



# OpSource Cloud™

Enterprise-Class for Every Business

## Hot Cloud Companies: Tap In Systems

***Featuring:***

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computer for streamed audio or  
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- U.S.: (888) 669-5051
- International: (303) 330-0440  
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## Welcome!

- All phones are set on mute
- If you have a question, please use the Chat Q&A box located below the presentation panel
- We will collect questions throughout the webinar and answer as many as we can at the end
- If we don't answer your question, we'll follow-up with an answer via email
- Full-screen button will let you toggle between a larger image view and the view with Q&A box to type in questions – you can use it throughout the webinar

# The Business of Cloud Operations

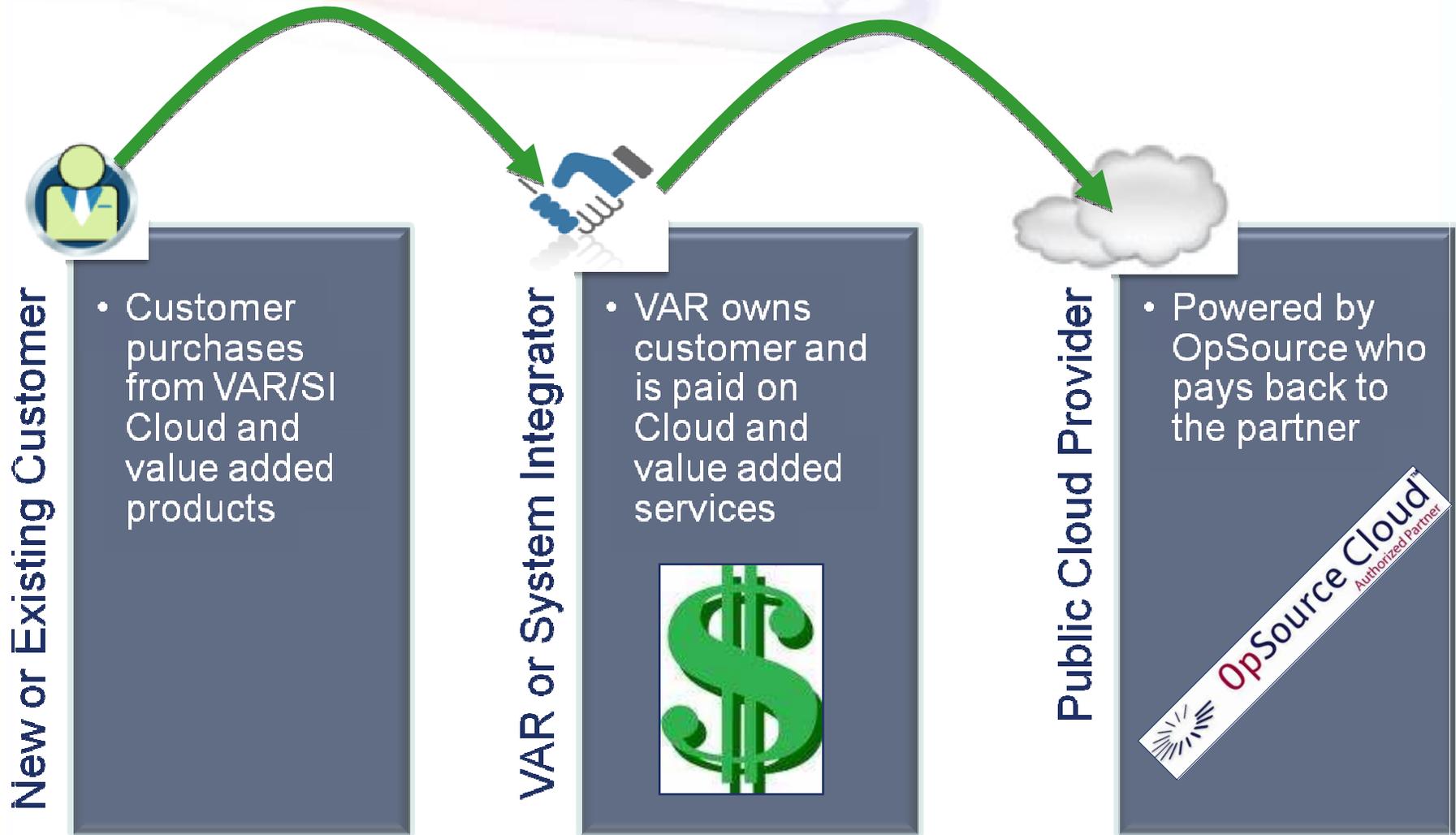
- OpSource provides complete cloud operations infrastructure and services for SaaS ISVs and the enterprise
- Founded 2002, privately held, major backers include Crosslink Ventures, Velocity Interactive Group, Intel, and NTT
- Corporate headquarters: Santa Clara, CA. Global offices: U.S. (Santa Clara; Herndon, VA), Dublin, London, Bangalore
- Unmatched industry experience
  - Hundreds of applications
  - Millions of end-users
  - Billions of transactions every day



