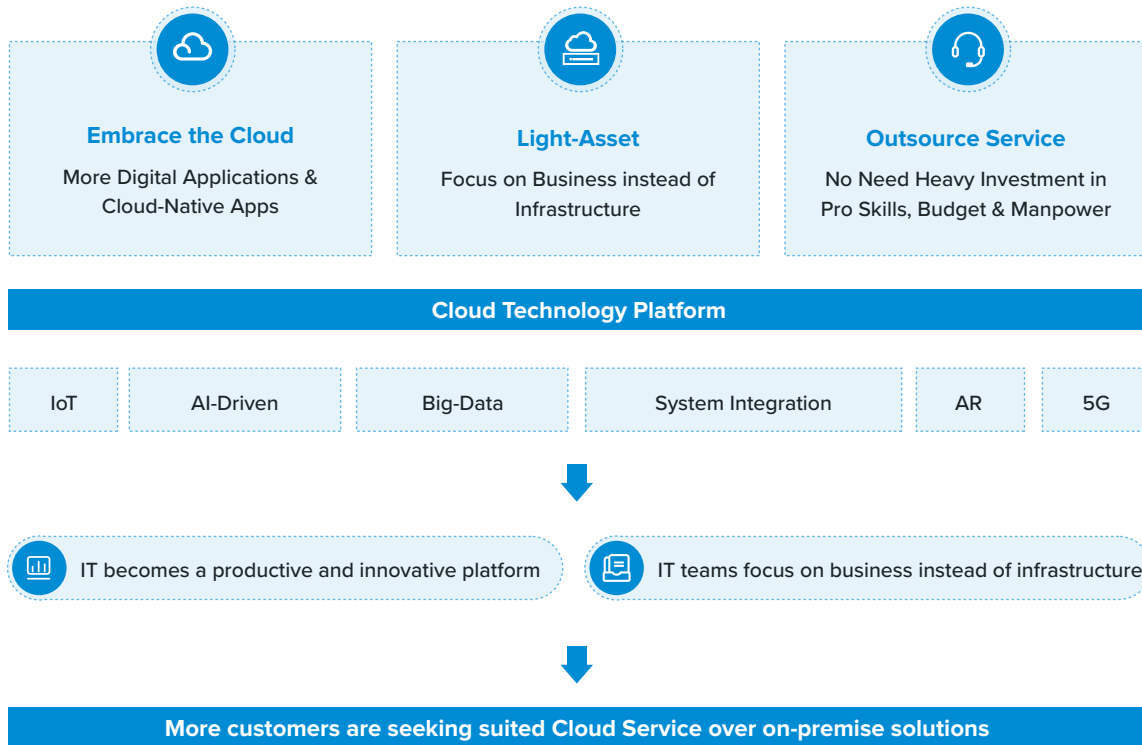**SANGFOR CLOUD**

Managed Cloud Provider Program

