

5-STAR WINNER

Partner Program Guide

Scale Computing Partners Are On The Winning Edge

Q. Why do you think edge computing has emerged as a new trend in IT architecture design?

A. Areas like the Internet of Things (IoT) and artificial intelligence (AI) are continuing to grow. With that, we are seeing even more reasons to run workloads at the edge. IT infrastructure needs to adapt to meet today's modern needs and edge computing provides the perfect platform to bring IT into the next decade. Partners will likely start to see that edge deployments and hybrid clouds are areas where new technology is taking hold fast.

Q. Describe the market for Scale Computing's HC3 Edge solution and the opportunity that exists for channel partners to capitalize on it.

A. Whether it's IoT, the digitization of everything or consumer experience expectations, we are seeing an explosion in the demand for IT resources at the edge. This presents a real opportunity for our channel partners to deliver the stability and simplicity customers need to modernize their environments. This also will benefit the managed service market by modernizing their customer implementations with a highly available, enterprise-ready virtual infrastructure and enabling them to provide advanced services without increasing their costs. HC3 Edge truly outclasses the competition on total cost of ownership and simplicity.

Q. What are the key selling points and major benefits that lead to customer acquisition and retention?

A. We help customers derive value from their data and applications. Customers can only derive value from their data if they can access it. IT can be very complex and difficult to manage, and when IT systems go down, access to data is interrupted. With Scale Computing, the platform is self-healing and can automatically identify, mitigate and correct any IT errors. As a result, Scale Computing's HC3 platform is designed to achieve maximum uptime even when local IT resources and staff are scarce.

Q. What are some of the things your partners like best about your partner program?

A. We've invested in structuring the Scale Computing Partner Program to help make our partners more profitable as they increase their investment with Scale Computing. As a Scale Computing partner, you will be the primary contact for prospects and existing end-user customers, laying the foundation for frequent customer contact with local companies. This allows you to address a customer's current and future requirements on an individual level and provide the appropriate information, support and services for the Scale Computing products you represent.

Scale Computing helps you deliver simplicity, availability and scalability at the edge. Learn how at scalecomputing.com/partners.

SCALE
COMPUTING



Scott Mann
Director of North America
Channel

“

Whether it's IoT, the digitization of everything or consumer experience expectations, we are seeing an explosion in the demand for IT resources at the edge. This presents a real opportunity for our channel partners to deliver the stability and simplicity customers need to modernize their environments.

”

