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Hot Cloud Companies: Wavemaker

Featuring:
**Christopher Keene, CEO,
WaveMaker Software**

**Jim Barton, Sr. Architect & Cloud
Evangelist, WaveMaker Software**

**Jon Beck, SVP Sales & Channel
Development, OpSource**

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 throughout and 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

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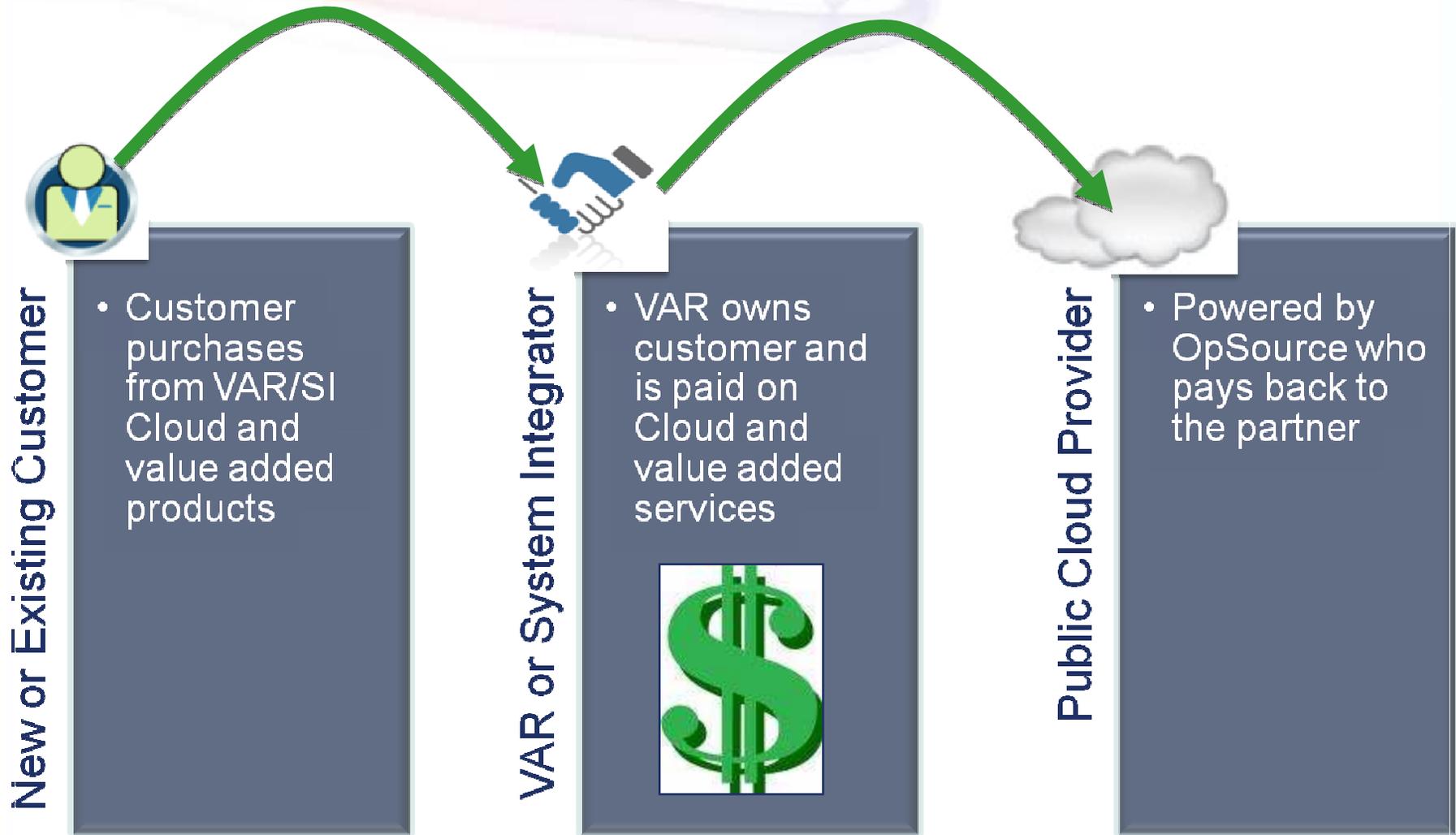CLOUD™

Enterprise Cloud and SaaS Hosting

- OpSource provides enterprise-class Cloud and SaaS hosting & services for Fortune 1000, 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

Enterprise Cloud and SaaS Hosting for Companies of All Sizes

Adobe

bmc software

MATTEL

Taleo

SAP

GENERAL MILLS

xactly

Ribbit

Hara

THOMSON REUTERS

ACCEPT
Innovation Management Solutions

gomez
Ensuring quality web experiences

FUJITSU

Atigeo

WANTED TECHNOLOGIES

GlobalEnglish

eXpresso

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OpSource Enables the Cloud Channel!