Trusted Cloud Infrastructure. Best Service Experience
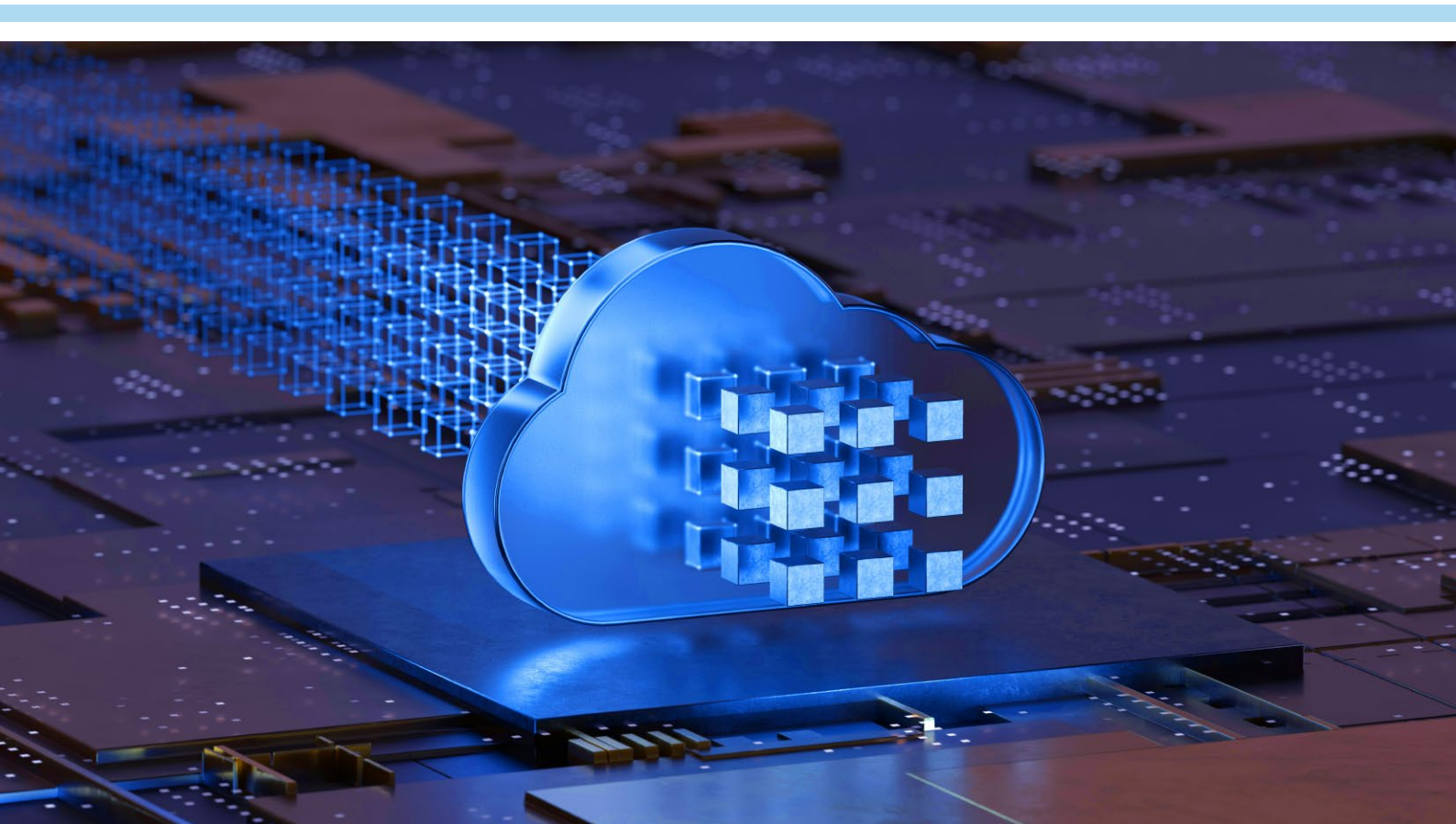
Make IT Simpler,

