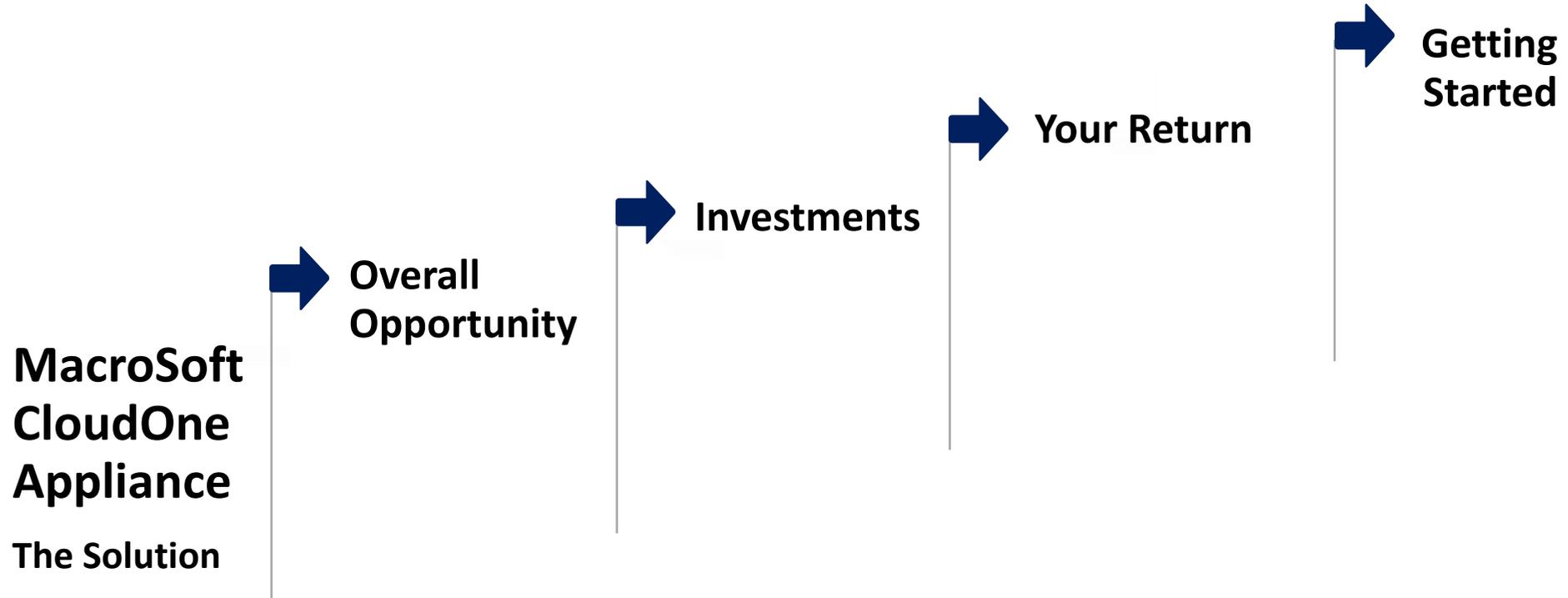


CloudOne Partner Program

Agenda



MacroSoft CloudOne Appliance – The Solution

Description:

- A combination of on-premises device and proprietary software solution
- Provides the ability to deploy on premises private clouds

Feature/Function:

- Cloud management & IoT platform
- Self-contained hardware unit
- Built in security and network
- Comprehensive APIs

Benefits:

- Integrated access to wide selection of public cloud infrastructures
- Manage cloud and IoT environments from a single platform

Use Cases:

- Managed Networking
- Managed Security
- Enterprise Departmental Server
- Cloud Server
- IoT Application Server
- Any LOB Server
- Backup-Disaster Recovery

Overall Opportunity

\$2.1B

Market Opportunity

14.5%

5YR CAGR

4-14X

Services Drag

\$2M

Investment in Partners

0

Direct Conflict

50

Total Partners

1

Legitimate Competitor

25%

Partner List Discount

5

Star CRN Program

Why MacroSoft

- Trusted vendor with long-standing history of selling solutions through channel
- We will use our Professional Services to help you be successful with your customers
- We will invest in you – training covered by us, joint GTM MDF

Investments

Requirements:

- 2 Sales on-line training within 30 days (3 days)
- 1 Technical on-line/instructor led training within 60 days (5 days)
- Build and offer professional and managed services around CloudOne
- Designated marketing coordinator or agency relationship to build a pipeline
- Commit to Business plan with MacroSoft
- 100k in revenue expectation within 12 months

