skycore CLOUD SERVICES

skycore CLOUD SERVICES is a growing collection of fully-managed, enterprise-grade services - computing, networking, storage and more - to enable enterprises to better serve their business and customers via dependable business solutions that deliver significant cost savings and increase overall customer satisfaction.

- Save up to 50-70% off your AWS bill
- NO CapEx investment - 100% OpEx, pay-per-use
- NO long-term contracts required
- NO traffic fees
- Support included
- Full-featured enterprise cloud
- AWS compatible
- Swiss company

skycore

WHY PARTNER WITH US

skycore offers a powerful compute, networking and storage platform to meet the cloud objectives of customers. Many organizations are in the process of vetting and selecting their future cloud provider. skycore CLOUD SERVICES - coupled with your value-added services - delivers the ideal business solutions for the best price -performance investment. Save your company up to 50-70% off the AWS bill. Organizations who integrate skycore CLOUD SERVICES benefit from the flexibility, reliability and scalability of an enterprise-ready cloud. Backed by a growing partner network of 300+ clouds, global network of MSPs and supported by our battle-tested, fully-managed cloud solutions - each featuring 24/7/365 support from our experts and 100% SLA guarantees - your customers can rest assured that they are partnering with a cloud services provider that will deliver. skycore also supports organizations needing hybrid and/or multi-cloud deployment requirements, enabling them to move workloads between their own data centers, partner data centers, private collocations, and skycore without risking single vendor lock in or long-term commitments. NO CapEx investment and NO long-term contracts required.

skycore

skycore CLOUD SERVICE OVERVIEW

zCOMPUTE

- Pay-as-you-go, consumption pricing options
- Commitment to match/beat AWS pricing
- Hybrid and multi-cloud options to leverage existing environments
- Broad support for Open Source Software (OSS)
- Auto-scaling to adjust resources to meet evolving requirements

zSTORAGE

- Block Volumes designed to reduce latency and increase throughput;
- AWS EBS compatible
- File Share (NAS) to provide scalable
- file shares via NFS or SMB protocols
- Zadara Object Storage (ZOS) delivers
- infinitely scalable, private or public instances via AWS S3 or Swift APIs

zNETWORKING

- Zero hidden transport fees; free ingress and free egress
- Load balancers, traffic managers and powerful content delivery network (CDN) options
- High throughput, low latency, resilient
- Elastic IP (EIP) to expose instances outside of zCompute environments
- Security groups feature to provide ultimate control over inbound/ outbound traffic

skycore

YOUR EXPERT IN MANAGED CLOUD SERVICES

We deliver enterprise-grade cloud services - compute, networking and storage - in an agile model, with 24/7 expert management — leaving you free to focus on your customers.

ENTERPRISE-GRADE PERFORMANCE AND SECURITY

Dedicated vCPUs & memory, SSDs and HDDs, in-flight and at-rest encryption, snapshots, mirroring, HA

AGILE, INFINITE RESOURCES. PAY ONLY FOR USAGE.

On premises, co-location and in the cloud, scale up or down, pay as you go, hardware upgrades included

EXPERT MANAGEMENT 24/7/365

24/7/365 proactive support, seamless migrations, upgrades ,from senior technical resources

skycore

skycore CLOUD SERVICE

zCOMPUTE

zNETWORK

zSTORAGE

COMPLETELY ELASTIC CONSUMPTION-BASED USAGE

zCOMPUTE SERVICES
EC2 COMPATIBLE APIs

ELASTIC COMPUTE/VMs

ELASTIC BLOCK STORAGE

VPC

LOAD BALANCER

zSTORAGE SERVICES

BLOCK

FILE

OBJECT

skycore

THE skycore ADVANTAGE

SIMPLE PRICING

Take the guesswork out of the cost to operate with skycore Cloud Services. Your will

appreciate the simplicity of Skycore's pay-as-you-go consumption-based model.

NO HIDDEN FEES

Stop paying exorbitant ingress and egress fees! The big cloud providers today levy extra charges

for data transit between elements of storage and compute, data in/out of a cloud domain and

utilization of load balancers, DNS, etc. skycore CLOUD SERVICES makes for pricing and budgeting

simplicity, and can save your company up to 50-70% off their AWS bill.

100% OPEX

With NO CapEx investment and NO long-term contracts required, you

can now offer high-performance elastic cloud services, including edge computing, without financial or

operational burdens. Scale up, down or turn skycore services off at any time and only pay for what you use.

skycore

THE skycore ADVANTAGE

EXTEND EXISTING ENVIRONMENTS

skycore CLOUD SERVICES can help you to extend any infrastructure including on-premises, hybrid, multi-cloud environments. With skycore you can bring x86 compatible processing to your on-premises datacenter or colocation to build and deploy consistent hybrid applications. Use skycore to consolidate on-premises applications on cloud-connected hyperconverged infrastructure to get the best in price performance.

ENHANCE DATA SECURITY

skycore provides a fully multi-tenant platform that allows comprehensive user-defined permission sets and security policies. skycore also integrates seamlessly with multi-tenant authorization controls (LDAP, Active Directory) and integrates a DNS service for private networks. Define private zones, which can only be resolved within associated Virtual Private Clouds (VPCs), to meet application security or compliance requirements.

> **"were able to quickly deploy a world-class product offering to address real customer demand, without large startup capital expenses.."**
>
> **Damian McCann** Viatel

skycore

THE skycore ADVANTAGE

DELIVER MAXIMUM FLEXIBILITY

skycore automatically scales compute resources to ensure high availability, performance, and efficient resource utilization for your customers. With the native monitoring service, auto-scaling allocates resources based upon measured utilization of CPU, memory, and networking resources. skycore's scale-out architecture for cloud-native applications is equipped with load balancers services and enables customers to provision managed load balancers for fault tolerance and application scalability on-demand.