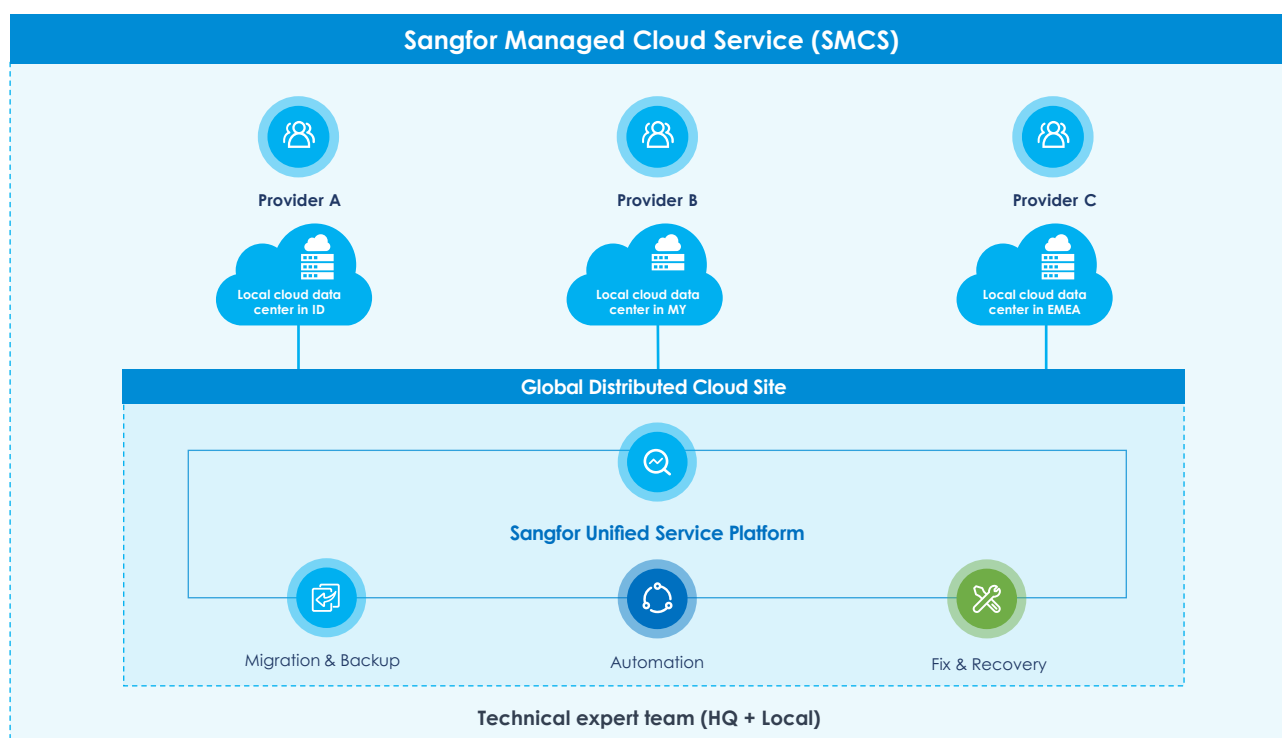**More Secure and Valuable !**

Cloud service is a trend and dramatically driving the speed of customer's digital transformation. It allows customer to focus on business performance and innovation rather than massive investment in time and infrastructure.

Embrace the Cloud
More Digital Applications & Cloud-Native Apps

Light-Asset
Focus on Business instead of Infrastructure

Outsource Service
No Need Heavy Investment in Pro Skills, Budget & Manpower

Cloud Technology Platform

| IoT | AI-Driven | Big-Data | System Integration | AR | 5G |

IT becomes a productive and innovative platform

IT teams focus on business instead of infrastructure

More customers are seeking suited Cloud Service over on-premise solutions

However, Public Cloud is not universal, and not suitable for following user scenarios:

Critical applications that require ultimate experience with low latency, such as HIS, PACS, Oracle DB, MES, etc.

Scenarios where data cannot be stored outside of company or country, i.e. sensitive applications or needs to follow local compliance

Legacy applications that have lots of complicated components, which are difficult to migrate to cloud

Require high-quality professional service with fast response

Cost goes well beyond expectation as business and data storage grow

Sangfor MCP is Designed for The Local Partners To Deliver Cloud Services to Local Customers

Sangfor Managed Cloud Service (SMCS)

Provider A
Provider B
Provider C

Local cloud data center in ID
Local cloud data center in MY
Local cloud data center in EMEA

Global Distributed Cloud Site

Sangfor Unified Service Platform

Migration & Backup
Automation
Fix & Recovery

Technical expert team (HQ + Local)

Managed Cloud Providers Have Developed Unique Solutions Including:

- Deliver Infrastructure as a Service
- Disaster Recovery or Backup as a Service
- Managed Private Cloud & Container
- Online & On-Site Professional Service
- Managed Critical Application & Data

Small and medium-sized companies do not have the budget to invest in infrastructure and skilled labor, meaning they get the most value out of MSP offerings. MSP's make digital transformation more cost-effective, and flexible, expanding IT capabilities and boosting performance and productivity of users. Simply put, MSP's offer the easiest solution to obtain IT expertise and enhance existing business.

At Sangfor, we understand the pressures that MSP's face on a daily basis, from technical issues to business development, and everything in between. Sangfor's Managed Cloud Services platform provides a solid foundation for business with its all-in-one infrastructure that can cope with the challenges of the MSP market.

2 Flexible Business Models to Suit Different Types of Service Providers

Alliance Cloud

A model where Sangfor and the partner jointly invest in the cloud infrastructure to deliver a unique managed service to local customers, this is primarily aimed at those partners who do not wish to invest in building a full datacenter by themself and prefer Sangfor to manage the backend portion of the service.

Subscription Cloud

A model where Sangfor provides the cloud software for the partner to build their own cloud infrastructure to deliver a managed service.

