

CLOUDPHYSICS PRODUCT OVERVIEW

Introduction: CloudPhysics Partner Edition

Channel and vendor partners want their customers to be happy with the products and services they provide. However, these partners are challenged by the need for visibility into their customers' IT infrastructures, which is vital for recommending the most effective solutions. To ensure the highest customer satisfaction, partners must be armed to answer questions like:

- Are my customer's enterprise workloads good candidates for public cloud migration?
- Is my customer's hardware compatible with new software being deployed?
- Does my customer's data center comply with the latest best practices?
- Which infrastructure catalog configuration (CPU, memory, storage I/O, etc.) is the best fit for my customer?
- Does my customer have storage space that can be better used?
- How much cache does my customer need to ensure adequate application performance?

Key Benefits

- Facilitates use of CloudPhysics platform to support targeted data center assessments
- Customized registration web asset for end customers
- Access to a set of supporting tools and resources

Until now, data center complexities made answers to questions like these difficult to find. This could cause mismatches between customer purchases and actual IT needs, risking customer dissatisfaction.

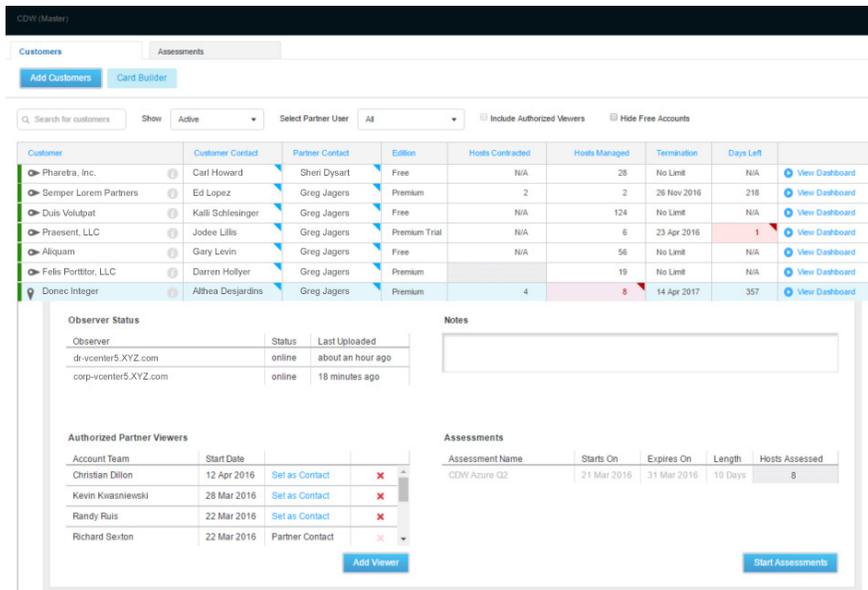
Enter CloudPhysics Partner Edition

Now, CloudPhysics Partner Edition allows channel, MSP and vendor partners to leverage big data analytics when collecting the data needed to optimally engage with their customers. The result: better outcomes for everyone.

Partner Edition uses the same SaaS-delivered data analytics platform, providing high value-add solutions to IT end users. Now channel and vendor partners can continually analyze their customers' data centers, helping customers and partners collaborate on diagnosing performance issues. This ensures overall IT health and helps customers plan for change and growth.

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In addition to infrastructure insights, Partner Edition highlights opportunities for runtime optimization and helps provide tailored product and service recommendations. Partner Edition also points to opportunities for migrating local workloads to the public cloud.



The screenshot shows the CloudPhysics Partner Edition interface. At the top, there are tabs for 'Customers' and 'Assessments'. Below the tabs are buttons for 'Add Customers' and 'Card Builder'. A search bar and filters are present, including 'Show: Active', 'Select Partner User: All', and checkboxes for 'Include Authorized Viewers' and 'Hide Free Accounts'. The main table lists customers with columns for Customer, Customer Contact, Partner Contact, Edition, Hosts Contracted, Hosts Managed, Termination, and Days Left. Below the table, there are sections for 'Observer Status', 'Authorized Partner Viewers', and 'Assessments'.

