

Getting Our Share of Public Cloud in Americas

Fast Fact

According to a commissioned study [conducted by Forrester Consulting](#) on behalf of Virtustream, 97% of organizations consider mission-critical applications to be part of their multi-cloud

Target Customers

Who are running mission-critical applications and want to:

- Transform IT and modernize infrastructure by moving to cloud, with onboarding, migration and managed services
- Provide guaranteed SLAs, scalability, security and compliance
- Move to consumption-based billing using opex rather than capex

Value Proposition

Virtustream Enterprise Cloud is the only cloud platform purpose-built specifically for handling complex IT landscapes—with a specialty in running mission-critical apps

The Elevator Pitch

- Now you can run mission-critical apps in the cloud with better performance, agility, security and superior economics
- We've created an enterprise-class cloud for apps like ERP, Electronic Health Records, Insurance
- With Virtustream cloud you get all the benefits of public cloud with private cloud features. Run these apps in a truly modern hosting architecture—addressing performance and security directly.

How Will I be Paid?

- Opportunities referred to Virtustream and accepted will earn commissions paid quarterly when opportunity is won
- Higher commissions will be paid if consolidated billing is facilitated through solution provider to end user. These opportunities also contribute to Dell EMC rebate levels.

Qualification

Audience CIO, application development and management team, security team, infrastructure team

Virtustream Enterprise Cloud vs. General Purpose Public Cloud

	General Purpose Public Cloud	Virtustream Enterprise Cloud
Performance SLAs	X	✓ Application Latency
Availability SLAs	✓ Infrastructure only	✓ Up to Application ¹
Continuous Auditing of Security and Compliance	X	✓ Industry Specific
Utility Billing	✓ T-shirt Sizing	✓ Consumption Based
Assessment, On-boarding and Migration Services	X	✓ Virtustream Experts
Managed Services	X	✓ Up to Application ¹

We're Here to Help

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Case Studies: [Dell Digital](#) [doTERRA](#) [NIBCO](#) [Coca-Cola BIG](#)