These will be much more flexible in terms of business models for local ISP, IDC, MSP or SI. Compared with being a service reseller of public cloud, Sangfor Managed Cloud Service allows partner to deliver and create new values to customer and get higher revenue and profit returns, you will be a true Managed Cloud Service Provider hosting customer requirements and businesses.

Why Sangfor MCP?

Welcome to the Sangfor Managed Cloud Service Provider program! Sangfor's Software Defined Data Centre provides an all-in-one, easy to deploy and integrate, platform for our hosting partners.

Profits

Partners keep a majority of any profits gained through business with Sangfor, and mutual customers.

Channel Only

Partners are responsible for developing their own sales pipelines and business, and for keeping their customers happy - and Sangfor is happy to help.

Trust

Customers expect their data to be secure, and Sangfor expects the same. Keeping data secure is how Sangfor maintains the trust and loyalty of their customers and partners.

Security

Trust is the foundation of an excellent and long customer relationship. Sangfor provides a reliable platform with inbuilt security products and services.
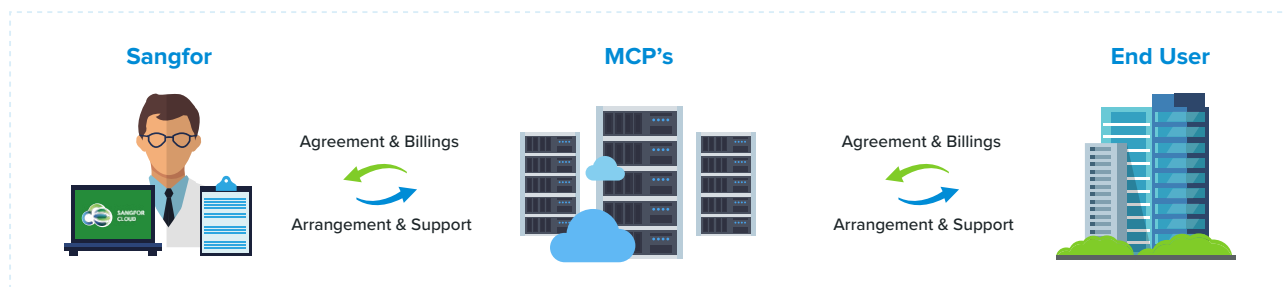
Support

We believe in providing our partners the best support from local offices, speaking your local language and poised to better understand your specific needs and customers.

Infrastructure

Sangfor wants to help partners and customers utilise their existing infrastructure, as discarding data centres and racks is a poor option for businesses. Sangfor MSP works with most existing hardware, to make the transformation more effective.

Sangfor MCP Process

Sangfor	MCP's	End User
Agreement & Billings		Agreement & Billings
Arrangement & Support		Arrangement & Support

Managed Service Providers Use Sangfor Mcp Solution to Provide:

- Cost Effective Solutions
- Better Relationships
- High Quality Service Catalog
- Personalized Solutions for Specific Industries
- Better Security & Compliance
- Customer Has Control over Business & Data

Program Benefits

The Sangfor MCP Program provides a growth path for organizations to receive additional benefits as they scale Sangfor Cloud.

Sangfor Partner Pricing

Our pricing is always transparent and predictable, and offers the best performance ratio in the industry. Partners receive products and multi-year discounts, to fuel growth and protect margins.

Partner SLA

Solution providers depend on Sangfor to deliver consistent service and predictable performance. Sangfor supports you with excellent SLA, and compensation for any dips.

Co-Marketing Opportunities

Sangfor's marketing team is ready to develop content, press releases, events, advertising, and help with other outreach. Partners receive a Sangfor Partner Logo, sales enablement collateral, and market development funds to support the relationship.

Educational Resources

Documents and guides cover a variety of topics to help you with the "what, when, where, how and why" of every situation and modern software development, supported by webinars and training courses.

Expedited Partner Support

Response time is important to your business. As a member of our partner program, your support tickets will be expedited, so you can resolve issues or questions as quickly as possible.

Sangfor Cloud Management Platform brings Applications and Infrastructure Together

Self-Service Portal
Self-service portal for single sign-on. Administrators and users can complete all operations on their respective portal views.