OPTIMAL BALANCE FOR PRICE-PERFORMANCE RATIO

Enable your customers to move their data and applications to your feature- rich and consumption-based adjacent cloud. With skycore you can ensure that workloads requiring low latency are placed in close proximity, while distributed, scale-out workloads are placed on different, related resources. skycore's native active resource rebalancing allows the cluster to redistribute load across nodes to ensure optimal performance across VMs.

skycore

THE skycore ADVANTAGE

AWS COMPATIBLE

Leverage your customer's familiarity with AWS. skycore enables multi-cloud capabilities with easy testing and migration options. Migration is easy with zCompute's batch-oriented tools for migrating deployments from major platforms like AWS, VMware, and Microsoft Hyper-V/Azure. skycore also provides a comprehensive library of API's for provisioning and managing resources with compatible syntax and features, as well as code libraries such as Terraform.

GLOBAL REACH

zCompute can be deployed both in core data centers and geographically distributed edge locations. This enables companies to provide cloud capabilities across all existing locations, removing the dependence on public cloud availability zones.

99.999%
OUR STORAGE SLA

Our SLA is posted publicly and contractually commits to 99.999% of availability, for more than most cloud service providers.

99.9995%
THE REALITY

Our track record over multiple years exceeds not only our contractual commitment but also the availability of top storage brands.
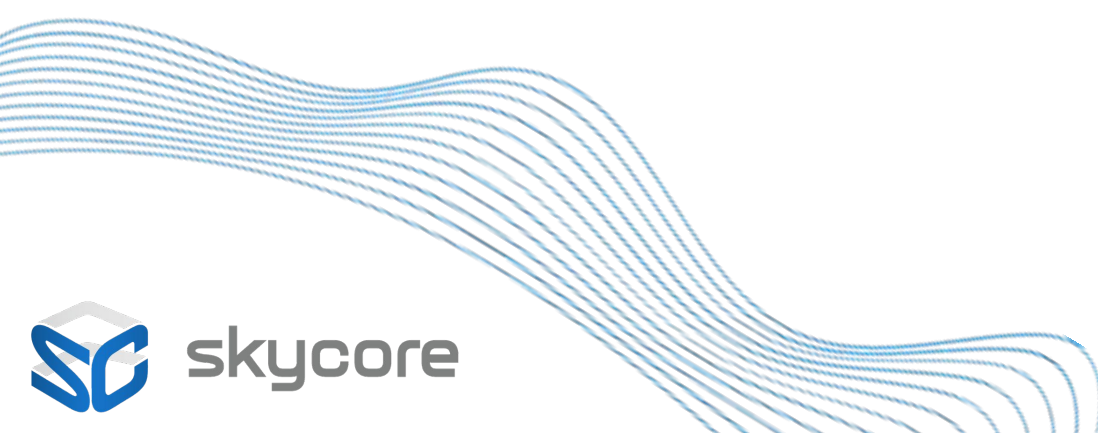
skycore

THE skycore ADVANTAGE

AWARD-WINNING ZSTORAGE SERVICES

Enterprise storage features include provisioning, snapshots, mirrors, dedupe and compression, online volume migration and Object Storage with Object- Lock immutability. Our storage systems can be installed on-premises or at edge locations, and managed centrally, to create unified, 100%-OpEx solutions for avoiding ransomware downtime, simplifying NAS backup, protecting Microsoft O365 data and delivering data immutability & air gap protection for any primary or secondary storage environment.

- Any data type or protocol - Block (iSCSI), File (NFS and SMB), Object (s3 and Swift)
- Available anywhere - On-premises, in private collocations or at edge locations
- Predictable, high-margins
- Only unified, multi-tier storage solution for Veeam 3-2-1-1-0
- Backup and recovery
- Multi-tenant efficiency, with total resource isolation per tenant.
- Fully managed 24/7/365 services with 100% SLA guarantee

100%
CREDIT BASIS

Because we are committed to your success we find all downtime unacceptable. We therefore credit you for all storage outages, no matter how short.

DEPLOY GLOBAL CLOUD SERVICES ON-DEMAND

24/7/365 MANAGEMENT.
100% GUARANTEED.

- Live, proactive management 24/7
- 100% uptime guarantee
- Notifications, alerts based on operating thresholds
- Periodic, non-disruptive hardware and software upgrades at No Cost
- Expert DevOps team builds solutions to complex storage challenges

