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

<table>
<thead>
<tr>
<th>SMB</th>
<th>Edge Computing for distributed enterprises</th>
<th>MSP</th>
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</table>
| • 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 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 | • Customers with 100 users and below  
• Partially or fully outsourced IT  
• Monthly recurring pricing available  
• Decrease administrative overhead, increase profits |
### WHY PARTNER WITH US?

<table>
<thead>
<tr>
<th><strong>Pricing</strong></th>
<th>• Most competitive pricing in the market compared to other HCI solutions</th>
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| **Ease of Onboarding** | • No minimum requirements and a hassle-free deal registration  
• Easy to quote, configure and sell - you don’t need “X” amount of certifications |
| **Profitability** | • Higher margins than traditional and competitive solutions  
• Non-commoditized, 100% channel solutions |
| **Differentiation** | • Differentiate yourself with disruptive technology solutions |
| **Partner Community** | • Leverage our partner program for lead sharing, marketing programs, MDF, etc.  
• Opportunities to grow together |

### SCALE COMPUTING PARTNER PROGRAMS

<table>
<thead>
<tr>
<th>Reseller</th>
<th><strong>Our traditional resale pricing model is built to deliver some of the highest margins in the industry.</strong></th>
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<tbody>
<tr>
<td>MSP</td>
<td><strong>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.</strong></td>
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<tr>
<td>Referral</td>
<td><strong>Many consultants make product recommendations based on solutions they know and trust and we feel that should be recognized and rewarded.</strong></td>
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