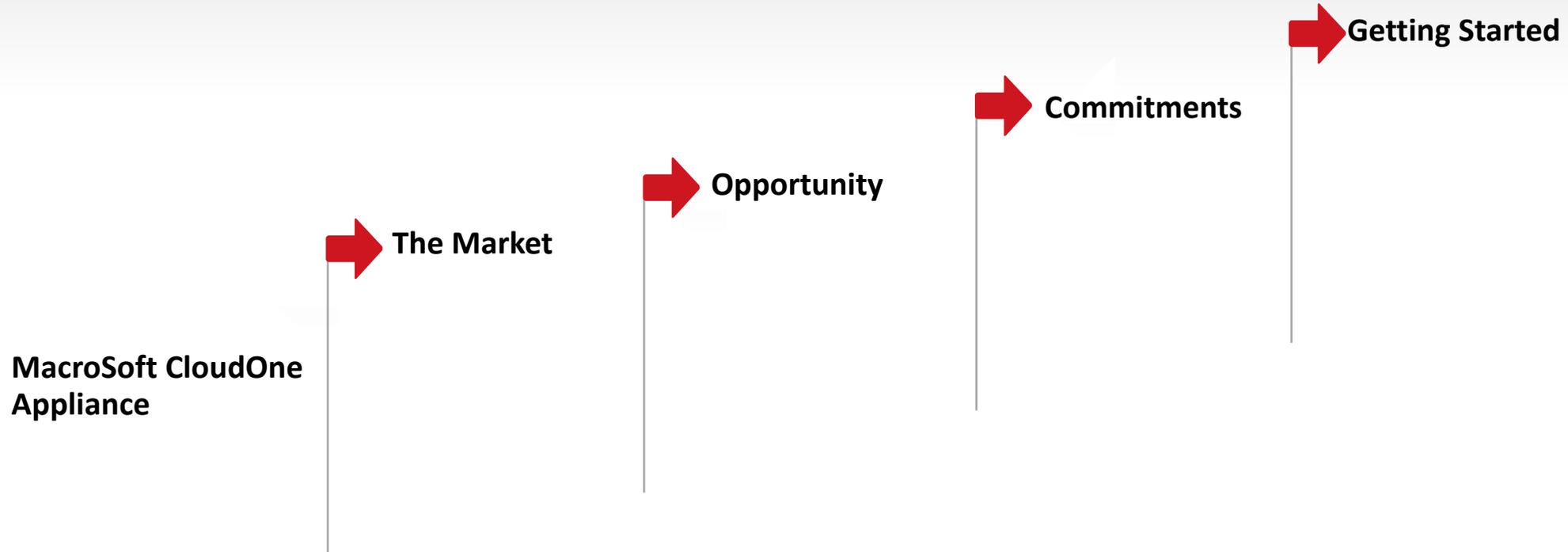


Cloud One



MacroSoft Inc Value Proposition

Today's Discussion



Our Solution

Description:

- Single management console that manages their cloud environments
- Ability to deploy on premise private clouds, integrated access to a wide selection of public cloud
- Composed of a combination of a hardware device and our own proprietary software solution.

Feature/ Benefits:

- Cloud management and IoT platform
- Self-contained hardware unit
- Built in security and network
- Pre-integrated access to most major public cloud offerings
- Comprehensive APIs

Use Cases:

- Managed Networking
- Managed Security
- Enterprise Departmental Server
- Cloud Server
- IoT Application Server
- Any Line of Business Application Server
- Backup-Disaster Recovery

Cloud One



The Market

- Market Size: \$2.1B total addressable market over the next 5 years
- Market Growth: 14.5% CAGR from 2017 to 2022
- Target Customers:
 - SMB (50 – 250 employees)
 - Upper mid market customers (250 – 1000 employees)
 - Departmental usage in enterprise customers
- Competition:
 - Larger hardware and software vendors via alliances
 - Appliance vendor with direct sales



The Opportunity

- Channel only offering
- Hand selected partners
- Complete out of the Box solution
- On Premise or a fully managed service.
- Strong services upside (pre and post sale)
- Proven product backed by MacroSoft