skycore

COMPETITIVE POSITIONING

aws

✗ **Expensive**

✗ **Unpredictable costs**

✗ **Strong vendor lock-in**

✗ **Scarce / expensive support**

✗ **Storage with limited features**

✓ **AWS compatible**

✓ **100% OpEx, pay per use**

✗ **Marketing & Sales Support**

✗ **Mutual Business Objectives**

vmware®

✗ **Expensive**

✓ **Predictable costs**

✗ **Strong vendor lock-in**

✗ **Expensive support**

✗ **Shared block storage (vSAN)**

✗ **Not AWS compatible**

✗ **CapEx/license business model**

✗ **Marketing & Sales Support**

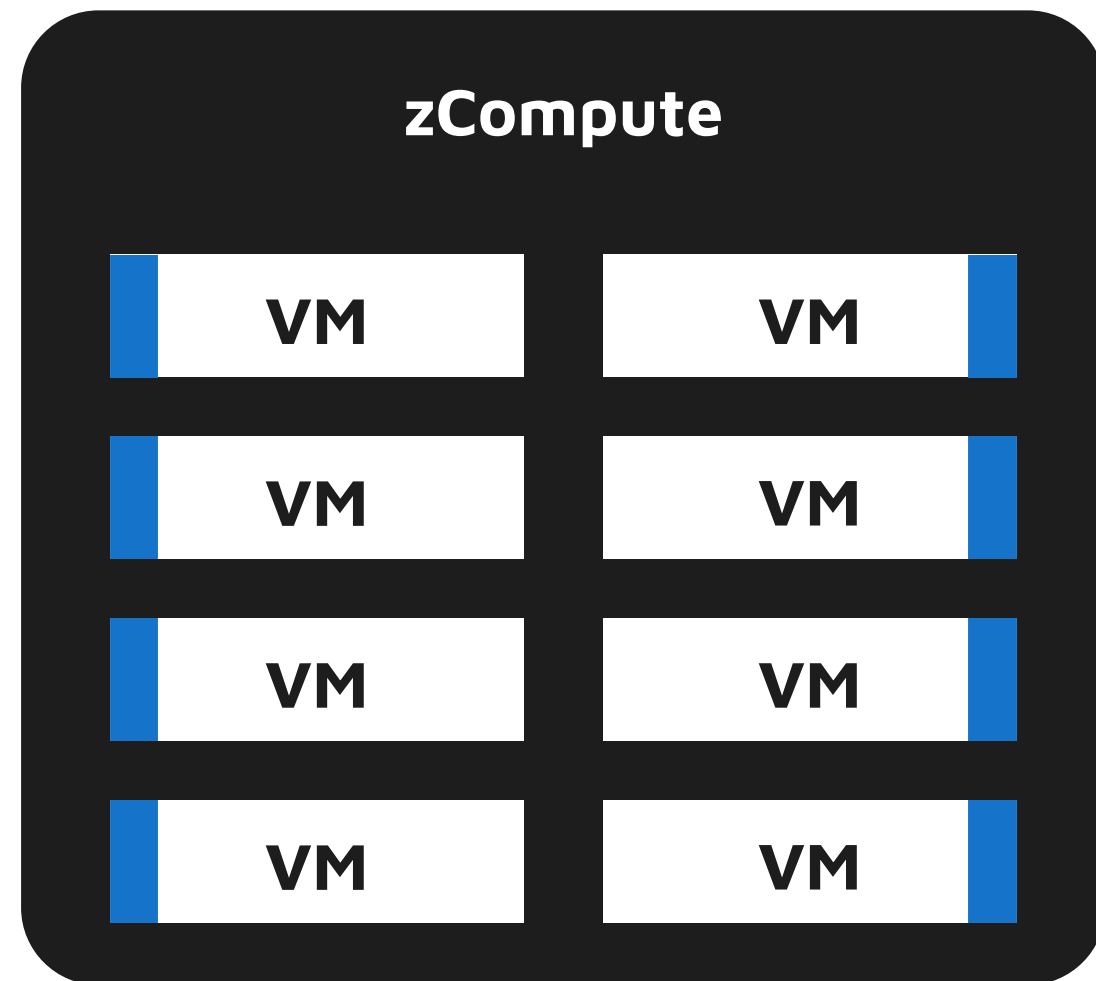✗ **Mutual Business Objectives**

skycore

✓ **Affordable, no traffic fees**

✓ **Predictable costs**

✓ **No-egress migration, multi-cloud**

✓ **Included support**

✓ **Full-featured enterprise storage**

✓ **AWS compatible**

✓ **100% OpEx, pay per use**

✓ **Swiss company**

skycore

zCOMPUTE

skycore

zCOMPUTE

ELASTIC COMPUTE WHICH SCALES AS YOUR BUSINESS DEMANDS

zCompute

VM	VM
VM	VM
VM	VM
VM	VM

Colocation,

Private Data Center,

or Public Cloud

- Self Service Compute Provisioning
- Predefined & Fully-Customizable Instance Types (vCPU based)
- Autoscale groups
- Network and Application Load Balancers
- EC2 compatible APIs
- VPSA snapshot available on all VMs (EC2 compatible)
- Standard EBS for Boot and O/S drive

skycore

MONITOR YOUR APPLICATIONS & CLOUD SERVICES FROM A SINGLE PLATFORM

With skycore CLOUD SERVICES web-based

interface, you have the option to give your

customers visibility into

the services they consume:

- Visualized Dashboard

- Automated Monitoring & Alerting

- Detailed Reporting

skycore

POPULAR USE CASES

Use Case	Differentiation
CUSTOMERS MOVING BACK FROM CLOUD	• No AWS lock-in • Consistent performance • Predictable costs • Cost savings • AWScompatible
CUSTOMERS UNTRUSTING OF HYPERCLOUDS	• Cloud-like experience anywhere • AWS compatibility • Interrupt CapEx buying cycle
CUSTOMERS NEEDING CLOUD SERVICES CLOSER TO THE SOURCE OF DATA	• Lower latency, higher performance vs public cloud locations • Full suite of cloud services at the point of need • 300+ clouds globally
CUSTOMERS TRUSTING & DEPENDING ON LOCAL MSP PARTNER	• AWS EC2 capabilities from a familiar vendor • Market-leading enterprise storage capabilities • Cost savings

skycore

FLEXIBLE DESIGNS TO MEET YOUR CAPACITY NEEDS

Z4 MEDIUM	1vCPU, 4 GB RAM
Z4 LARGE	2vCPU, 8 GB RAM
Z4 XLARGE	4vCPU, 16 GB RAM
Z4 2XLARGE	8vCPU, 32 GB RAM
Z4 4XLARGE	16vCPU, 64 GB RAM
Z4 8XLARGE	32vCPU, 128 GB RAM
Z4 12XLARGE	48vCPU, 192 GB RAM
Z4 CUSTOM	n vCPU, n GB RAM

