoring instance (2 vCPU 2 RAM 40 HDD Linux)	
Local network with internet access (1 Public IP)	

* December 2021.



SERVICE LEVEL

Item	Cloudsy
SLA 99,9%	+
Self-service portal	+
Local Network (Full infrastructure set-up)	+
Backup as a service	+
L2 connectivity	+



SPECIAL PARTNER BENEFITS

Item	Cloudsy
3rd, 6th and last subscription month free of charge	+
Partner discount (guaranteed margin)	20%
Partner branded self-service portal	+
White label model (fully partner branded platform)	+
Free-of-charge presales support	+
Free-of-charge partner resources	+
Testing until positive results	+



VM PRICING EXAMPLES

Basic (CPU 2,2GHz, no reservation), End user per mo

	1vCPU/2Gb RAM/40Gb SSD	2vCPU/4Gb RAM/60Gb SSD
Linux	€ 3,00	€ 5,50

Business (CPU 3,9GHz, no reservation), End user per mo

	2vCPU/8Gb RAM/100Gb SSD	4vCPU/12Gb RAM/200Gb SSD
Linux	€ 17,50	€ 28,50
Windows*	€ 22,00	€ 34,50

Power (CPU 3,9GHz, 100% reservation), End user per mo

	2vCPU/16Gb RAM/200Gb SSD	4vCPU/24Gb RAM/350Gb SSD
Linux / Windows*	€ 32,00	€ 50,00

- Datacenter in Estonia
- GDPR compliance
- SLA 99,9%, clustered hosts
- 24x7 techsupport
- API and self-service portal
- Included
 - Unlimited bandwidth
 - 1 IPv4
 - VPNaaS
 - *Windows Server license (all editions)
 - Disaster Recovery backup (2 days)
 - Snapshots (up to 14 days)
 - 10+ OS images
- Microsoft SPLA software



SMALL AND MEDIUM BUSINESS CLOUD INFRASTRUCTURE BUSINESS MODEL

Sample client infrastructure	Price/mo	Q	Cost/mo	Partner profit
Cloud "hardware" (compute and storage facility)	€ 450.00	1	€ 450.00	€ 90.00
Windows Server (included in HW)	€ -	50	€ -	-
Microsoft Office (Microsoft 365)	€ 14.82	50	€ 740.82	€ 148.16
Remote Desktop licensing	€ 7.59	50	€ 379.50	€ 75.90
			Monthly: € 1570.32	
			Annually: € 18843.84	€ 4 488.76 *

SMB company:

- 50 employees
- Full cloud-based IT (only «thin client» in the office/home)

* Annual profit includes also 3rd and 6th free month (for the partner) in addition to 20% discount. In this example partner profit margin from this client using infrastructure for at least 12 months is 23.82%

Partner can always add/offer other value-adding services on top of Cloudsy infrastructure



ENTERPRISE CLOUD INFRASTRUCTURE BUSINESS MODEL

Sample client infrastructure	Price/mo	Q	Cost/mo	Partner profit
SQL VMs (4 cores, 64 Gb RAM)	€ 156.25	2	€ 312.50	€ 62.50
Application VMs (4 cores, 32Gb RAM)	€ 115.00	3	€ 345.00	€ 69.00
Storage (30000IOPS), Gb	€ 0.15	5000	€ 750.00	€ 150.00
Windows Server (included in HW)	-	0	-	-
SQL Server Standard (licensing), 2 cores	€ 175.00	4	€ 700.00	€ 140.00
Dynamics Prof (licensing)	€ 60.00	50	€ 3000.00	€ 600.00
		Monthly:	€ 5107.50	
		Annually:	€ 61290.00	€ 14510.00*

Large retail company

- Cloud loyalty system
- 2M+ customers
- 50 sales and marketing employees

* Annual profit includes also 3rd and 6th free month (for the partner) in addition to 20% discount. In this example partner profit margin from this client using infrastructure for at least 12 months is 23.67%

Partner can always add/offer other value-adding services on top of Cloudsy infrastructure