Process Approval
User initiates resource request, alerting administrators of different levels to respond. Administrators can customize the process, and transfer of approval rights among different administrators at the same level is supported.

Billing/Metering
Resources consumed by each tenant can be billed and metered using a pre-defined charge policy, while billing reports can be exported with a detailed consumption record.

Multi-Tenant Management
3 levels of management rights are available, in which each tenant includes administrators and users, so as to avoid tenant network security threats and support resource quotas.

Visualized O&M
The "What You Draw is What You Get" operation and maintenance mode allows users to easily do network configuration, by dragging and dropping. You can see the traffic of each node in the network at a glance.

Multi-Cluster Management
HCI clusters across different sites can be centrally managed using SCP to simplify O&M of multiple clusters.

HCI Appliance

Build the smallest physical unit in your data centre, and integrate compute, storage, network and security virtualization.

Multiple Options

Multiple E2E solution options with Sangfor brand appliances or our OEM partner DELL, or adopt the software version, to protect your investment by reusing existing servers.

Resource Monitoring

The HCI management platform monitors CPU, memory, network traffic, disk IO, and other performance indicators, to help management get the real-time resource usage status.

Distributed Firewall

Integrated distributed firewall protects user private networks, and can protect your VMs, with micro-segmentation, from attacks. Administrators can implement unified deployment of firewall policies through simple configuration management.

Heterogeneous Virtualization Management

HCI architecture centrally manages heterogeneous virtualization resources. Administrators can perform resource application and allocation, monitoring and O&M, in a unified interface.

aSEC Integration

Next-Generation Firewall (NGAF), Internet Access Gateway (IAG), VPN, Application Delivery, and WAN optimization can all be deployed on virtual machines, to achieve comprehensive security protection of the cluster.

Data Backup provides CDP (Continuous Data Protection) for virtual machines. When storage fails, data can be recovered in seconds to reduce business loss caused by these faults. Sangfor's HCI platform has multiple backup functions, including mirror and application-level data backup, and storage of multiple copies.

Disaster Recovery has never been easier and more powerful. Reach the industry's shortest recovery time, with 1-second RPO, in only 5 steps.

Configuration Management

The HCI management platform manages and allocates resources to different groups. Virtual machines, network, storage and other resources can be arranged and configured through the editor.

Sangfor Technologies Value

Sangfor Technologies is a global leading vendor of IT infrastructure solutions, specializing in Cloud Computing, Network Security and Network Optimization for any size business, in all known industries.
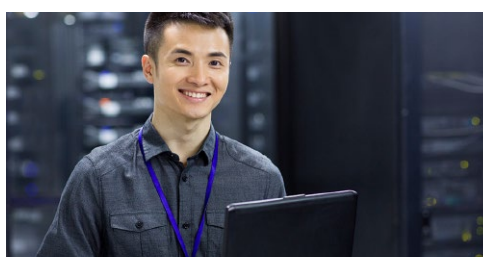
+7,500

Employees Worldwide

3 Call Centres

in Kuala Lumpur (MY),
Shenzhen (CN) & Changsha (CN)

+100,000

Customers Worldwide

Sangfor has applied for more than +1,500 patents, with more patent applications scheduled for 2021. This dedication to innovation, enables Sangfor to release new and updated versions of products every quarter and launch new products yearly or bi-yearly.

Sangfor's total customer service capacity exceeds 250 technicians and providers. With thousands of certified engineers and 24/7 online support 365 days a year, Sangfor customers enjoy fast and personalized on-site service support.

Secure and Reliable Networking Through our Global Network

12 International Branches

China	Malaysia	South Korea	Indonesia	Vietnam
Philippines	Italy	Pakistan	Singapore	Thailand
Myanmar	Hong Kong			

Sangfor MCP Program Mission:

- To enlarge the market for cloud services locally, with and through partners who provide the best service.

- To support Sangfor's partners with skills and knowledge to help our mutual customers build, launch and maintain products and experiences on Sangfor MCP platform.

- To acknowledge partners who provide the best service and champion them in our ecosystem.

![SANGFOR]

JOIN US!

FOR A GLOBAL VISION, LOCALLY.

SANGFOR MCP PROGRAM

🌐 www.sangfor.com   ✉ marketing@sangfor.com

SANGFOR

Make IT Simpler, More Secure and Valuable !