skycore

EXAMPLE CALCULATION

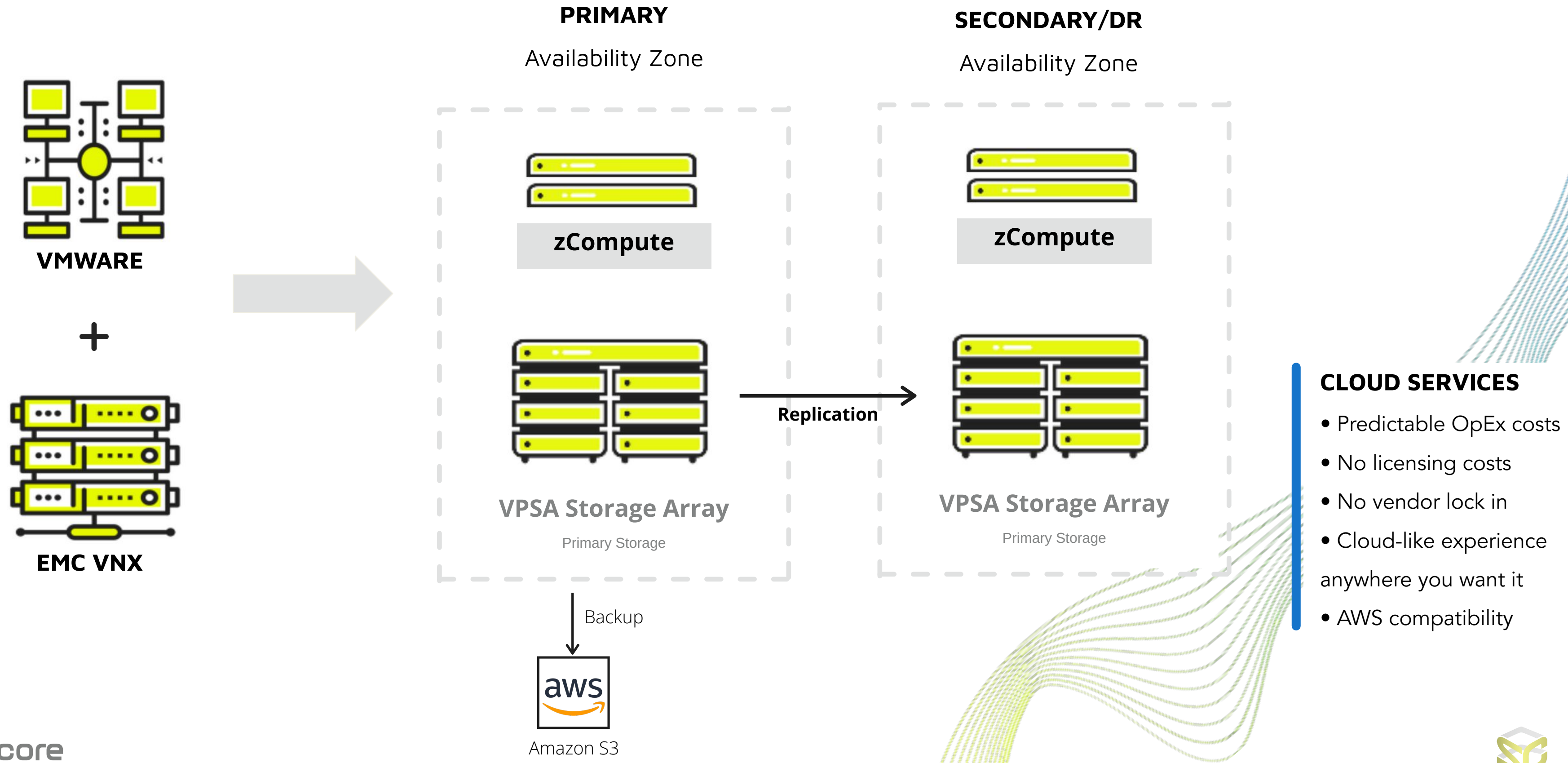| zCOMPUTE PRICING		CUSTOMER PRICE		
Budgetary card	**Description of services**	**On Demand**	**12 month commitment**	**36 month commitment**
Price for North America		List Price	20% Discount	50% Discount
Elastic Compute Instances	**1 vCPU = 1 CPU thread**	**All price are hourly prices unless noted**		
Z4 medium	1 vCPU, 4 GB RAM	$0.050	$0.040	$0.025
Z4 large	2 vCPU, 8 GB RAM	$0.100	$0.080	$0.050
Z4 xlarge	4 vCPU, 16 GB RAM	$0.200	$0.160	$0.100
Z4 2xlarge	8 vCPU, 32 GB RAM	$0.400	$0.320	$0.200
Z4 4xlarge	16 vCPU, 64 GB RAM	$0.800	$0.640	$0.400
Z4 8xlarge	32 vCPU, 128 GB RAM	$1.600	$1.280	$0.800
Z4 12xlarge	48 vCPU, 192 GB RAM	$2.400	$1.920	$1.200
Z4 custom	nMax vCPU, mMax GB RAM	Multiples of Z4 medium		
Elastic Storage Volumes				
EBS Volume (HDD)	per GB/mo (volume size + opional sr	$0.080	$0.064	$0.040
EBS Volume (SSD)	per GB/mo (volume size + opional sr	$0.160	$0.128	$0.080
Network				
Data Egress Fees	No charge	/	/	/
Data Ingress Fees	No charge	/	/	/
VPC	No charge for 6 VPC's per region per	/	/	/
Elastic Load Balancing (ELB)	Charger as EC2 instances	EC2 Instance	EC2 Instance	EC2 Instance
DNS	No charge	/	/	/

Z4 medium server (1vc x 4GB)