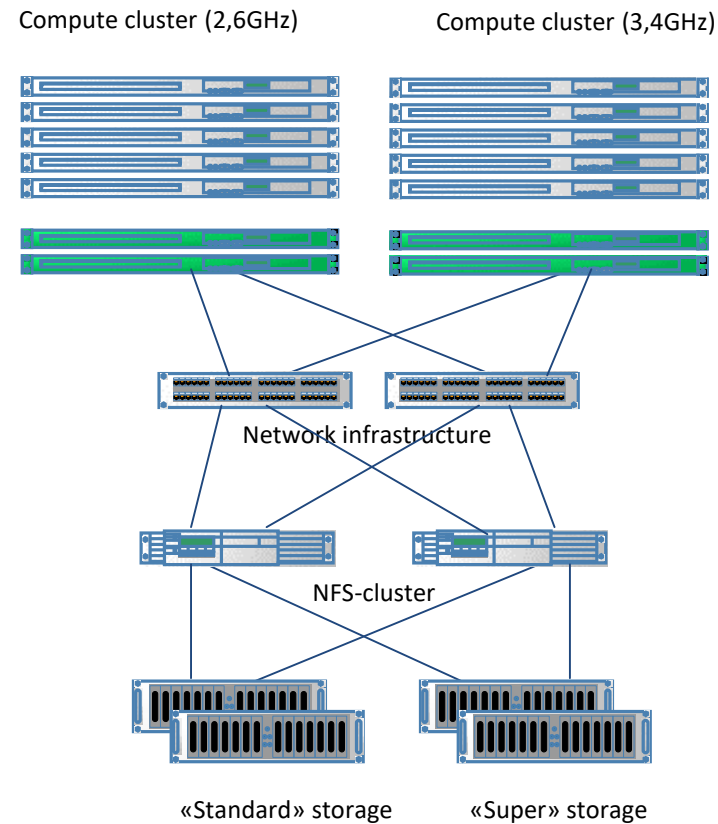
CLOUDSY ARCHITECTURE

Full cluster architecture
of the platform, automatic VM
restart on node failure

Backup

Create and control scheduled
backups

Guest VM OS



Infonet DC, Tallinn, Estonia

CLOUDSY MANAGEMENT PORTAL

Network and hybrid deployment:

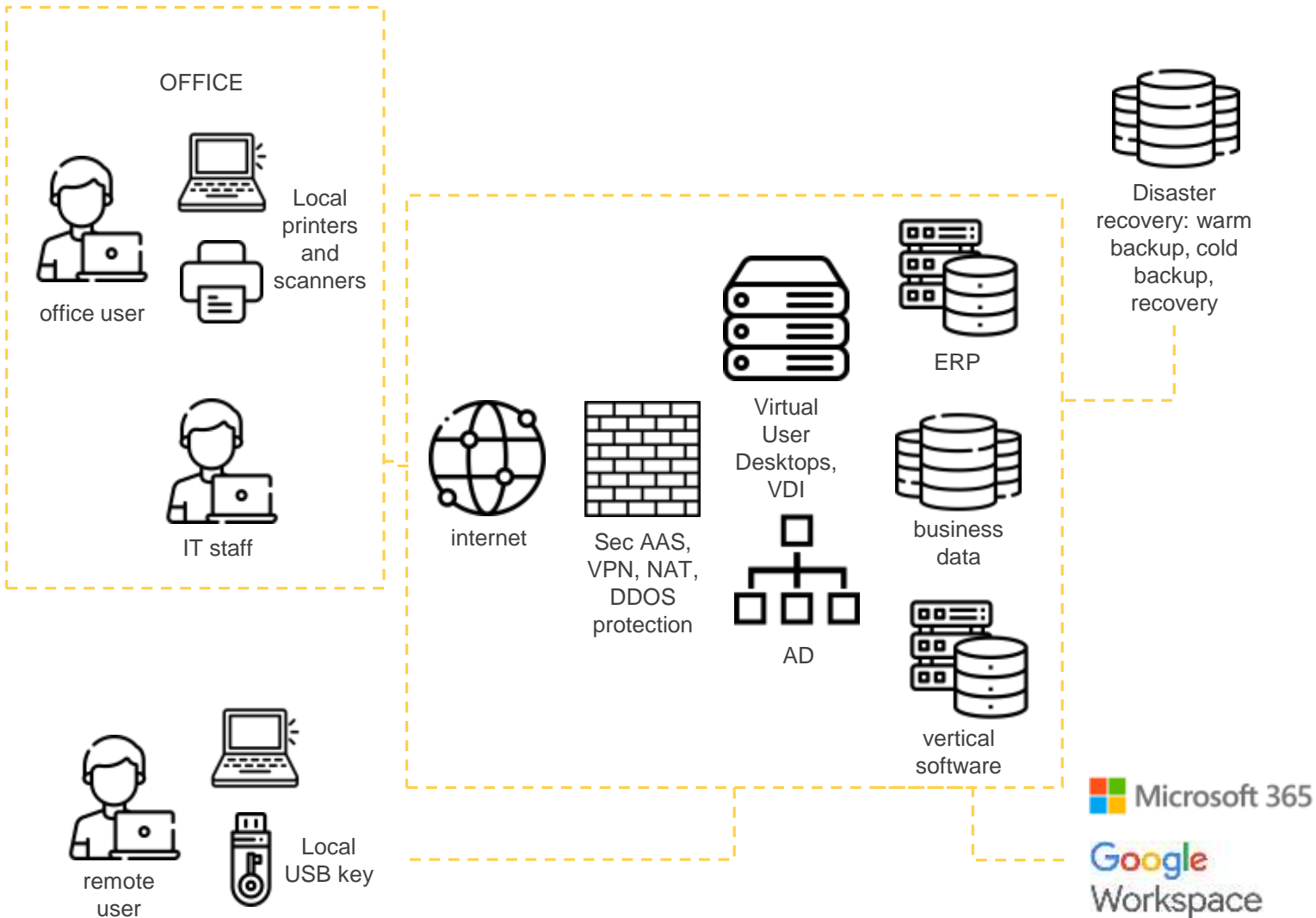
- virtual router
- VLAN/L2
- VPN

Dedicated storages for disk arrangement

- Super (30000 IOPS), RAID5
- Standard (10000 IOPS), RAID5
- + Archive (up to 1000 IOPS)



