



## dinCloud Cloud Solutions | Cloud Service Provider

### Overview

- » #1 Rated DaaS
- » Chicago and Los Angeles Data Centers (Hosted exclusively at Equinix facilities)
- » Tier III+/IV, SSAE-16, ISO27001, NIST 800-53, PCI-DSS and HIPAA Certified Data Centers

### Services Sold

dinCloud provides the necessary cloud services organizations need to run their business in the cloud. dinCloud helps organizations rapidly migrate to the cloud offering hosted virtual desktops (HVDs) and/or hosted servers; and cloud storage for offsite backup and recovery. dinCloud provides a HPC (high-performance computing) and secure platform for customers looking to host mission-critical and demanding applications and desktops.

- » Public, Private and Hybrid Cloud Solutions
- » # 1 Rated DaaS (Desktop-as-a-service)
- » High-performance & secure Infrastructure-as-a-service (IaaS)
- » Cloud storage for Offsite Backup and Recovery
- » Managed Services (monitoring & alerting, managed security, patching, help desk)
- » 24/7 Support Included

### Elevator Pitch

dinCloud has the perfect platform for customers looking to move to the cloud and offers more value by providing a fully-redundant HCI (Citrix on Nutanix) platform and the Number #1 rated DaaS that includes things other cloud service providers charge extra for like unlimited (in/out) bandwidth,

multiple layers of security including encryption (in-flight & at-rest) and includes free backups for (10) days. dinCloud provides a truly unique and easy to manage cloud management portal (dinManage) that can be white-labeled for partners looking to deliver and manage cloud services under their brand with no upfront partner investment.

## Key Differentiators

- » **Co-Branded Portal** – Ability to deliver cloud services under your brand.
- » **Performance** – dinCloud provides a high-performance HCI platform with dense compute (DDR4 RAM), fast networking (40/100G) and fast SSD storage (>1M IOPS).
- » **Security** – SSAE-16 SOC 1 & 2, ISO27001, NIST 800-53 PCI-DSS/HIPAA certified data centers with dedicated isolated environments for each customer with perimeter, network and host based security including MFA & encryption at-rest.
- » **No Hidden Fees** - dinCloud includes unlimited bandwidth with no transfer fees.
- » **Automation** – Provision firewall/VPN/networking (SDN) and integrate AD; spin up desktops, servers and/or cloud storage from one portal, dinManage.
- » **Daily Backups (Snapshots Included)** – dinCloud includes (10) days of a daily image based backups (snapshots) for hosted servers.
- » **Award Winning** – We outperform every benchmark test we've been involved in against major competitors (Network World #1 Rated DaaS; Upstart Magazine Winner Best DaaS, etc.)

## Ideal Customer Profile

- » SMB, mid-market to enterprise customers
- » Vertical industries include; Healthcare, Financial, Insurance, Manufacturing, Legal, ISV's/SaaS
- » Organizations with a business requirement for regulatory compliance
- » Companies that require security and high-availability for their desktops, servers and storage
- » Our clients typically prefer to focus on their applications, and leave the care and feeding of the infrastructure up to us including desktops, servers and storage

## Qualifying Questions

- » What's your cloud strategy?
- » Please describe the current IT infrastructure at your organization, and where it is hosted?

- » What happens if your critical business system(s) go down or you have a security breach?
- » Do you currently perform offsite backups?
- » Please describe your disaster recovery plan?
- » What new applications/IT projects are on your organizations 12 and 24 project roadmaps?
- » Does your organization prefer to have IT as an OpEx or CapEx function on the balance sheet?
- » Are there any aspects of your organization's IT team that are currently outsourced?
- » Would you prefer focus on the core business and not on managing IT infrastructure and/or desktops?
- » Are you looking at desktop or server refreshes in the next (6-12) months?
- » Do you have a BYOD strategy or strategy for the consumerization of mobile devices in your organization?

Objection	Rebuttal
<p>I'm concerned about security and availability. How do you ensure my data is secure and always available?</p>	<p>dinCloud provides a secure and regulatory compliant environment by first isolating each customers environment with their own dedicated VPC (virtual private data center), provide multiple layers of AAA with (2) Factor Authentication and AD integration included; and encrypts the data (in-transit and at-rest). dinCloud has built and includes a high-available design for customers hosting desktops and/or servers, meaning for each customers desktops and/or servers they only pay each but dinCloud actually includes a redundant desktop/server for HA for free.</p>
<p>If I move my desktops and/or servers to the cloud how can you ensure good performance for my applications and users?</p>	<p>dinCloud has purpose built its infrastructure for hosted VDI or cloud hosted virtual desktops and is rated #1 for performance by Network World so if you are looking for a high-performance platform and good end-user experience for desktops and/or servers then dinCloud would be a great fit.</p>
<p>I'm concerned about losing control?</p>	<p>dinCloud customers have complete control over their entire virtual private data center. Using dinManage, a cloud orchestration and management portal that is included in their subscription, customers and partners can setup customers VPC's (virtual private datacenters) networking, firewall/VPN, auto-provision desktops, servers and/or cloud storage and modify resources on-demand.</p>