$0.05/hrx730hrs =$36.50/mo

EBS boot volume 20GB

$ 0.160 /GB x 20 = $3.20/mo

On-demand price

$39.70/mo

36-month commit price

$19.85/mo for end-user

skycore

USE CASE: VMWARE LIBERATION

VMWARE

+

EMC VNX

PRIMARY
Availability Zone

zCompute

VPSA Storage Array
Primary Storage

Replication

Backup

aws
Amazon S3

SECONDARY/DR
Availability Zone

zCompute

VPSA Storage Array
Primary Storage

CLOUD SERVICES

• Predictable OpEx costs

• No licensing costs

• No vendor lock in

• Cloud-like experience
anywhere you want it

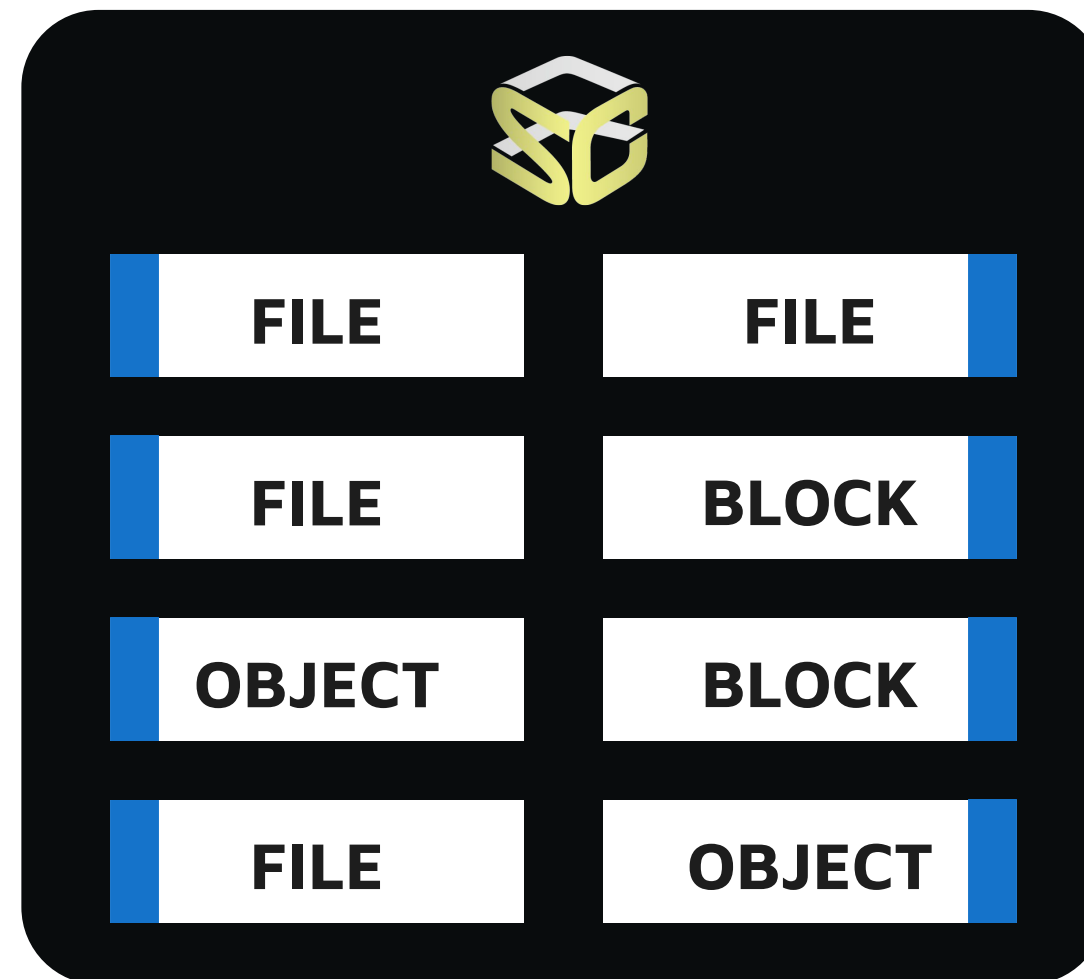• AWS compatibility

skycore

zSTORAGE

zSTORAGE

Our Virtual Private Storage Array (VPSA) can be configured -- and re-configured -- on the fly for any storage workload. A single storage solution for: Any data type. Any protocol. Any location. Adjust on demand.

ALL MEDIA TYPES:

HDD

Hybrid

SSD

FILE	FILE
FILE	BLOCK
OBJECT	BLOCK
FILE	OBJECT

BLOCK

- FibreChannel
- iSCSI, iSER

FILE

- NFS, CIFS
- Active Directory

OBJECT

- S3
- Swift

Virtual Private StorageArray (VPSA)

Available in Colos, Data Centers or in the Cloud

skycore
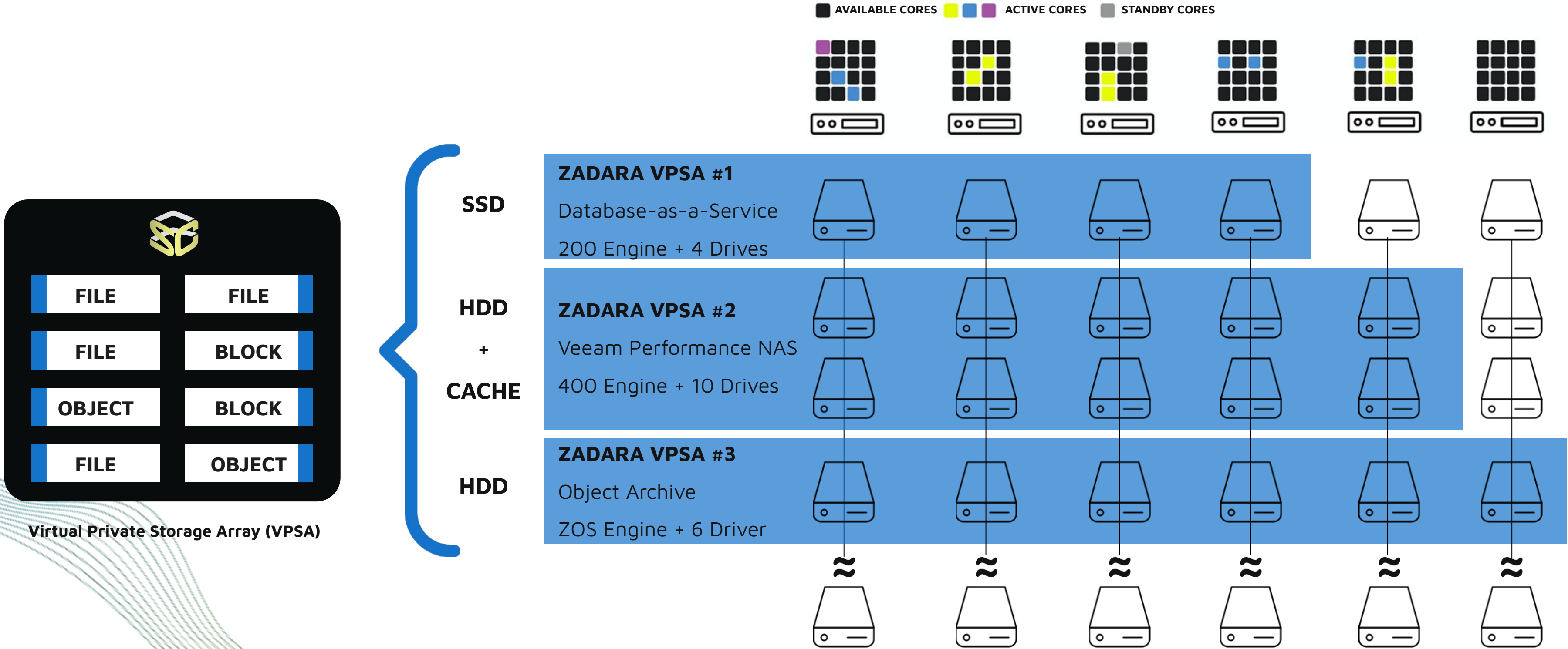
MULTI-TENANT EFFICIENCY IN A SINGLE-TENANT EXPERIENCE

Dedicated CPU, cores, memory, drives, SSD cache. Elastic in all directions.