Our Program Investment

Your Commitment

- 25% of 1 sales resource
- 2 Tech resources training
- Marketing MDF \$1250

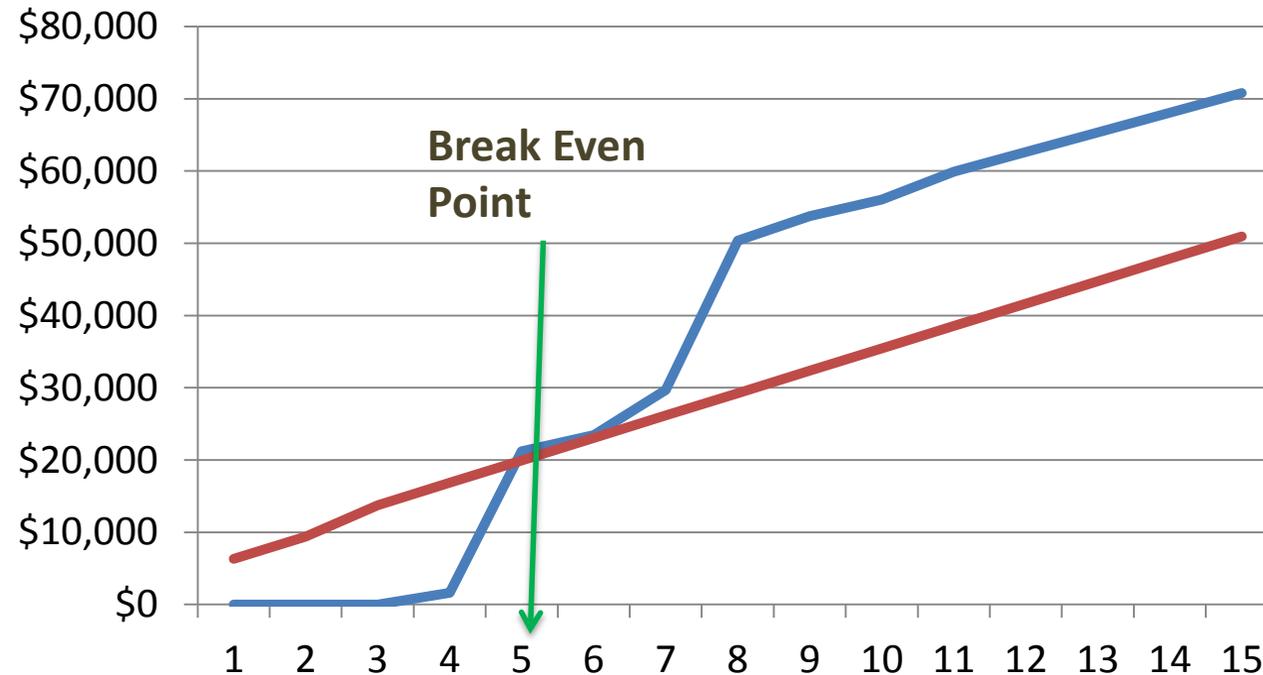
Our Commitment

- Free technical in region training (instructor led)
- On-line sales training
- Certification Certificates (no charge)
- Professional services free access (up to 12 Hrs /Qrt)
- MDF Funds \$ 3750 (4:1 matching for first campaign in 60 days)
- 10% Jump Start rebate post sale (within first 30 days post training)
- Pre-packaged product campaigns
- Concierge program access
- Qualified Leads
- Designated CAM



Partner Profitability Analysis

Customer	Appliance Terms	OTC services/ Appliance resale (Gross profit \$)	Managed services + Appliance MRR (Gross profit \$)
SMB	As a service	\$ 1,152	\$ 460 Month
MM Enterp.	As a service	\$ 4,608	\$ 460 Month
MM Enterp.	On Premise	\$ 18,980	\$ 201 Month



— Cum Gross Margin \$
— Cum Investment Cost \$

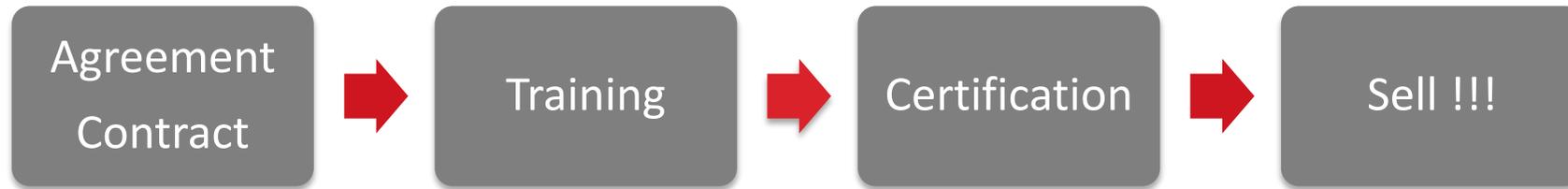
Assumptions

- 7 deals
 - 4 SMB
 - 2 Mid Market
 - 1 Dept Ent

Getting Off to a Fast Start

Today!

30 Days!



Thank you !