

Disrupt EMC account control with 3rd party services and trade-ins

SLI helps our partners earn a front seat at the refresh technology table while saving the customer money and buying them time for a POC and migration services

EMC is notorious for pressing customers into a hardware re-refresh by leveraging the threat of very expensive 4th year and above service/support contracts. However, a fair percentage of the EMC install base, if given the option to cost-effectively extend maintenance, will do so in order to scope a wider range of hardware vendors for the inevitable refresh. This is where SLI meets with the end customer or in the channel with our partners.

We help our partners create good will at established EMC accounts, first through outright savings regarding 4th year and beyond, service agreements; and more importantly we enable our partners the ability to provide a window of opportunity for negotiations, POC activities and migration services.

The customer is now empowered instead of pressured. In addition, SLI will go even further to undermine EMC's refresh strategy by additionally offering to buy and securely remove the legacy EMC hardware bringing even greater value to the customer.

Scale Logic provides a beach head at EMC accounts

- *30-70% savings on Renewal Contracts*
- Buys Goodwill
- *Create a non-pressured environment for demos and possible POC*
- *SLI will buy back the legacy Isilon nodes, creating even more good will with customers*
- *Customized SLA's; i.e. 24x7x 4 hr., or 5 x 9 x NBD, FE Onsite or Phone Support.*
- *Onsite Spares Kits for every install location*
- *Better than EMC response times – 11 Min. average*
- *Call Home Feature Standard*
- *U.S. Based Technician assigned to your account.*
- *Level III EMC Certified Engineer on the 1st call.*
- No off-shore run around



Recent Wins



Multi-platform, Multi-lateral approach against EMC:

- *Our approach works across vertical markets; Healthcare, CM&E, Financial, etc.*
- *We target Isilon primarily, but can go after other EMC platforms such as Data Domain, VNX, etc.*

How do we get started? Schedule a conference call to answer any questions.