AVAILABLE CORES ■ ■ **ACTIVE CORES** ■ **STANDBY CORES**

Virtual Private Storage Array (VPSA)

FILE FILE
FILE BLOCK
OBJECT BLOCK
FILE OBJECT

SSD

ZADARA VPSA #1
Database-as-a-Service
200 Engine + 4 Drives

HDD + CACHE

ZADARA VPSA #2
Veeam Performance NAS
400 Engine + 10 Drives

HDD

ZADARA VPSA #3
Object Archive
ZOS Engine + 6 Driver

skycore

5x9s GUARANTEE TO ENSURE DEPENDABLE STORAGE SERVICES FOR YOUR CUSTOMERS.

We designed and patented our technology. We operate it on your behalf. We're so confident in this unique combination that we guarantee your uptime — or we'll pay you back.

99.999%
OUR STORAGE SLA

Our SLA is posted publicly and contractually commits to 99.999% of availability, for more than most cloud service providers.

99.9995%
THE REALITY

Our track record over multiple years exceeds not only our contractual commitment but also the availability of top storage brands.

100%
CREDIT BASIS

Because we are committed to your success we find all downtime unacceptable. We therefore credit you for all storage outages, no matter how short.
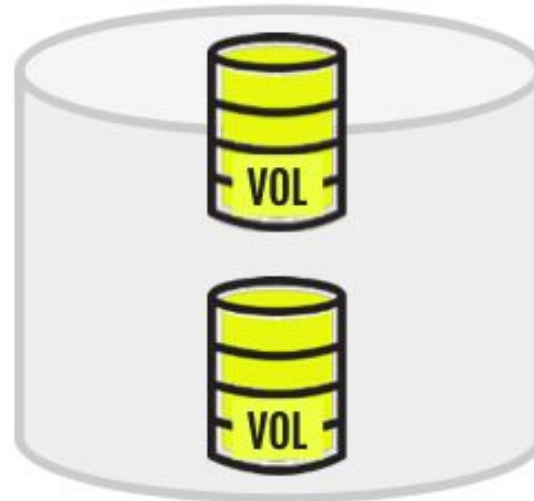
skycore

Real-World Examples

2 GTM BEST-PRACTICES FOR VPSA BLOCK & FILE

POOLS

PRODUCTION

PLAN 1
Full Isolation

=

DB

NAS

Customer

#1

POOLS

PRODUCTION

PLAN 2
Shared

=

NFS
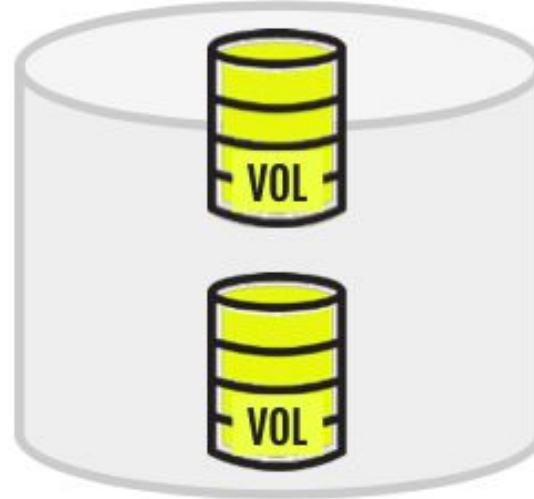
CIFS

Customer

#2

Customer

#3

skycore

2 GTM BEST-PRACTICES FOR BACKUP & OBJECT

POOLS

PLAN 3
Shared

=

NFS

CFS
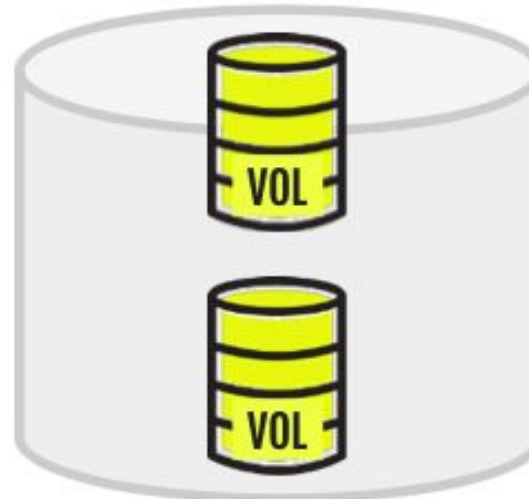
PRODUCTION

Customer

#1

Customer

#2

OBJECT

PLAN 4
Shared

=
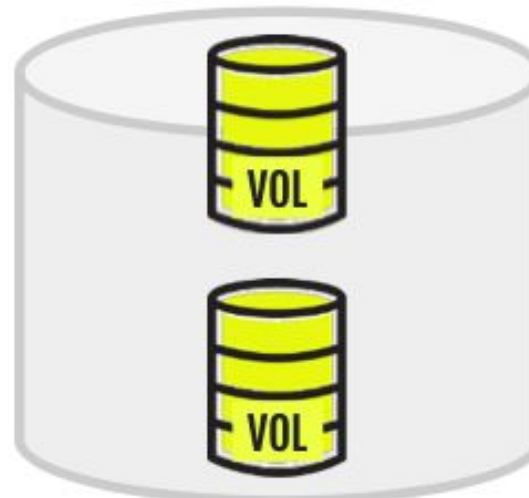
Bucket 1

Bucket 2

PRODUCTION

Costumer

#2

Costumer

#3

skycore

MSP AND PUBLIC CLOUDS: DR, MIGRATION, BACKUP

Public (MSP) – Cloud "A"

zCompute

VPSA Storage Array
Primary Storage

1

VPSA Storage Array
Secondary
Backup Storage

Public or Hypercloud

VPSA Storage Array
Primary Storage

2

VPSA Storage Array
Secondary
Backup Storage

Public or Hypercloud

zCompute

VPSA Storage Array
Primary Storage

3

Public (MSP) – Cloud "B"

