

An aerial view of a city at night, overlaid with a glowing digital network of white lines and nodes. The network consists of numerous circular nodes connected by thin, curved lines, creating a complex web that spans across the city's buildings and roads. The overall color palette is dark blue and black, with the white lines and text providing a high-contrast focal point.

# How MSPs Can Thrive in the Modern Digital Transformation (DX) Era

**Scott Mann – Director of NA Channels  
Scale Computing**

# The Internet of Things

**...the network of physical objects that contain embedded technology to communicate and sense or interact with their internal states or the external environment. - Gartner**

# THRIVING IN THE MODERN DX ERA

## WHEN I HEAR IOT I THINK...



**Industrial**



**Finance**



**Retail**



**Logistics**



**Smart Cities**



**Healthcare**

# THRIVING IN THE MODERN DX ERA

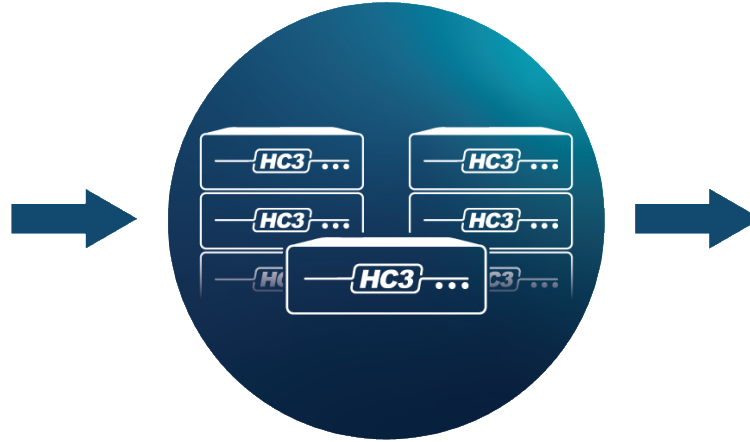
## IOT REQUIRES EDGE COMPUTING

*Internet of Things (IoT)*



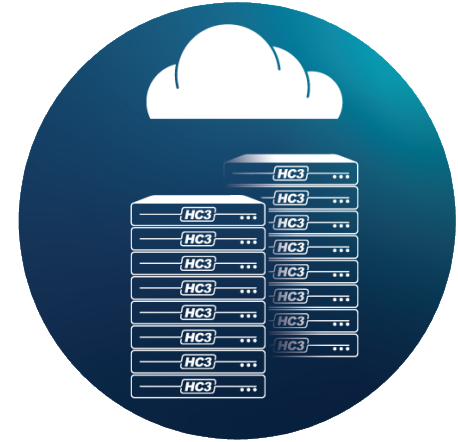
**Collect the Data**

*Edge Computing*



**Process the Data**

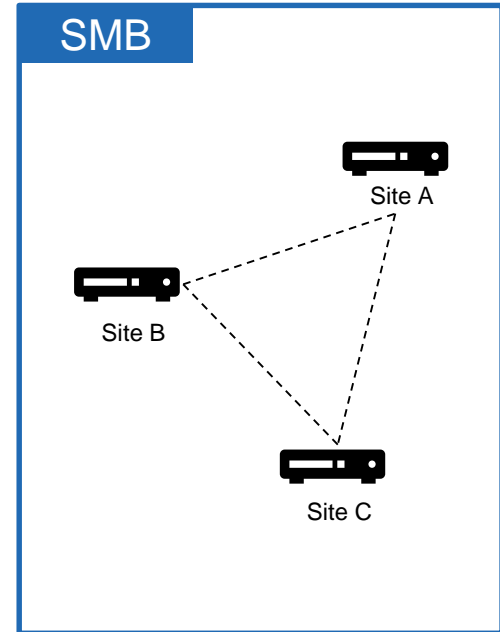
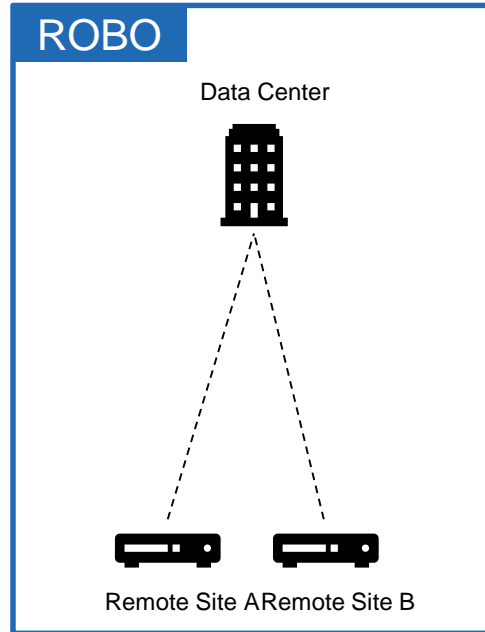
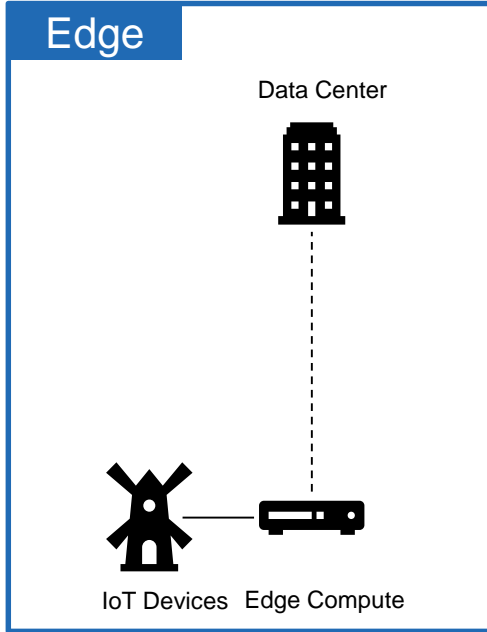
*Cloud/  
Datacenter*



