

Getting Our Share of Public Cloud in Americas

Fast Fact

Virtustream was named a Leader in the [Forrester Wave report for Hosted Private Cloud Services in North America](#), Q2 2020 and identified by Forrester as a good fit for customers looking to host their most challenging mission-critical packaged applications - especially SAP and Epic.

Target Customers

Organizations running SAP or Epic applications looking to:

- Transform IT and modernize infrastructure by moving to the cloud, with onboarding, migration and managed services
- Leverage guaranteed SLAs (up to 99.999%), scalability, security and compliance
- Move to consumption-based billing using OpEx rather than CapEx

Value Proposition

Virtustream cloud solutions radically simplify and accelerate the secure cloud transformation for your SAP or Epic workloads.

The Elevator Pitch

- Run SAP or Epic in the cloud with confidence and simplicity
- End-to-end services across the full stack and full cloud lifecycle
- Superior security, reliability and performance with predictable consumption-based economics
- Personalized high-touch experience spearheaded by a designated customer success expert

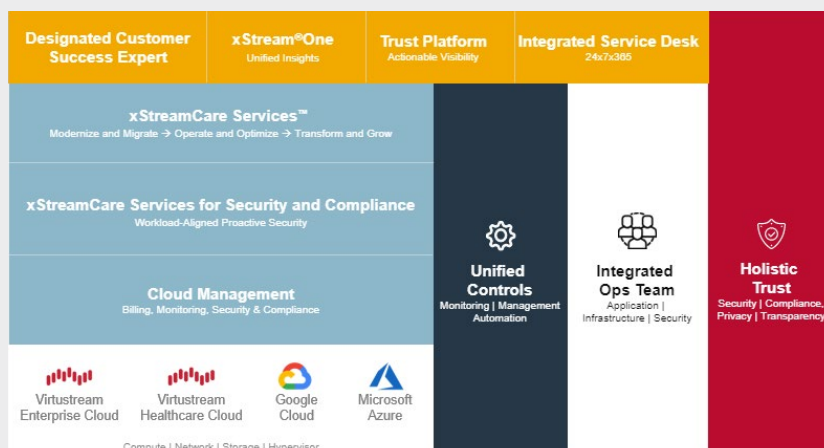
How Will I Be Paid?

- Accepted and won opportunities referred to Virtustream earn commissions (paid on monthly recurring revenue quarterly)
- Higher commissions for consolidated billing facilitated through the partner
- Opportunities can contribute to Dell Tech Partner Program storage rebates

Qualification

Bridge introductions to CIO, application development and management team, security team or infrastructure team

Virtustream's Fully Integration Solution



We're Here to Help

- For more information contact [John Leonbruno](#) or download our resources such as [data sheets](#) and [analyst reports](#).
- Case Studies and Press Releases: [Franciscan Health OmniSYS](#) . [AdventHealth doTERRA](#) [NIBCO](#)

U.S. Based Pharmaceutical (Animal) Company

\$3M Annual Contract Value

- End-to-end transformation and implementation of their global SAP instance and non-SAP workloads as part of a major divestiture
- Customer had limited in-house SAP expertise and needed migration assistance
- Required 2300+ project related changes as part of the transition
- Better together approach with partner and Dell team created a solution managed by the team to solve the company's unique business challenges



U.S. Based Not for Profit Healthcare System

\$3.5M Annual Contract Value

- Had an executive mandate to pursue a "cloud first" strategy which made moving Epic to the cloud an urgent, strategic initiative
- Two stage Epic EHR delivery with full managed services provided by Virtustream in steady state
- Virtustream's flexible pricing model, ability to host ancillary applications beyond Epic and strong customer base led the healthcare system to select Virtustream



Canadian Beverage Retailer

\$1.5M Annual Contract Value

- Solution and delivery completed in partnership with Dell and Canadian partner IMP Solutions
- Migrated SAP to a managed Virtustream Enterprise Cloud platform
- Met data sovereignty regulations with Virtustream's global cloud infrastructure



About Virtustream

Virtustream LLC, a Dell Technologies business, is the enterprise-class cloud company that is trusted by organizations worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers, healthcare organizations and government agencies Virtustream's xStreamCare Services™ expertise combined with the Virtustream xStream® Management Platform and Infrastructure-as-a Service (IaaS) meets the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud – whether private, public or hybrid.

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