1. OnPrem to OnPrem
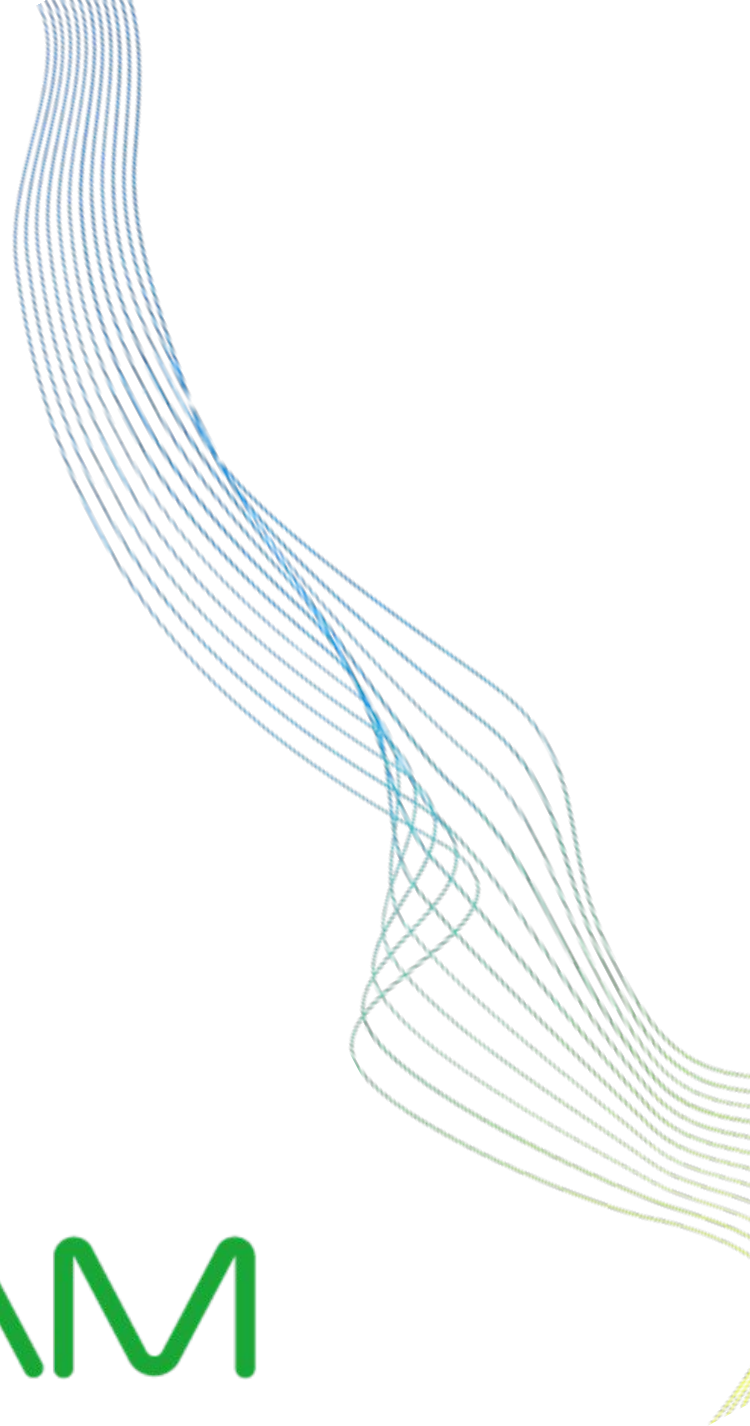
2. Cloud to Cloud

3. OnPrem to Cloud
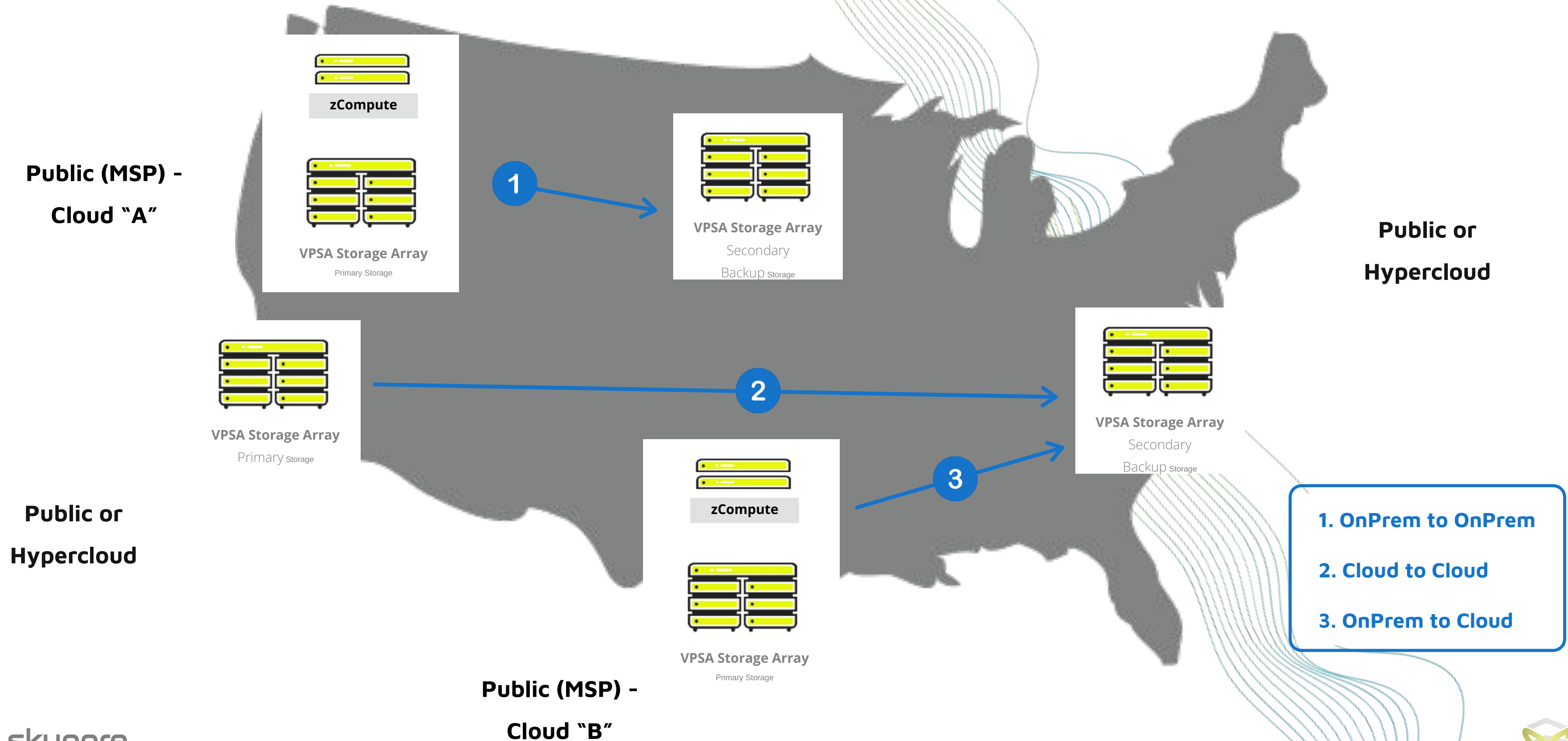
skycore

3-2-1-1-0: THE DATA PROTECTION

Veeam's '3-2-1-1-0' data protection best practice ensures data is completely protected from threats of all types — even ransomware (object lock data immutability).
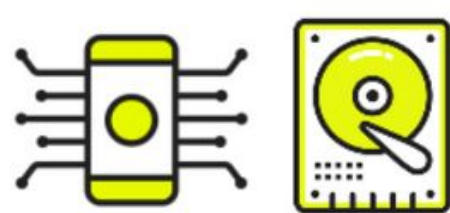
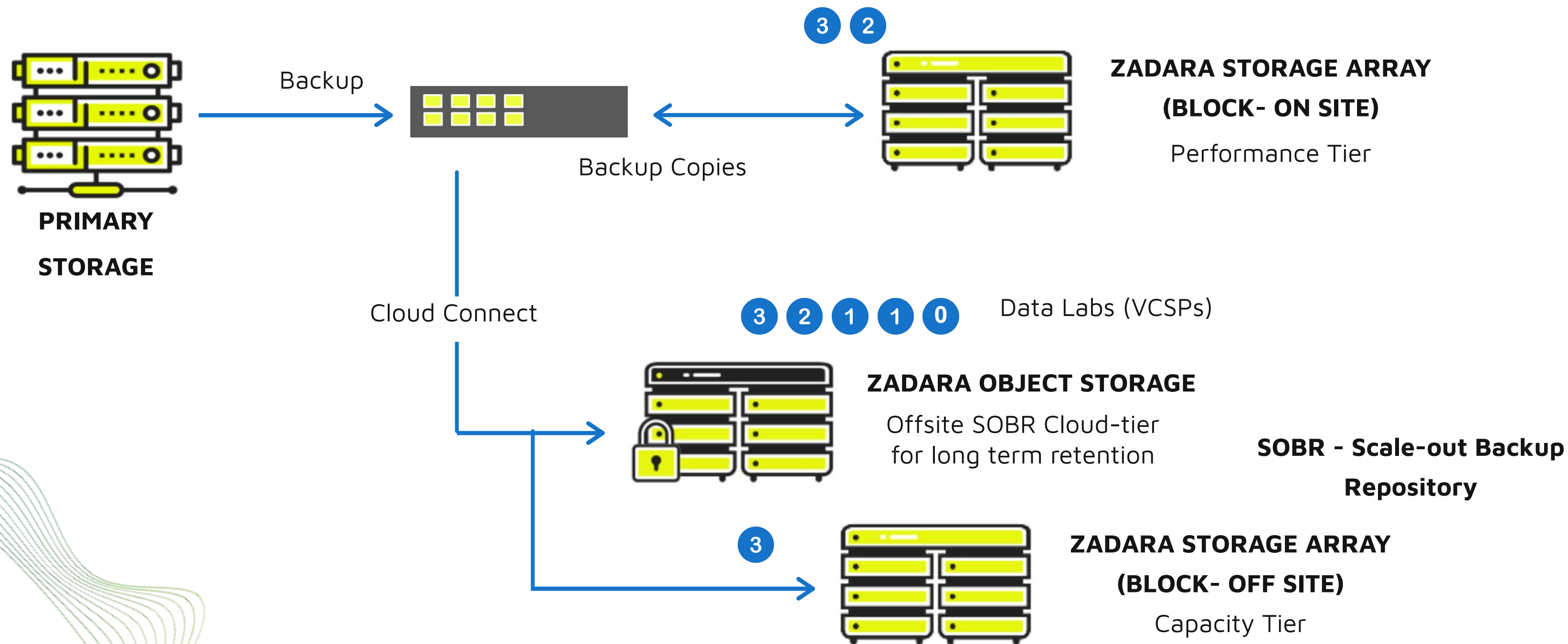| 3	2	1	1	0
different copies of data	different media	of which is offsite	of which is immutable or air-gapped	Errors after backup recoverability verification

BACKUP WITH VEEAM (RANSOMWARE PREVENTION)

Veeam users create and manage multiple backups via a single 100%-OpEx service and isolate backup repositories between tenants at the disk level.

PRIMARY STORAGE

Backup

Backup Copies

Cloud Connect

3 **2**

ZADARA STORAGE ARRAY (BLOCK- ON SITE)

Performance Tier

3 **2** **1** **1** **0**   Data Labs (VCSPs)

ZADARA OBJECT STORAGE

Offsite SOBR Cloud-tier for long term retention

SOBR - Scale-out Backup Repository

3

ZADARA STORAGE ARRAY (BLOCK- OFF SITE)

Capacity Tier

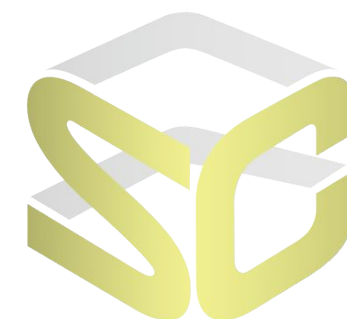skycore

Contact us

skycore swiss ag

📍 baarestrasse 57

6306 zug

schweiz

✉ info@skycore.ch

📞 +41 41 729 09 20

skycore

core.cloud

skycore