

Have your customers hit a wall with cloud adoption?

Ask the million dollar questions and win big business.



SUNGARD
**AVAILABILITY
SERVICES**[®]
PARTNER PROGRAM

With Sungard AS, you are well positioned to quickly and smoothly help your customers overcome the obstacles that are likely to be holding them up—like cumbersome infrastructures taking up valuable IT resource, halting transformation and with it better business outcomes.

But cloud is a complex field to navigate, and no cloud is created equal. Here are some considerations you can guide your customers through, enabling them to keep pace with the speed of cloud and create an IT infrastructure that can make a real difference.

Not all applications are cloud ready

Often, legacy infrastructures (including bespoke cards, physical servers, mainframes, i-Series etc.) and demanding applications (homegrown with no internal knowledge, regulated, high performance, highly secure) cannot move to a shared cloud.

Yet companies still want and need the advantages of cloud for the remainder of their infrastructures and applications.

Help your customers accelerate transformation amidst legacy infrastructures and applications

Our Managed Cloud - Hosted Private Cloud (HPC) solution is the perfect fit for their x-86 world. It combines Dell EMC compute and storage with VMware automation and network security, with Sungard AS management expertise to create a world-class IT operating infrastructure. We leverage our 40 years of dealing with complex environments to deliver a secure, enterprise-class hosted private cloud.

81%
of organizations
are adopting a
multi-cloud strategy¹



Build the perfect cloud for your customers' circumstances

The Sungard AS solution enables you to utilize the flexibility of your customers' other cloud providers alongside our hosted private cloud service. In fact, Sungard AS will help design an overall cloud strategy to fit your customer's application landscape.

Add security and resiliency

Sungard AS is a market leader in recovery services. We can provide complete SLA-backed resiliency and recovery, fully integrated with your customers' hosted private cloud platform, as well as their public cloud environments. Unlike many other cloud offerings that provide standalone managed cloud or recovery services, our end-to-end integrated solution provides consistency with seamless transitions across primary and secondary environments.

Help your customers master their hybrid IT environments

We combine the scalability and agility of a cloud infrastructure with the security, control and performance advantages of a fully dedicated environment. With this capability, you can give your customers the benefit of single tenant resource control, security and performance. Customers can shift from capital expenditure investments to operating expense spending as they implement their digital transformation objectives. And to deliver a truly comprehensive solution, add our integrated security and world-class recovery services to create a fully recoverable production environment for greater peace of mind.

Working with Sungard AS means you can help customers to master their hybrid environment, protect and recover systems and data, and accelerate innovation throughout their enterprise, even during the most challenging times.

Private cloud adoption increased to

75% in 2017¹

DELL EMC

vmware®

¹Kim Weins, "Cloud Computing Trends: 2018 State of the Cloud Survey," Right Scales, 2018, <https://www.rightscale.com/blog/cloud-industry-insights/cloud-computing-trends-2018-state-cloud-survey>

Start asking the million dollar questions.

To learn more, visit the [partner portal](#) and discover how to open up new, recurring revenue opportunities with Sungard AS.



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