The Logicalis Software Provider Program:

Gain a competitive advantage with a secure enterprise cloud, SaaS or managed on-site appliance program for software providers

If you want shorter sales cycles, smoother deployments and an exceptional customer experience, let us help you migrate your software to the cloud and transform your business.
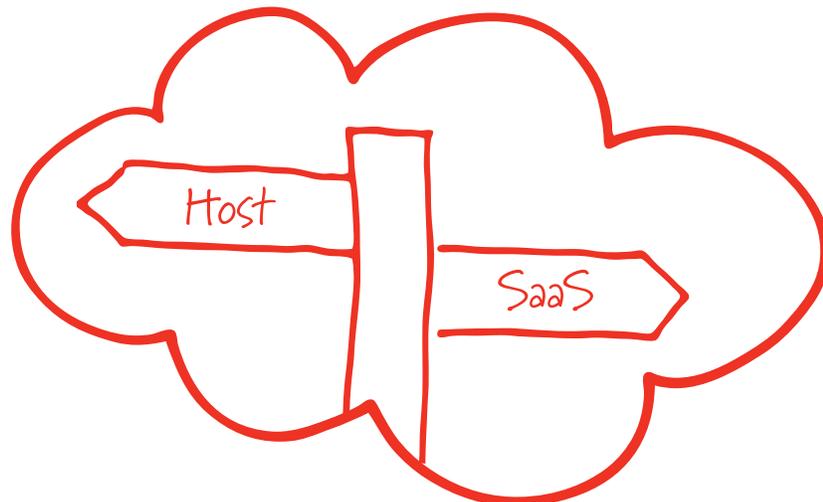
Logicalis is focused on helping Software Providers move to the cloud and make your customers' infrastructure technology simple, efficient and agile. Whether you need an integrator to deliver a turnkey, managed appliance platform for your solution or you want to offer Software-as-a-Service (SaaS) hosted in the Logicalis Enterprise Cloud, Logicalis has the experience to help you get your solution to market faster.

Provide the business model your clients are demanding

Nearly half of all Software Providers will be SaaS providers by 2015 – so if you are not already there, your company is likely headed in that direction. Your transition to SaaS, cloud offerings or a hosted solution doesn't have to be difficult.

Let us help you:
- Architect the solution that best fits your business
- Grow your market share – so you can focus on selling and enhancing your application
- Shorten your sales cycle by providing infrastructure options and budgets early on
- Get your share of new customers who want a pay-as-you-go model, operational expense model or do not want to buy on-premise hardware
- Improve your customer experience with a managed and monitored infrastructure that keeps your applications performing at their best
- Offer your solution as SaaS via the Logicalis Enterprise Cloud

Did you know?

- By 2015, 50 percent of alll SPs will be SaaS providers.

- SaaS revenue was $9.2 billion in 2010, up more than 15 percent from the previous year (compared to 1 percent growth for on-premise software revenue).

- SaaS will represent 3/4 of all spending on public cloud services by 2015.

- Public cloud computing will fuel the information technology industry for the next 25 years.

- Your clients are DEMANDING new models.

Jon Hardenbrook
Technical Product
Manager,
API Healthcare

"Our solutions aren't something you can just throw on your basic public cloud. Logicalis monitors and manages everything from the operating system down, leaving API free to focus on managing its solutions for its clients."

Gain the benefits of services designed especially for Software Providers

The Logicalis Enterprise Cloud platform is built on our managed infrastructure and a select portfolio of software tools and services that help transition single-tenant applications to a multi-tenant services model. This high-availability solution is based on highly redundant, top-brand hardware running Windows, Linux, IOS or AIX operating systems, combined with Logicalis' hosted network, enhanced firewalls, load balancing database software, managed virtual servers, data storage, backup and recovery services. On top of this basic solution, you can select from a variety of optional add-on services and products including application performance monitoring, web application firewall protection, Service Desk, cloud consulting and assessment workshops, virtual testing services – and more.

