

PARTNER WITH US.

SCALE[®] COMPUTING

Scale Computing is a leader in edge computing, virtualization, and hyperconverged solutions worldwide. HC3[®] eliminates the need for traditional virtualization software, disaster recovery software, servers, and shared storage. The platform is self-healing, automatically correcting infrastructure problems in real-time, enabling applications to achieve maximum uptime. When ease-of-use, high availability, and TCO matter, Scale Computing HC3 is the ideal infrastructure solution.



No vTax

Allows companies to avoid the costly licensing charge of VMware



Highly Rated. Highly Reviewed.

Scale Computing is proud to be recognized as the top hyperconverged and edge solution for many



All-In-One Solution

Virtualization, servers, storage, backup and DR in a single solution



Efficient Design

A simple, scalable, highly available, self-healing system that installs in less than an hour for simple implementations

MARKETS WE SERVE

SMB

- Overworked IT teams with 10 or fewer members
- 1TB to 300TB usable storage
- Benefits from less complexity
- Easily scaled for fast growth companies
- vSLED, manufacturing, healthcare, financial services

Edge Computing for distributed enterprises

- Edge Computing is effective in nearly any type of industry where remote sites exist
- Globally or nationally dispersed organizations with multiple locations
- Centralized IT: limited to no IT staff onsite at remote locations
- Use-cases: retail, manufacturing systems, medical systems, IoT, ROBO

MSP

- Customers with 100 users and below
- Partially or fully outsourced IT
- Monthly recurring pricing available
- Decrease administrative overhead, increase profits



WHY PARTNER WITH US?

Pricing	<ul style="list-style-type: none">• Most competitive pricing in the market compared to other HCI solutions
Ease of Onboarding	<ul style="list-style-type: none">• No minimum requirements and a hassle-free deal registration• Easy to quote, configure and sell - you don't need "X" amount of certifications
Profitability	<ul style="list-style-type: none">• Higher margins than traditional and competitive solutions• Non-commoditized, 100% channel solutions
Differentiation	<ul style="list-style-type: none">• Differentiate yourself with disruptive technology solutions
Partner Community	<ul style="list-style-type: none">• Leverage our partner program for lead sharing, marketing programs, MDF, etc.• Opportunities to grow together

SCALE COMPUTING PARTNER PROGRAMS

Reseller

Our traditional resale pricing model is built to deliver some of the highest margins in the industry.

MSP

If you are managing your customers HC3 systems, our MSP program offers a flexible monthly recurring pricing model to better align with your business model.

Referral

Many consultants make product recommendations based on solutions they know and trust and we feel that should be recognized and rewarded.

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