

KEY FEATURES

- Attractive commission structure offering up to 25% margins
- Ability to have a 'white labelled' portal
- Proven Carbon Footprint reduction
- Secure UK datacentre (N3, ISO27001, ISO9001, SAS70)
- Minimum 'contract' only 1 hour
- Immediate deployment of resources
- Scale resources as required – instantly
- Free 24/7 support

"The Cloud is IT, presented as a service to the user, delivered by virtualised resources that are independent of location"

William Fellows
Principal Analyst,
The 451 Group

What Does SymetriQ Offer?

Enterprise Infrastructure-as-a-Service (IaaS).

BENEFITS FOR RESELLERS

As a Solutions Provider, you are increasingly under pressure to create more flexible, agile and cost effective solutions for your customers. **SymetriQ** has created a perfect engine for you to do that.



Ease of Management

SMEs often have no IT resources to deploy new solutions and completely rely on you to take care of everything. Historically, this often required you to go onsite to change configurations or trouble-shoot issues. The **SymetriQ** Cloud entirely removes that problem. All you need is internet access and a browser and you have full control over your customer's environment.



Increased Agility and Flexibility

Your customers are increasingly expecting flexible solutions that don't require long-term commitments, that can scale up and down and despite all the flexibility, don't break the bank. Previously, such solutions were reserved for your larger competitors. This is a thing of the past now. With **SymetriQ**, the playing-field has been levelled!



No Billing Costs

Establishing your own payment infrastructure can be expensive, complex and very time consuming, especially if you only have very small initial payment volumes. We have taken care of that and use economies of scale to reduce those costs to the point where billing is free for you.



Integrated Metering and Billing

We created a billing infrastructure similar to those used by large telecoms providers, one that can handle usage based billing. It lets you see exactly what resources are used by each customer. This includes CPU hours, storage, bandwidth and licensable software applications.



Monthly Commission

It couldn't be easier to create revenue and profit. You sign-up to **SymetriQ** at no cost as a formal reseller, sell to your existing customer base a new, state-of-the-art service and automatically get commission. There is absolutely no risk for you!

Our simple to use, yet powerful interface enables you to configure your Virtual Machines with one click



The screenshot shows a configuration form for a virtual machine. The form includes sections for VM Identity, Appliance, Hardware Template, Additional Hard Disk, and Network. The 'Appliance' section is expanded, showing options for OS (CentOS 5.5 64bit), Storage (20GB), Hardware Template (8GB-4Core-64bit), CPU (4), Memory (8192), and Network (SymetriQ Public VLAN). There are 'Cancel' and 'Create' buttons at the bottom.

If you need to adjust the parameters of an individual server – memory, storage or virtual cores – it can be done with a few mouse clicks.

BUSINESS SCENARIOS

1 Imagine you are proposing a new IT solution to one of your clients that requires server hardware, networking equipment and Microsoft Server 2008. This all requires a fair bit of CAPEX, something that is not very popular in the current climate.

The **SymetriQ** Cloud could provide an excellent alternative delivery model only requiring OPEX and could also be delivered in minutes, rather than weeks.

2 Your customer requires a Disaster Recovery (DR) solution that has to be cheaper than a SunGard® setup or a complete replication of all hardware & software in a 2nd datacentre location. Mission impossible?

Not at all. The **SymetriQ** Cloud allows you to create very efficient, flexible DR solutions for a fraction of the cost.



What they say...

*"The **SymetriQ** Cloud Platform gives us the ability to offer High Availability Disaster Recovery solutions to our clients with minimal upfront investment. Running costs are reduced and the partner program allows us to make money on infrastructure, which would normally be a cost."*

Simon Murawski Senior Network Engineer, CWL Systems

*"The **SymetriQ** partner program offers far more to our business than any other Cloud Provider's. Not only from a financial point of view, although that is important, but also from a usability and support point of view. The **SymetriQ** GUI is the most intuitive that we have seen, enabling us to provision complex environments within minutes."*

Paul Tindal Managing Director, Purity Business Systems

TECHNICAL SPECIFICATION

- Infrastructure**
 - State-of-the-art Tier 3+ datacentre in the London area
 - Datacentre is N3, ISO27001, ISO9001, SAS70 and SOX compliant
 - Fully redundant IP transits
 - All Tier 1 Hardware
- VM Spec**
 - 512 Mb – 16GB of RAM
 - Up to 8 cores per Virtual Machine (VM)
 - Multiple private and public IPs per VM
- Supported OS**
 - Windows Server 2003 32/64-bit
 - Windows Server 2008 32/64-bit
 - All Linux distributions 32/64-bit
- Storage**
 - SAS based storage subsystem
 - ◆ Boot Disk with static size
 - ◆ Data Disk with variable size
- Data Protection**
 - Full RAID protection to guard against Hard Disk failure
 - Complete replication of data to protect against storage subsystem failure
 - Full backup service available (optional)
- VM Control**
 - Create, start, stop, modify, destroy, clone

- Management Access**
 - Easy to use Graphical User Interface (GUI)
 - API: REST
- Other**
 - Create your own ISO images
 - 'One Click' Cloning
 - Built-in KVM access
- Resellers**
 - Full white labelling
- Billing Engine**
 - End-user billing
 - Partner Billing Models:
 - ◆ Bill end-users on behalf of a reseller and provide monthly commission
 - ◆ Bill reseller for end-users combined usage and provide with detailed usage records so they can do the billing themselves
 - ◆ Meter ISVs deployed images, charge end-users for their use of it and provide a monthly commission
- Cost Structure**
 - Pay-as-you-go model, or invoicing if required.
 - You are charged for:
 - ◆ CPU hours per hour
 - ◆ Storage in GB per month
 - ◆ Bandwidth in GB per month
 - ◆ Licensable software per hour or month

Let's talk...

Speak to us if you want to know more.
We are happy to answer any questions you might have.

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