Benefits you will experience as a Software Provider:
- Significantly reduced timeframe for software implementations
- New ability to market to customers who do not want to buy on-premise hardware
- New revenue streams that include infrastructure services
- Lower costs of migrating to the cloud
- Flexible offerings: Hosted, Managed Appliance, SaaS
- ITSM change management and monitoring for your applications
- Secure Enterprise: SAS70-ii, HIPAA, PCI

Improvements your end-user customers will experience:
- Faster time-to-value for application
- No capital project required for on-premise hardware
- Cloud pricing model – pay only for what you use
- Cash flow aligned to achieving benefits
- Less internal IT support burden
- Lower total cost of ownership

Benefits of the Logicalis Enterprise Cloud:

- **High Performance**
  The Logicalis Enterprise Cloud is built on VMware virtualization technology, Cisco virtual fabric technologies and hardware platforms from our top-tier vendor partners. The cloud is designed to deliver scalable computing and advanced enterprise services, leveraging enterprise-class servers, storage and networking infrastructure to support your SaaS business.
- **Security**
  The Logicalis Enterprise Cloud incorporates best management practices. It is designed for complete redundancy, is SSAE-16 certified and addresses HIPAA and other regulatory requirements.
- **Management and Monitoring**
  Logicalis draws on more than a decade of experience providing enterprise-class monitoring and management to ensure reliable service 24x7 for the most demanding enterprise applications. Your customers get a better experience.
- **Flexibility**
  Logicalis Enterprise Cloud is a multi-tiered cloud infrastructure built on a set of predefined services with support levels designed to meet your exact needs. We offer Windows, Linux, AIX and i5/OS operating systems. Our state-of-the-art portal and orchestration technology enables self-provisioning and empowers scalability.

Let us help you solve these and other challenges with a SaaS solution:

- Meet changing customer demands

- Find more cost-efficient ways to provide your software

- Decrease time to market

- Get out from under the burden of tech support

- Meet security and regulatory demands

- Keep up with rapidly changing business needs with scalability

- Implement SaaS offerings, with limited in-house experience or technical skill around SaaS

Why Logicalis?

Logicalis has a decade of experience and the enterprise infrastructure, security and support to bring your solution to market as a SaaS offering. The combination of our Logicalis Enterprise Cloud, managed services, world-class Service Desk and application development consulting provide a complete toolset for you to transform your business into SaaS.

Benefit from:
- Financially strong international company with exceptional U.S. coverage
- Highly skilled sales and technical organizations with more than 2,000 certifications
- Industry-leading technologies from VMware, IBM, HP and Cisco
- More than a decade of managed services experience
- Broad solution integration experience

Solution Integration Experience

Benefit from our broad portfolio of solutions and our extensive infrastructure experience across the nation for many different industries, including specific applications for networks, mobility and unified communications, portals, data warehouse and decision support, email archiving, consulting, managed services and more.

Broad Service Delivery Capability

Gain confidence with our strong record as a solutions integrator with product experience from handheld devices to high-end servers and SANs. Our services practice offers resources across the entire country, including deep application development and integration experience in mobility, portals and business intelligence. In short, you can trust us to support you in getting your application running and in supporting your customers' IT infrastructure needs post-sales.

Logicalis Enterprise Cloud (LEC)

LEC is a multi-tiered cloud infrastructure built on a set of predefined services with flexible support levels. The infrastructure underlying the platform incorporates services management best practices. It is designed for complete redundancy, leveraging enterprise-class servers, storage and networking infrastructure. The LEC is backed by more than a decade's worth of Logicalis' experience as a managed service provider. We are SAS70 certified and have implemented safeguards for security, HIPAA-compliant data handling and other regulatory requirements.

Logicalis Infrastructure Services Practice

Get a team on your side that includes more than 300 highly experienced and certified consultants and extensive partner relationships focused on these solution areas:
- Consolidation and Virtualization (server/storage/networks)
- Storage Services
- Data Center Assessment and Efficiency
- Unified Communications (voice/data networks)
- Email Management and Archiving
- Managed Services (remote monitoring/24 x 7 IT support)
- Backup, Business Continuity and Disaster Recovery
- Contract Maintenance Services and Asset Management

We invite you to partner with us and let us help you grow your business.

For more information visit **www.us.logicalis.com/isvcloud**.

What can we do for your organization?

Contact Logicalis to learn how we can help.

Visit
www.us.logicalis.com /isvcloud

Call
866.456.4422