

# Exclusive Solutions for Service Providers

Care for your customers' data with confidence while keeping storage TCO under control.

## BENEFITS

- **Affordable pricing** with exclusive and flexible service provider licensing
- **Pay only for what you use:** Based on monthly metering
- **Unlimited scalability** to start small and grow without constraints
- **Offer SLAs that matter to your business** and expand with additional services

Many organizations are shifting towards consuming IT as-a-service (XaaS), e.g., SaaS, PaaS, IaaS, BaaS, DRaaS, or as a managed service. Selecting an appropriate IT infrastructure and reliably delivering these services while meeting various SLAs is mission critical for cloud service providers and managed service providers. An essential component of that IT infrastructure is the storage layer which houses and protects your customers' most valuable asset – their data.

**As a service provider, you need to ensure your storage infrastructure meets two key requirements:**

### 1 Best Technology



- Smart and efficient resource utilization
- Uniform and scalable data services

### 2 Efficient Procurement



- Low costs
- Transparent billing based on actual usage

Provide value-added services to your customers by partnering with **DataCore** and leveraging the technology of **Software-Defined Storage (SDS)** as part of your hosted or managed services. You can derive maximum value from your current and future storage investments and adapt your infrastructure to meet changing customer demands.



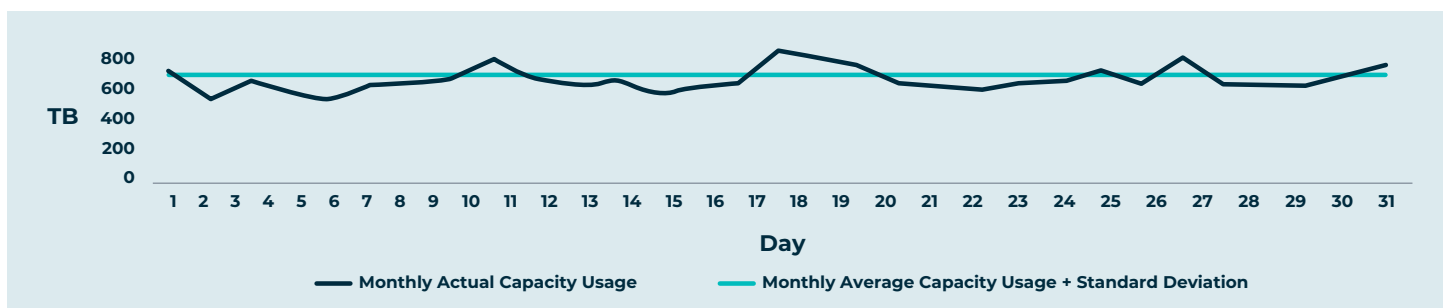
Numerous service providers use DataCore SDS solutions to improve data portability and meet BC/DR service levels, strengthen data protection, and control growing storage costs. Become a DataCore-powered service provider and join our esteemed network of CSP and MSP partners.

## Join the DataCore Cloud Service Provider (CSP) Program



You can achieve greater margins from your current and future IT infrastructure by joining the DataCore CSP Program. Leverage DataCore SDS solutions for **block storage (SANsymphony)** and **object storage (Swarm)** to provide your IT services. You can integrate these SDS solutions as part of your cloud or managed services across on-premises, hosted private clouds, and co-location facilities.

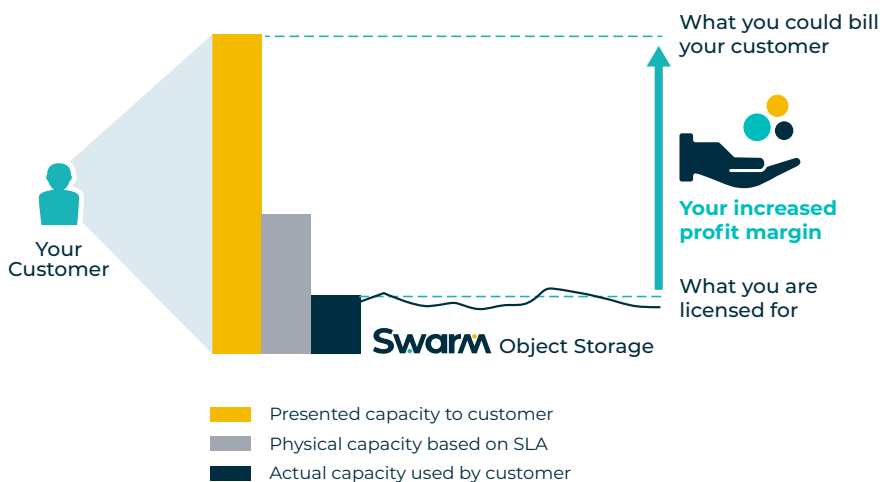
Exclusively for service providers, the CSP program offers a metered consumption-based licensing model that tracks actual capacity usage (TBs) per month. The fair billing formula smoothes out peaks using the standard deviation of consumption over the month. Should there be times when your customers' storage consumption decreases, your license fees, which include 24x7 support, will reduce correspondingly.



Transparent metered licensing model based on average capacity usage plus standard deviation

DataCore's dedicated service provider licensing model allows you to charge your customers for the capacity presented (typically higher than actual usage), while you get billed only for actual capacity occupied. This enables you to increase your profit margins.

Together with the unique SDS capabilities, this procurement model allows you to offer value-added high end data services to your customers, expand your SLAs, and grow both your revenues and profits.



Licensing methodology illustrated using Swarm object storage as an example



### Discover the Ultimate Flexibility of DataCore Software

DataCore Software delivers the industry's most flexible, intelligent, and powerful software-defined storage solutions for block, file, and object storage, helping more than 10,000 customers worldwide modernize how they store, protect, and access data. With a comprehensive product suite, intellectual property portfolio, and unrivaled experience in storage virtualization and advanced data services, DataCore is The Authority on Software-Defined Storage. [www.datacore.com](http://www.datacore.com)

**GET STARTED**