# Cloud Operations for Companies of All Sizes



# OpSource Enables the Cloud Channel!



# OpSource Cloud Addresses IT Organization's Issues

Adoption of the cloud computing model, and associated services, whether public or private, requires a culture shift within IT organizations.

## The Concerns of IT Managers

### Ownership / Control

Typical outsourcing concerns apply to external cloud services.

### Security / Compliance

Cloud services introduce new security issues. Perception (and reality) of risk.

### Suitability for Needs

What workloads and applications are suitable to cloud environments?

### Interoperability

Standards, portability, interoperability, vendor lock-in, public/private hybrids.

### Vendor Management

Contracts (or lack thereof), service-level agreements, vendor relationships.



## Four Partner Types

Program details at [www.opsourcecloud.net/partners](http://www.opsourcecloud.net/partners)

Partner Type	Value to Partner
<b><i>Value Added Cloud Enablement Providers</i></b>	<ul style="list-style-type: none"><li>✓ Alternative channel and Enterprise ready cloud offering to public Cloud offers of Amazon, Rackspace, GoGrid</li><li>✓ Entry point into SaaS market and customers in need of additional security, performance and control</li></ul>
<b><i>White Label</i></b>	<ul style="list-style-type: none"><li>✓ Lack development resources to build cloud offering</li><li>✓ Looking for cloud as a pull through for other services-network, professional/consulting services</li></ul>
<b><i>Traditional VAR's/Distributors</i></b>	<ul style="list-style-type: none"><li>✓ Alternative to VM license revenue threatened by Cloud service provider options</li><li>✓ Avoid losing deals because of no Cloud offering</li><li>✓ Create annuity service revenue model</li><li>✓ Creates drag to sell existing products and services</li></ul>
<b><i>ISV's Looking to bundle single tenant apps with Cloud services</i></b>	<ul style="list-style-type: none"><li>✓ Lower barrier to entry into SaaS market by providing turn key compute + application bundle</li></ul>



# OpSource Cloud™

Enterprise-Class for Every Business

The true Cloud, combining the **availability, flexibility and community** of the public cloud with the **security, performance and control** that the enterprise demands.

# The Best of the Public Cloud



## Availability

Easy online sign-up and purchase  
Provisioning infrastructure in minutes



## Flexibility

Pay by the hour, only for what you use  
Access from web-based control panel or through APIs



## Community

Rich community support, sharing & collaboration  
Third-party add-ins & configurations



# Meeting Enterprise Requirements



## Security

Virtual Private Clouds  
Customizable firewalls



## Standards

Built on Enterprise standard technologies



## Performance

Multi-tier architecture  
Sub-millisecond access times



## Support

24x7 phone support



## Control

Role-based user permissions  
Complete reporting



## OpSource – Making it Safe for Business in the Cloud

- Visit: [www.opsources.net](http://www.opsources.net) and [www.opsourcecloud.net](http://www.opsourcecloud.net)
- Call: +1-800-664-9973 for US, +353-1-661-9979 for EMEA
- Email: [sales@opsources.net](mailto:sales@opsources.net)
- **Upcoming webinars: [www.opsources.net/calendar](http://www.opsources.net/calendar)**