Benefits:

- No cost, high value training
- 1 NFR unit after training completion
- Pre/Post sales support (dedicated Partner queue)
- Partner Portal (including technical community)
- Custom API Integration
- Access to leads, co-marketing content syndication; partner locator webinars
- MDF if complete training (4K/per partner)
- Designated channel account manager
- Deal Registration/Rules of Engagement
- Renewal Tracking
- Preferred Pricing and participation in Certification Program in future

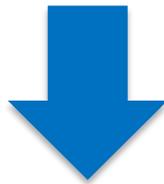
Your Return on the MacroSoft Investment

Opportunity

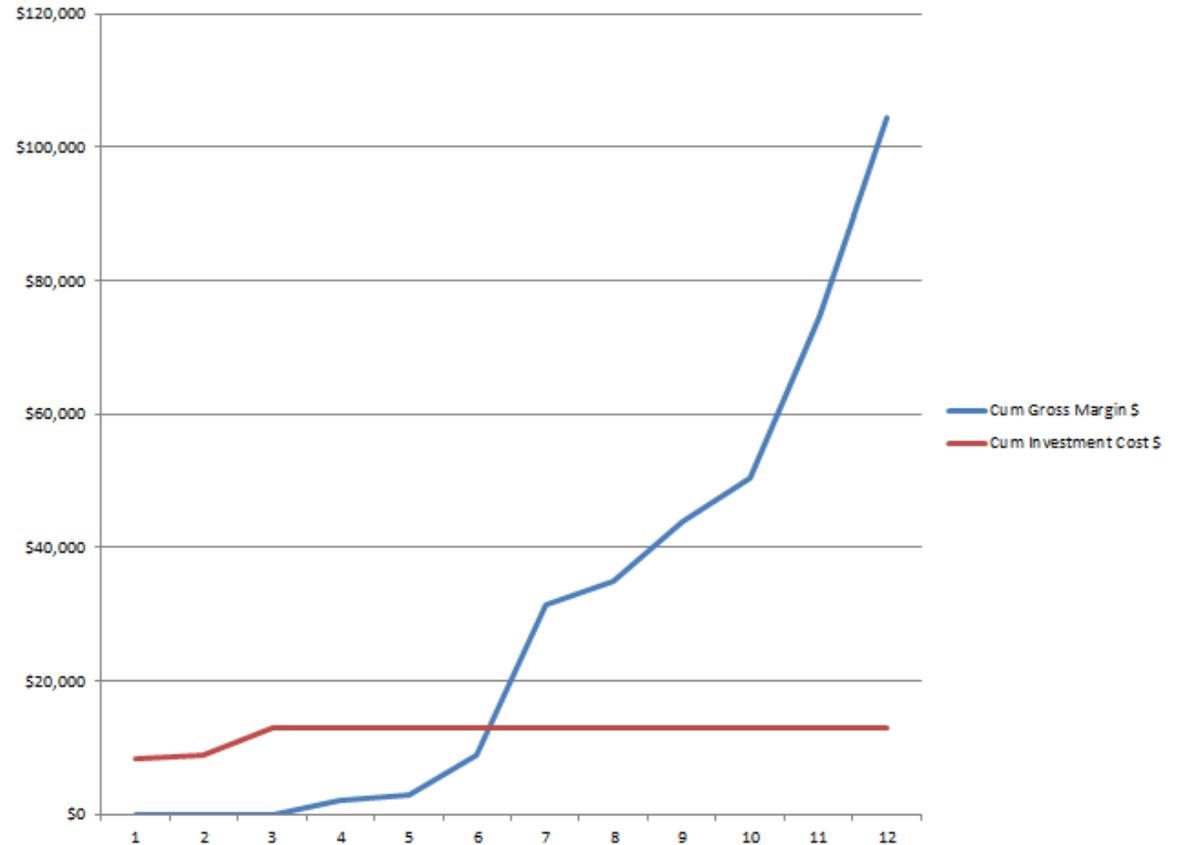
- 3 On-Prem Enterprise deals, 11 SaaS deals (3 MM, 8 SMB)
- 106K Margin (Product, Services, MS) + Rebates

Investments

- (2) Sales People Training
- (1) Technical Person Training
- \$4K Marketing Investments (on top of 4K matched by MacroSoft)
- \$13K (education opp. costs + marketing costs)



Break Even in M6



Steps to Success Program On-boarding Timeline