**Make Sense of the Data**

# THRIVING IN THE MODERN DX ERA

## EDGE, ROBO AND SMB SHARE SIMILAR NEEDS



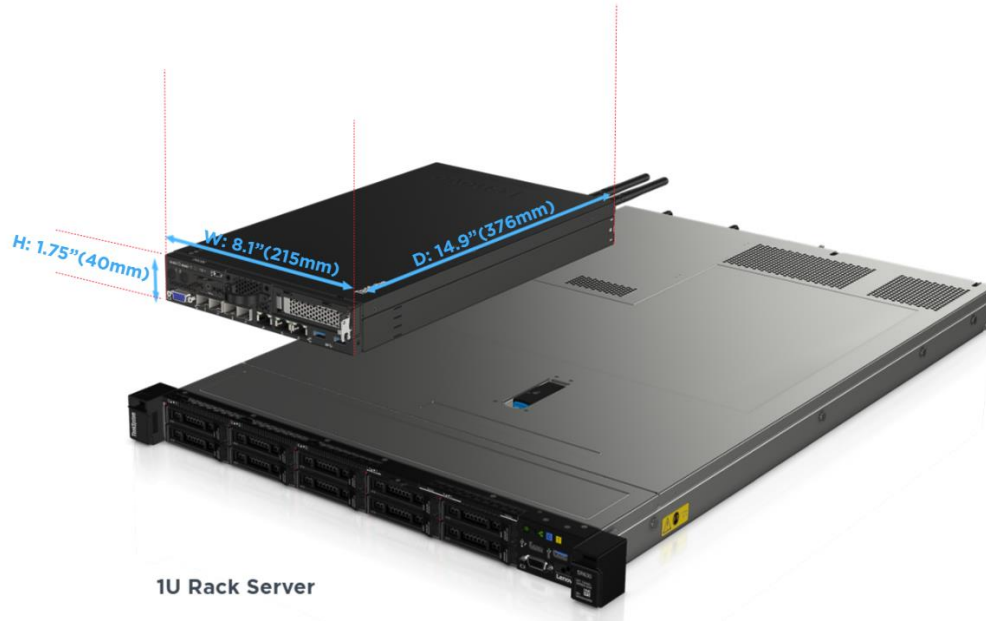
Requirements:

- Easy to set up, use and manage
- Ability to start small and scale easily as needs change
- Cost-effective

# THRIVING IN THE MODERN DX ERA

## HOW IS THIS EFFECTING THE INFRASTRUCTURE?

Decreasing server footprints to meet requirements



# THRIVING IN THE MODERN DX ERA

## EDGE, ROBO, AND SMB

### Top Concerns:

- **Manageability**  
How can I manage it with limited IT resources onsite?
- **Availability & Dependability**  
How can I ensure maximum uptime? Also, I plan on keeping this 5, 6, 7+ years
- **Disaster Recovery**  
How easily can I get back up and running if something does happen?
- **Scalability**  
How easily can I add compute and/or storage capacity?
- **Operating Environment**  
Where can I put the hardware? Closet? Under a desk? Above a refrigerator?
- **Affordability**  
How can you help me reduce my expenses?