New or Existing Customer

- Customer purchases from VAR/SI Cloud and value added products

VAR or System Integrator

- VAR owns customer and is paid on Cloud and value added services

Public Cloud Provider

- Powered by OpSource who pays back to the partner

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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.

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Four Partner Types

Program details at www.opsourcecloud.net/partners

Partner Type	Value to Partner
Value Added Cloud Enablement Providers	✓Alternative channel and Enterprise ready cloud offering to public Cloud offers of Amazon, Rackspace. GoGrid ✓Entry point into SaaS market and customers in need of additional security, performance and control
White Label	✓Lack development resources to build cloud offering ✓Looking for cloud as a pull through for other services- network, professional/consulting services
Traditional VAR's/Distributors	✓Alternative to VM license revenue threatened by Cloud service provider options ✓Avoid losing deals because of no Cloud offering ✓Create annuity service revenue model ✓Creates drag to sell existing products and services
ISV's *Looking to bundle single tenant apps with Cloud services*	✓Lower barrier to entry into SaaS market by providing turn key compute + application bundle

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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

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Meeting Enterprise Requirements

Security

Virtual Private Clouds
Customizable firewalls

Standards

Built on Enterprise standard
technologies

Performance

Multi-tier architecture
Guaranteed sub-millisecond
access times

Support

24x7 phone support

Control

Role-based user permissions
Complete reporting

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Wavemaker and OpSource Cloud Partner

- Classic example of IaaS + PaaS serving the SaaS Market

- Wavemaker is an OpSource Referral partner

  - Wavemaker images available mid April

  - Co-selling and co-marketing bundled solutions

- OpSource Cloud IaaS + Wavemaker Development Ease

  = Reduced infrastructure and development costs

  = Faster time to market for ISV and/or Enterprise customer

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Introducing Christopher Keene

- CEO, WaveMaker Software

- Entrepreneur with four companies founded under his belt

- Taught MBA programs at INSEAD and Berkeley

- Previously, Founder and CEO of NASDAQ-listed Persistence Software

- Also held roles at McKinsey & Company and Hewlett Packard

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Introducing Jim Barton

- Senior Architect and Cloud Evangelist, WaveMaker Software

- Veteran engineer who loves a start-up environment

- Previously CTO of AltoWeb and Persistence Software

- Other companies in his background include Progress Software, IBM and ParcPlace Systems

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Cloud Quick Start – Wavemaker & OpSource Cloud

WaveMaker…

To join the Cloud Quick Start Program, send an email to info@wavemaker.com. Software companies who are selected for the Cloud Quick Start Program receive the following services:

- Free deep dive technical call (2-3 hours)

- Understand As-Is & To-Be architecture

- Review business drivers

- Prepare tailored Cloud Quick Start Roadmap

- Free cloud proof of concept support (1-2 days)

- Build running cloud app using Cloud Quick Start Architecture

- Validate Quick Start roadmap recommendations

- Prepare tailored Cloud Quick Start Action Plan

OpSource Cloud

Try out OpSource Cloud free for your first month! **When you sign up using code WAV02, your first $200 of use is on us.** Try out OpSource Cloud now or wait until you've gone through the Cloud Quick Start Program with WaveMaker. www.OpSourceCloud.net

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SaaS & Cloud from Every Perspective...

- **Technology:** Engage with, learn from and partner with 40 plus industry leaders and hot start-ups including Microsoft, McAfee, Oracle, VMware, IBM, HP, AT&T, Verizon, Taleo, Appirio, Xactly, Jobvite, Amazon, etc.

- **Press:** 'Hot' Cloud stories panel featuring BusinessWeek, Fortune, USA Today, All Things Digital / The Wall Street Journal and The San Jose Mercury News

- **Analysts & Venture Capitalists:** Presentations from top analysts and a VC panel

- **Peers:** Network with 750+ peers during breaks and at fun evening events!

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May 10 - 12, San Francisco, CA
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- Email: sales@opsource.net

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