



WELCOME SKYHIGH SOLUTIONS

Presented By: Team 3

You have the opportunity to book **\$165K+** in 12 months

MacroSoft CloudOne Appliance

Single point of control for all your cloud and IoT needs



The Market

\$2.1B opportunity



Partner Opportunity

How you will make money selling CloudOne



Our Investments

How we set you up for success



Getting Started

Immediate next steps

Relevant to your CUSTOMERS

CloudOne is a solution combined of hardware and software that can be offered on-prem or as-a-service

Benefits

Ability to deploy on-prem Private cloud

Integrated access to a wide selection of public cloud infrastructures

Management of IoT Environment

Integrated Security for better visibility and threat detection

Use Cases

Managed Networking

Backup Disaster Recovery

Managed Security

Cloud/ Business App. Server

Features

Built in security & Network

Cloud Management and IoT Platform

Self-Contained HW Unit, Pre-integrated access to most major public cloud offerings, Comprehensive APIs, Perpetual 1G license of Splunk

The Market

The Opportunity

Market size opportunity is 2.1 B over the next 5 years

Growth rates 14.5% CAGR over the next 5 years

Buyers: SMB, Mid-market and Smaller departments in the enterprise accounts

Competition

Appliance Vendor similar to CloudOne:

- new to the market
- limited market visibility
- Offers a competitive solution
- Partner concern that they may start selling direct

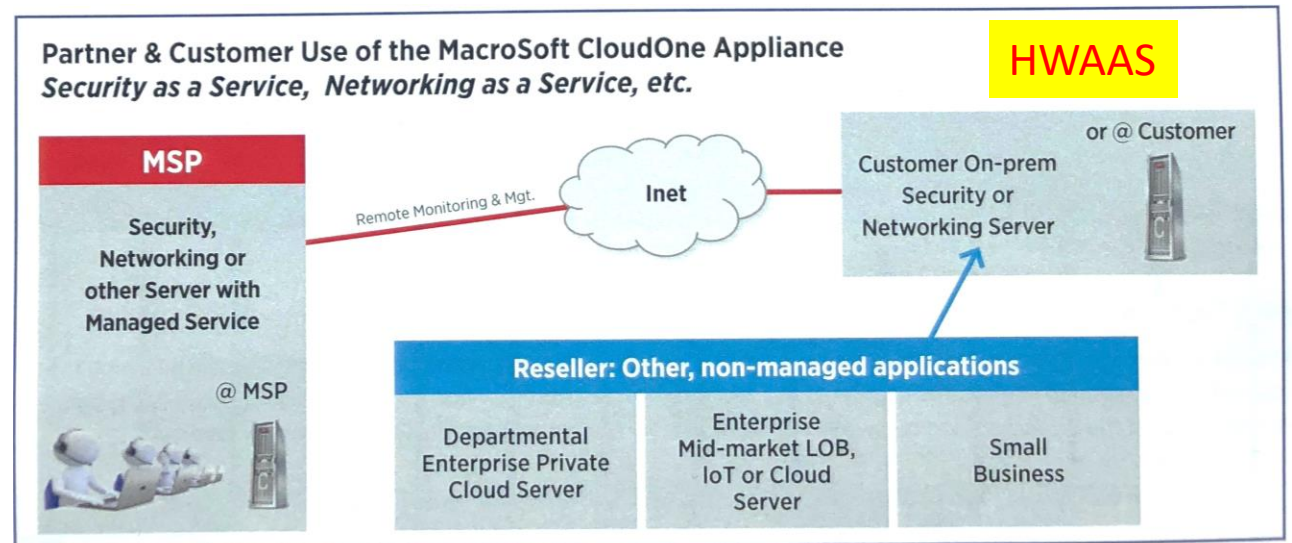
2 of the largest tech vendors offer a similar solution but market to enterprise*

*They are nervous because MacroSoft's solution is a fraction of their cost

Your Opportunity

	Consulting Pre-Sales GM\$	Product GM\$	Consulting Post Sales GM\$	Managed Services GM\$	Total GM\$
SMB - HWAAS	\$0	\$250/Mo	\$1,152	\$210	\$1,152 + \$460/Mo
Enterprise On-Prem	\$2,400	\$12,500	\$4,000	\$210	\$18,900 + \$210/Mo

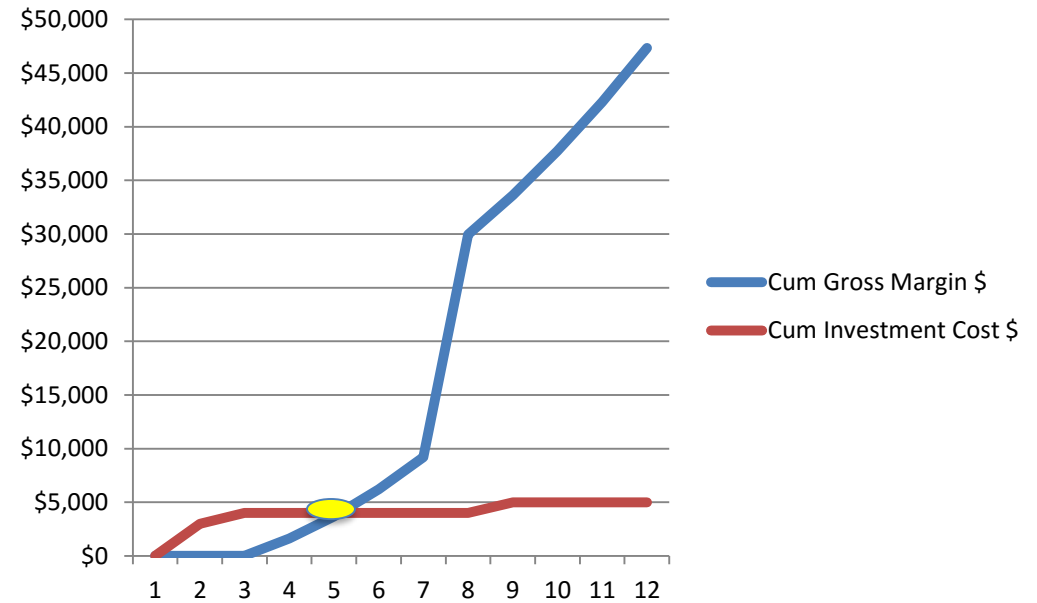
Wrap in a service:
 Managed Security
 Managed Network
 Cloud Server
 Application Server
 IoT Edge Router Hub



Your Profitability & ROI

First 12 months:
Qty 9 as Service & Qty 1 Prem

\$165K Revenue
\$50K Gross Margin
\$4K Costs
Break Even occurs in month 5.



Our Program Investment

When you invest time



We invest in you



Let's Get Started!

Today

30 Days

Say Yes!



Refine
Assumptions
Model



Sign
Contract



Identify your
CloudOne
team



Begin
Education



Follow Up
Business
Plan
Meeting

THANK YOU

THE **CHANNEL** CO.™