



DISCOVER TRUE IAAS

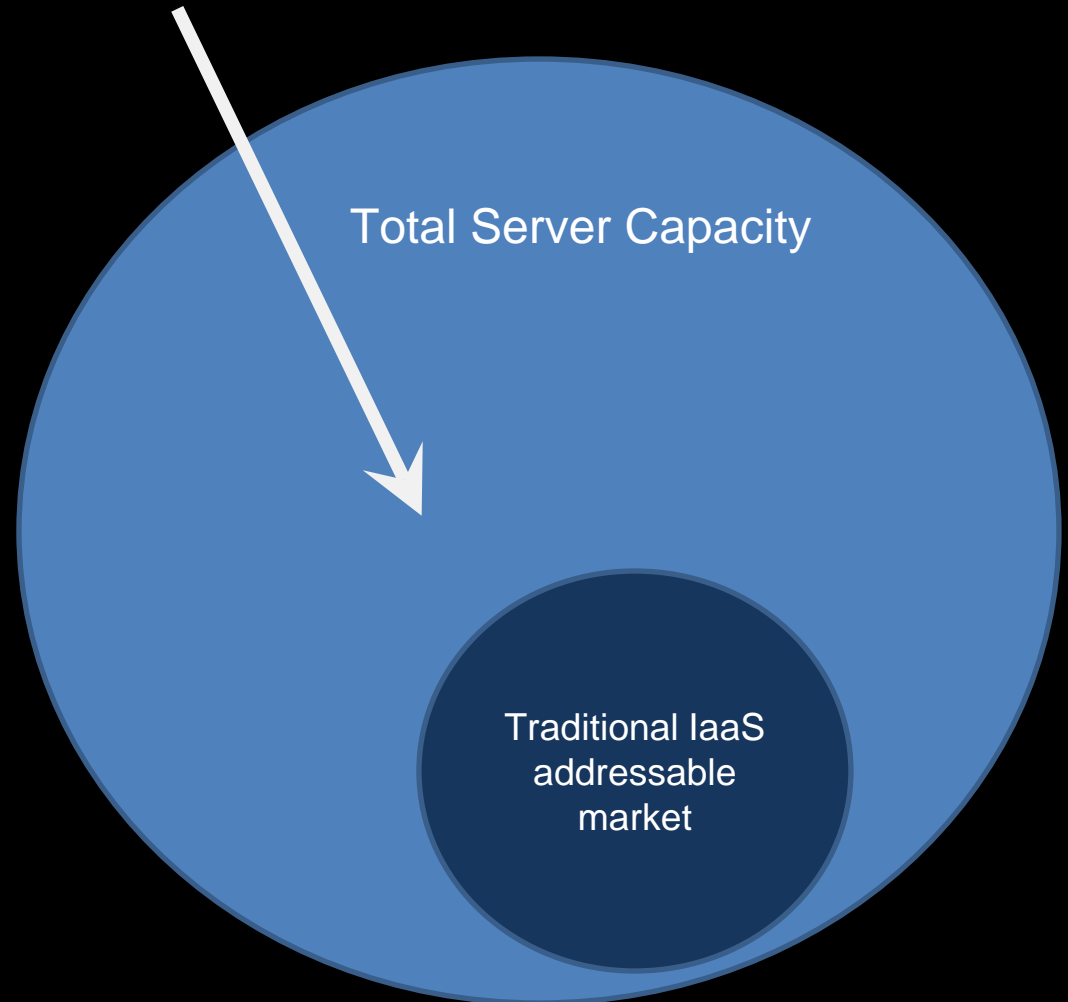


# A Service Provider's Perspective

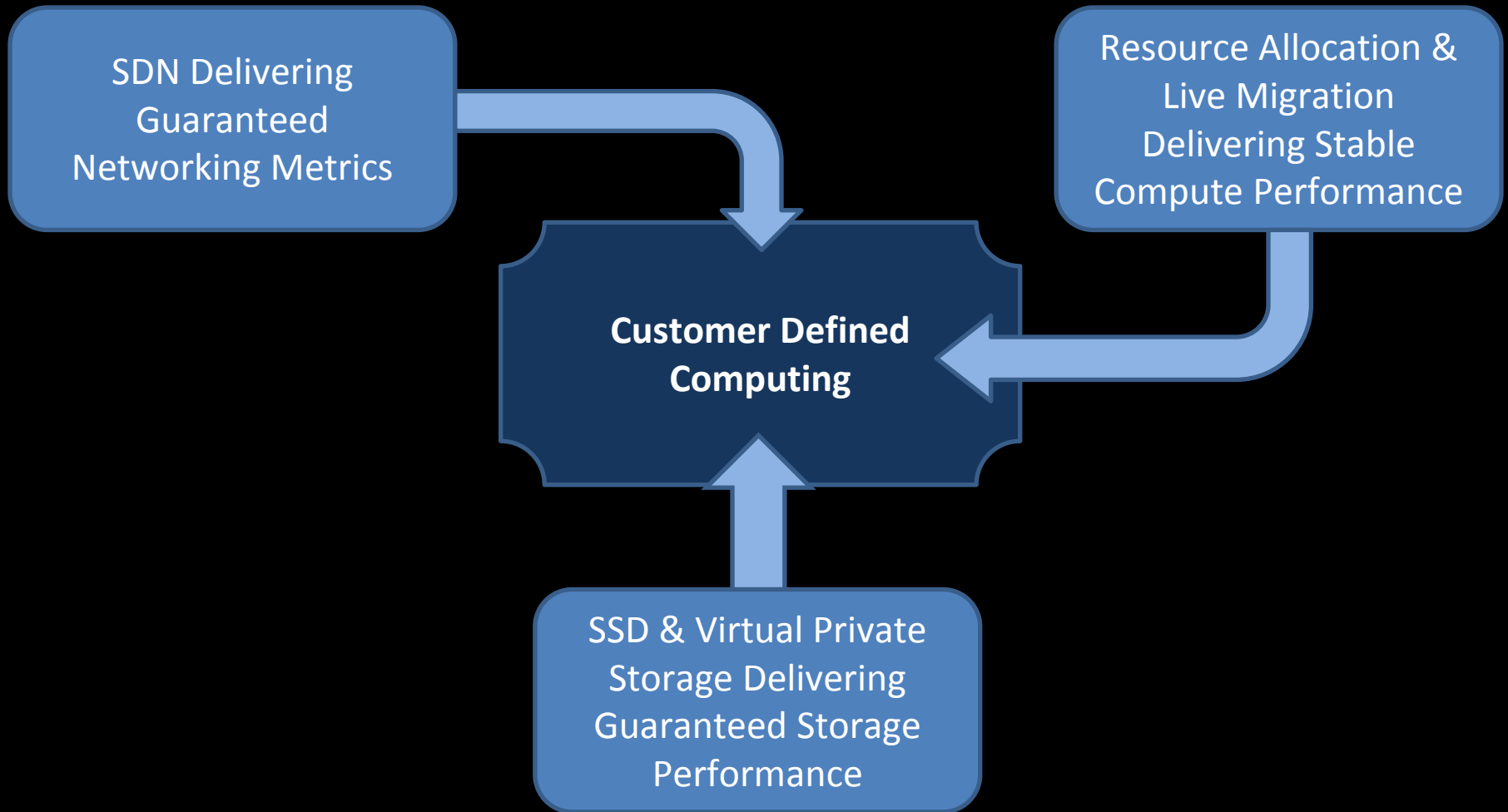
# Next generation power station for digital energy



Public cloud is scratching the surface currently!



# Full performance SLA



# Enterprise Procurement procedures are changing...

- Cloud specific procurement is a reality for all company sizes
- Simple all inclusive pricing schedules in units/time
- Time and volume discounting
- Public cloud 'folding in' increasingly value added storage services

# Cloud Storage value added services

- Advanced snapshot/backup policies and management are becoming a reality replacing corporate SAN feature sets
- Baked in high availability options, multi-site replication and more
- Public clouds are going beyond basic storage offerings to replace expensive corporate storage solutions

# Questions?

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