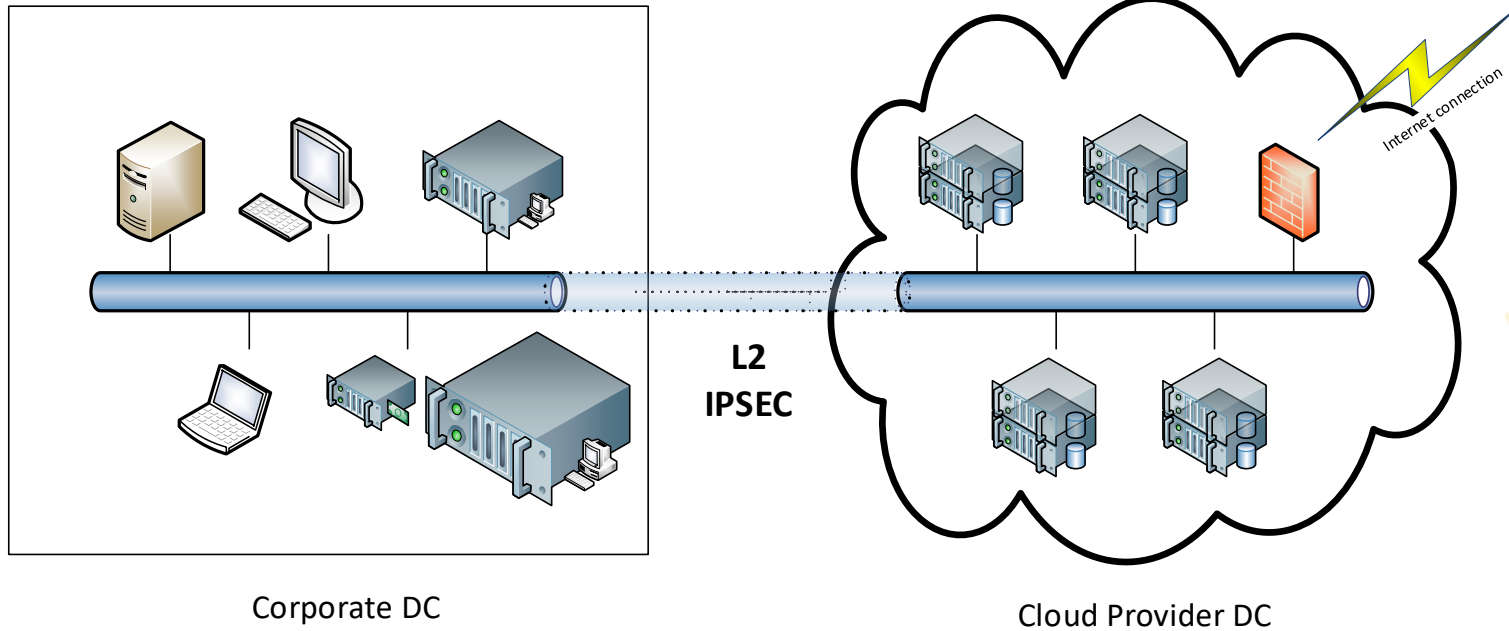
CLOUDSY SOLUTION – COMPLETE CLOUD INFRASTRUCTURE



- All business data are in cloud (with local copy)
- VDI and RDS desktop for users
- Any working time any working place
- Transparent usage of local printers and USB devices
- Common user authentication (AD)
- Seamless integration with external cloud services
- Software licensing per subscription model
Safe, reliable and flexible, SLA 99,9%
- Cross backup
- PBX



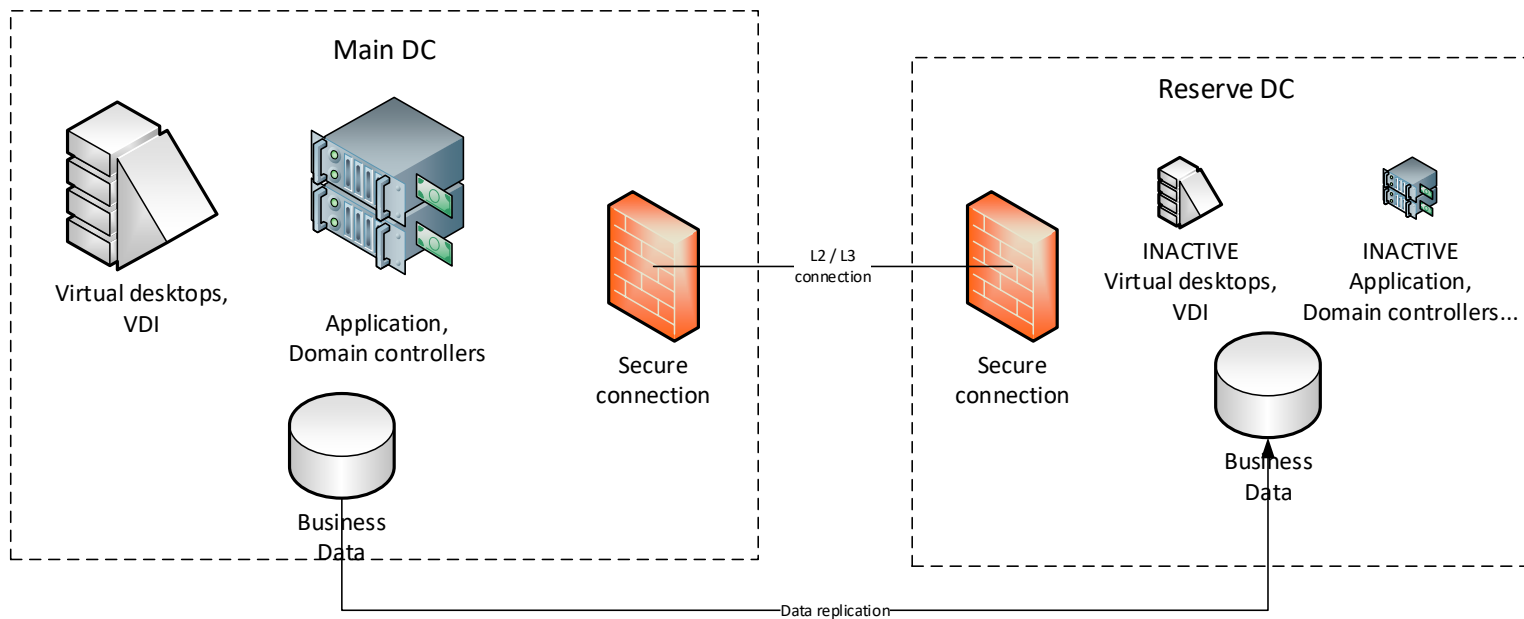
CLOUDSY SOLUTION – HYBRID CLOUD



- Corporate DC and Cloud DC act as one infra
 - Common network and IP space
 - L2 or VPN connection
- Flexible Compute and Storage instances
- DMZ, Testing zone, Temporary compute needs
- Hourly billing
- Common control and monitoring system
- Common Security system



