

EMC/Isilon Refurbished Hardware & Support Features:

- *Global support reach to 110 countries worldwide*
- *Custom SLAs: 24x7x4hr. support contracts with 11min. average response time, 40-60% less than the OEM*
- *On-site, EMC certified OEM parts with each contract*
- *All proactive monitoring and call home features*
- *Escalation path to EMC (if needed) for any software or hardware issues at no charge to you. This is unique.*
- *All refurbished equipment is delivered fully integrated and tested - ready for installation - complete with the clients desired version of OneFS installed.*
- *On site or remote installation available with each hardware purchase.*
- *All used equipment includes a one year parts replacement warranty should the client not want a support contract.*
- *Technical support and growth path mapping by our Level III certified EMC engineers at no charge.*

25 Years Storage Management Experience

Scale Logic Media Storage Services (MSS) Transaction Examples:

Scanline VFX - One of the top special effects companies in the world with film credits including: Captain America The Winter Soldier, Game of Thrones, Pompeii, Iron Man 3, Divergent, The Wolf of Wall Street, 300...and many more, came to us wanting to extend the life of their EMC/Isilon platform.

They were receiving pressure from the OEM to upgrade, but they felt it was unnecessary and wanted to extend the life of their existing storage. They requested pricing on 5 x NL400-144's bundled with 24x7x4 hr. service. We provided the quote which they executed immediately saving over 175K. The gear was delivered a week later and went in flawlessly. Scanline subsequently purchased 27 more NL400-144's standing up a new 32 node cluster. All this gives them time to consider their upgrade path and relieve the pressure created by EMC.

Beatport : An online music repository like Spotify received their EMC/Isilon service contract invoice and it was a little over \$204K – they have a 1.5PB Isilon cluster. The end user called his reseller and asked him if he could do anything to help because they had not budgeted for that renewal. We had a con call and answered all of their questions and provided references. With the money saved the end user took some of that savings and bought an additional six nodes of refurbished EMC Isilon to beef up their capacity as they were maxed out. End user was ecstatic and so was the reseller. Their renewal is coming up and it looks like they will again take advantage of this strategy to save Opex costs.

Cricket Wireless: Cricket Wireless was a little different situation. They needed a 6-month support bridge due to their data center being taken over by a Verizon buy out. Cricket also had multiple OEM platforms that needed support (i.e. HP, Oracle, Cisco, Hitachi, NetApp). They had invoices totaling 450K+ for their renewals The incumbent service providers (OEM) would only provide a 1-year term which was overkill, way too expensive and fragmented with a different contract for each manufacturer. We stepped in and supported all 5 manufacturers on a 6-month contract and saved them over 150K.

McDonalds Corp: McDonalds creative department visited our booth at a trade show in Chicago. They requested a support quote on an aging EMC Isilon cluster and were debating replacing that cluster in the coming year. Scale Logic Inc. offered a 6 month support contract to help buy time for a POC on our Genesis storage saving them over \$40K on their EMC renewal. SLI quote included migration services along with a buy out vale on the EMC Isilon cluster when the migration was finished. Our reseller won the opportunity by providing the needed support for the aging EMC Isilon along with aggressive pricing on the new Scale Logic Genesis Storage solution.

Austin Radiological: Austin, TX. — Had a large EMC Isilon platform and needed a budgetary support quote and more storage. We performed a free health check, assessed their environment and found we could take their 10 x NL400-72 in on trade and provide them with 10 -NL400-144's doubling their capacity and wrapping the solution with a 24x7x4 hr support contract saving them over \$200k for the refresh. The deal was so attractive they executed it in 2015 instead of waiting for 2016 budget.

Transaction Examples Continued....

Dolby Labs: Supporting 12 node EMC Isilon cluster in both Sunnyvale and Burbank locations. Their San Francisco location also signed their EMC VNX5500 with us when they heard of the savings and awesome service we provide. Sunnyvale and Burbank just renewed their contract as of Feb. 2016 for a 2nd year allowing them to save big again on maintenance and stretch the ROI of that equipment further. We expect the VNX5500 renewal as well.

Titmouse Animation: Has Locations in Los Angeles and New York. Scale Logic is supporting their EMC Isilon IQ6000X and IQ12000X clusters for a second year in a row on both coasts. Titmouse used their maintenance savings to purchase additional IQ12000X's and IQ6000X's to beef up their storage in both locations.

Brown University: Their central computing department needed to replicate a primary Isilon cluster that facilitated their medical research lab. We provided 3 x Refurbished NL400-144's wrapped with installation and a 3 year 24x7x4hr support contract. The install went in perfectly and we saved them over 120K.

Allscripts Healthcare: Atlanta, GA. — Scale Logic Inc. is supporting their EMC VNX7500 array with over 300 disk drives for the second year in a row. They are very happy with our support and are a strong reference for us in the healthcare vertical.

Laureate Brain Research Institute: Tulsa OK. — Reached out to us asking for help in supporting their EMC Isilon X200 Cluster. They had just received their renewal invoice from EMC Isilon and were looking for a way to reduce that pain. Their environment consisted of (3) 4 Node X200 clusters. We stepped in and saved them over 40K on the 24x7x4HR support and are now quoting them additional X200 nodes for more storage and a quantity of HP servers for their VMware farm.

Xerox: Mountain Lakes, NJ. — Closes a huge data center. We competed (and won) the take out of over 2000 IBM xSeries Servers, including Cisco Networking gear, HP Servers & Storage, EMC, and NetApp equipment turning that surplus gear into money for Xerox. This deal stretched over a period of 1 year and consisted in 6 waves of takeout equipment. This is an example of a straight up "take out" of surplus equipment.

Moving Pictures Company/ Technicolor Canada: They had taken 8- NL400 nodes out of production to make way for XL410 nodes. The units had been collecting dust in their racks since March. We made contact with them as part of our standard reach-out program in Mid-August. They had no idea there was a market for these. We gave them a take-out value and they turned that surplus gear into cash stretching the last drop of ROI out of it.