Customer	Customer Contact	Partner Contact	Edition	Hosts Contracted	Hosts Managed	Termination	Days Left	
Phareta, Inc.	Carl Howard	Sheri Dysart	Free	N/A	28	No Limit	N/A	View Dashboard
Semper Lorem Partners	Ed Lopez	Greg Jagers	Premium	2	2	28 Nov 2016	218	View Dashboard
Duis Volupat	Kali Schlesinger	Greg Jagers	Free	N/A	124	No Limit	N/A	View Dashboard
Praesent, LLC	Jodee Lillis	Greg Jagers	Premium Trial	N/A	6	23 Apr 2016	1	View Dashboard
Aliquam	Gary Levin	Greg Jagers	Free	N/A	56	No Limit	N/A	View Dashboard
Felis Porttitor, LLC	Darren Hollyer	Greg Jagers	Premium		19	No Limit	N/A	View Dashboard
Donec Integer	Althea Desjardins	Greg Jagers	Premium	4	8	14 Apr 2017	357	View Dashboard

Observer Status

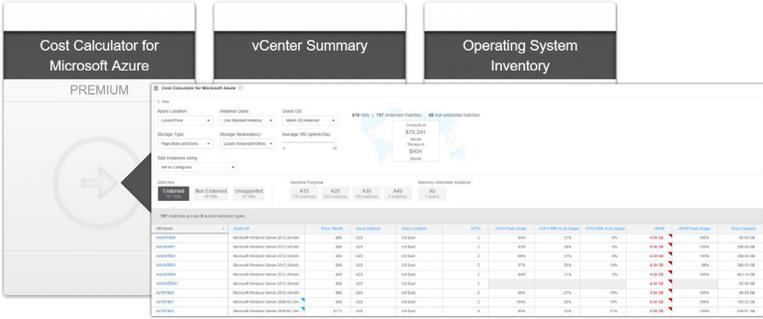
Observer	Status	Last Uploaded
di-vcenter5.XYZ.com	online	about an hour ago
corp-vcenter5.XYZ.com	online	18 minutes ago

Authorized Partner Viewers

Account Team	Start Date	Set as Contact	
Christian Dillon	12 Apr 2016	Set as Contact	✗
Kevin Kwasniewski	28 Mar 2016	Set as Contact	✗
Randy Ruiz	22 Mar 2016	Set as Contact	✗
Richard Sexton	22 Mar 2016	Partner Contact	✗

Assessments

Assessment Name	Starts On	Expires On	Length	Hosts Assessed
CDM Azure Q2	21 Mar 2016	31 Mar 2016	10 Days	8



Key Capabilities and Features

For starters, Partner Edition dovetails with the CloudPhysics platform to support targeted data center assessments. This allows partners to engage in data-supported dialogue with their customers, which builds and fortifies the partner-customer relationship, generating new, data-justified, product and service improvement opportunities. Assessments can be custom-designed or selected from a suite of pre-packaged options, including:

- Public Cloud Migration Assessments
- Hyper-Converged Storage Assessment
- VMware Storage Health Checks
- Infrastructure Services Assessments
- Host Compatibility Assessments
- Inventory Assessments

Each assessment comes with a customized registration web asset for end customers, created and hosted by CloudPhysics. This asset ensures that each registered customer receives instant access to the desired partner-branded assessment. Such assessments can be created by distributors as well, allowing distributor partners to create assessments and offer them through their partner ecosystem.

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Each Partner Edition user also gains access to a set of supporting tools and resources:

- The CloudPhysics **Customer Intelligence Report**, which scans a partner’s customer base, identifying data center optimization opportunities, such as cloud migration, storage reclamation, security risk detection (e.g., Heartbleed vulnerability), over-provisioned workload recognition, or infrastructure consolidation.
- A customized, “assessment-aware” version of the **CloudPhysics Partner Portal**, allowing partners to compare and contrast the success of each CloudPhysics-enabled assessment.
- An assigned, dedicated **Technical Account Manager** to support the partner during initial setup, and throughout the running assessment.
- A full complement of **training and onboarding materials**.

Proven examples of assessments supported by CloudPhysics Partner Edition include an Azure Migration Edition and a Hyper-Converged Storage Edition.

About CloudPhysics

CloudPhysics provides data-driven insights for smarter IT, delivering unprecedented data center analytics to a broad range of users. CloudPhysics’ agile, scalable SaaS solution continuously analyzes customer environments and leverages collective intelligence to yield actionable results that optimize performance, lower costs, reduce risk, and enable smarter business decisions. Headquartered in Santa Clara, CA, CloudPhysics serves thousands of end users worldwide across major industries and supports a robust partner network. For more information, www.cloudphysics.com