**Hyperconverged solutions help with all the above...**

# INTRODUCING SCALE COMPUTING HC3

## HOW HYPERCONVERGENCE HELPS

### Simplicity

- Unified Management
- Pre-configured Storage
- Deploys in < 1 hour

### Availability

- Self-Healing
- Backup/Replication
- DRaaS



### Scalability

- From Single Node
- Seamless Scale-Out
- Mix-and-Match

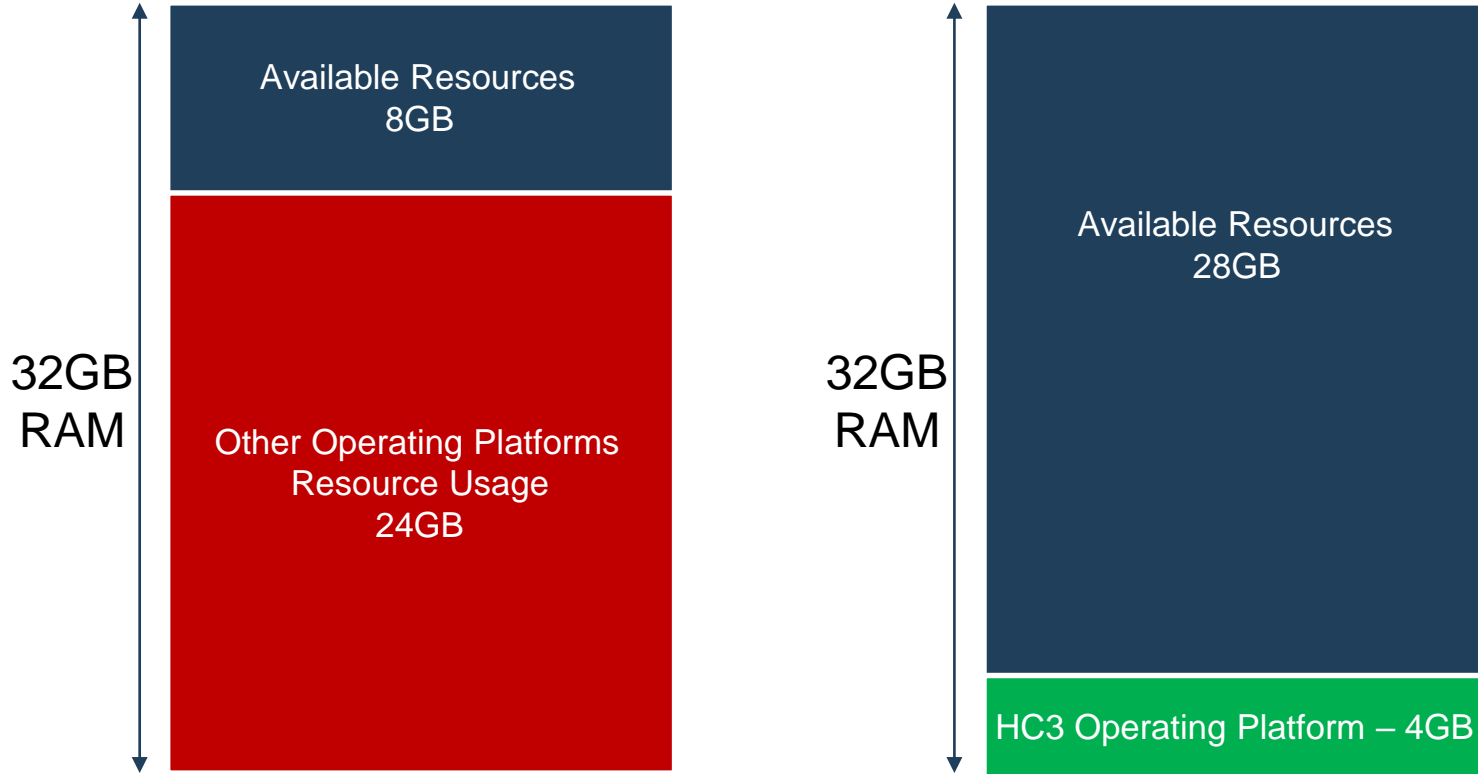
### Affordability

- Complete Stack
- No Software Licensing
- Low Price, Lower Costs



# INTRODUCING SCALE COMPUTING HC3

## SCALE HYPERCORE: LIGHTWEIGHT PLATFORM



# INTRODUCING SCALE COMPUTING HC3

## PRICING THAT FITS THE NEEDS

Coming this quarter:



### HE500



#### CPU

1 x Intel® Xeon® E-2100 Processor

#### RAM

32, 64

#### Storage (RAW)

4TB-64TB

Starting at  
**\$166/mth\***

### HC1000



#### CPU

1 x Intel® Xeon® Scalable Processors

#### RAM

64- 768

#### Storage (RAW)

4TB – 31.68TB

Starting at  
**\$220/mth\***

### HC5000



#### CPU

1 x Intel® Xeon® Scalable Processors

#### RAM

64- 768

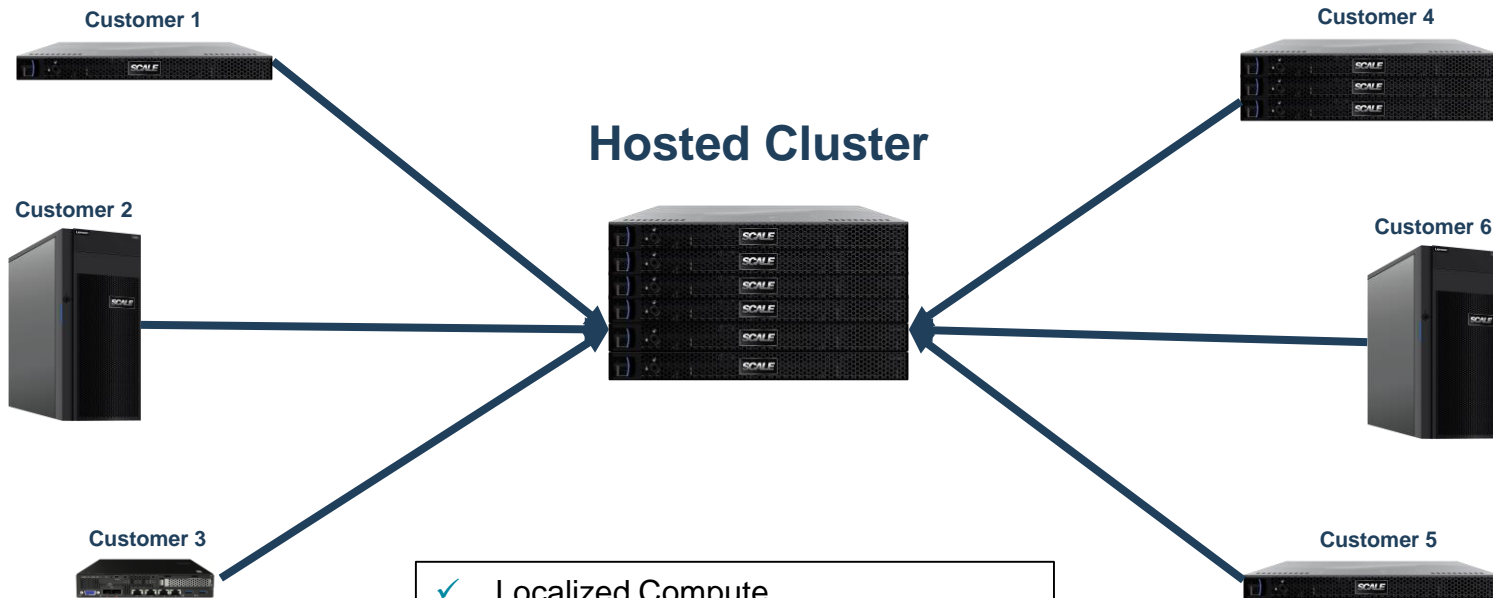
#### Storage (RAW)

38.88TB – 95.04TB

Starting at  
**\$502/mth\***

# INTRODUCING SCALE COMPUTING HC3

## BUILDING AN MSP PARTNERSHIP WITH US



- ✓ Localized Compute
- ✓ Built-in Disaster Recovery
- ✓ Seamless File-level and VM Recovery
- ✓ Multi-site management

# INTRODUCING SCALE COMPUTING HC3

## WINNING THE COST BATTLE WITH HC3

### Hosted Cluster



#### 3-Node Hosted Cluster

# of Cores: 24  
RAM: 384GB  
SSD Raw Capacity: 2.88TB  
HDD Raw Capacity: 36TB  
Networking: 10GbE

**\$860/month**

### Client Sites



#### Single Node Client Site

# of Cores: 4  
RAM: 64GB  
SSD Raw Capacity: 960GB  
Networking: 1GbE

**\$186/month**

Replication  
←

- ✓ Eliminate CapEx costs
- ✓ Decrease management and labor costs
- ✓ Added DRaaS capabilities
- ✓ Increased Scalability
- ✓ Increased Profits


PARTNER  
WITH US.

**SCALE**  
COMPUTING

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