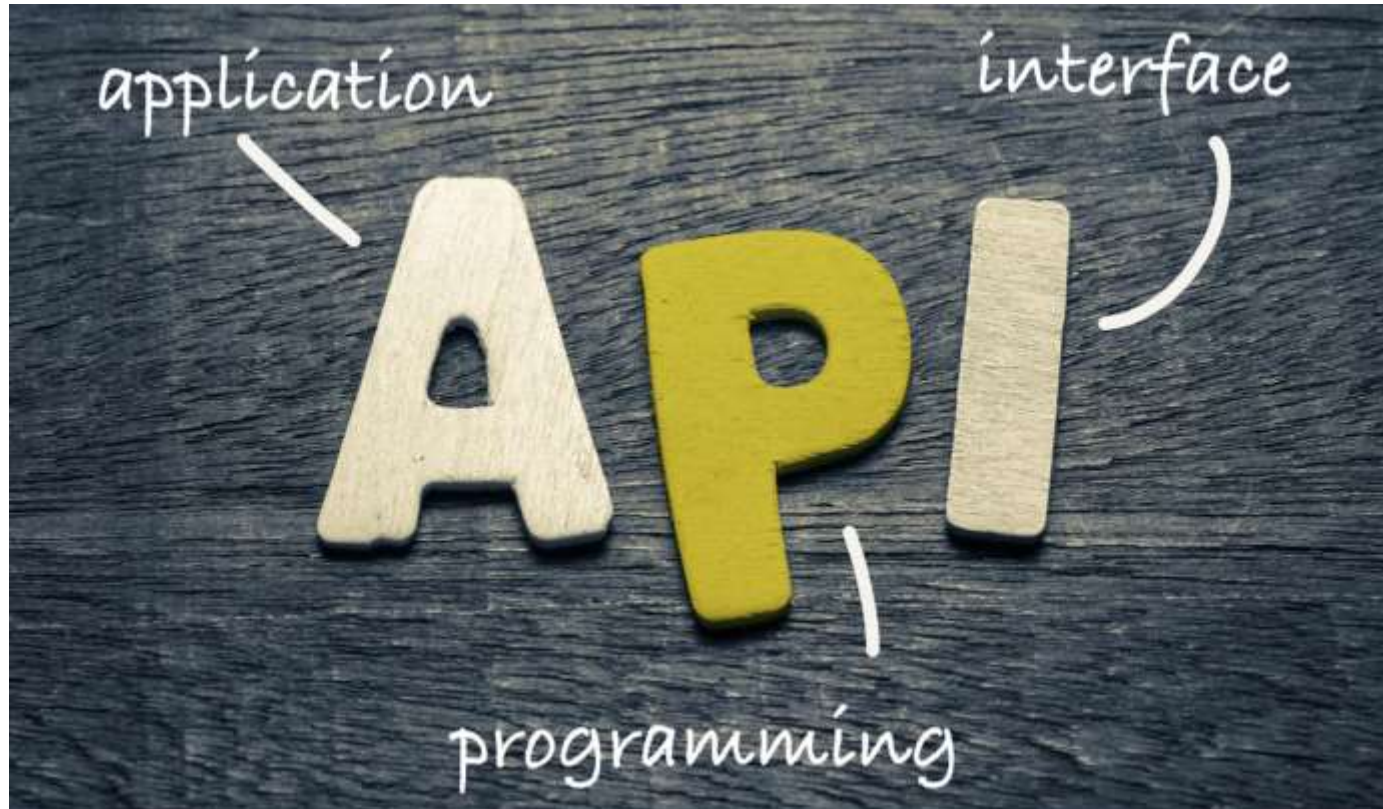
CLOUDSY SOLUTION – HYBRID CLOUD



- Recovery DC contains all system modules in inactive mode
- Continuous data replication
- Automatic or manual switch to reserve
- Minimum changes are needed (DNS switching)
- Active-active DC reserve
- Local DC to Cloud DC reservation or vice versa



CLOUDSY API



API access on request

Authorisation with Access ID and Secret Key

Key functionality of the API:

- Create, delete and shut off VM:s
- Create, delete and connect networks
- Create and restore snapshots
- Change disk size
- Stop/activate the billing (connected with timing)
- Manage backup functionality and restore
- ... and lots of other functionality



cloudsy

Let's test!

Please test our services - for you or for your customer absolutely free!!!

Registration here:

<https://console.cloudsy.partners/Account/EuroLogOn>

<https://www.cloudsy.partners/>

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