Get to Market Quickly With No Upfront Costs

Lorenz Meis, COO at LuxCloud

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LuxCloud – Member of the DCLGROUP

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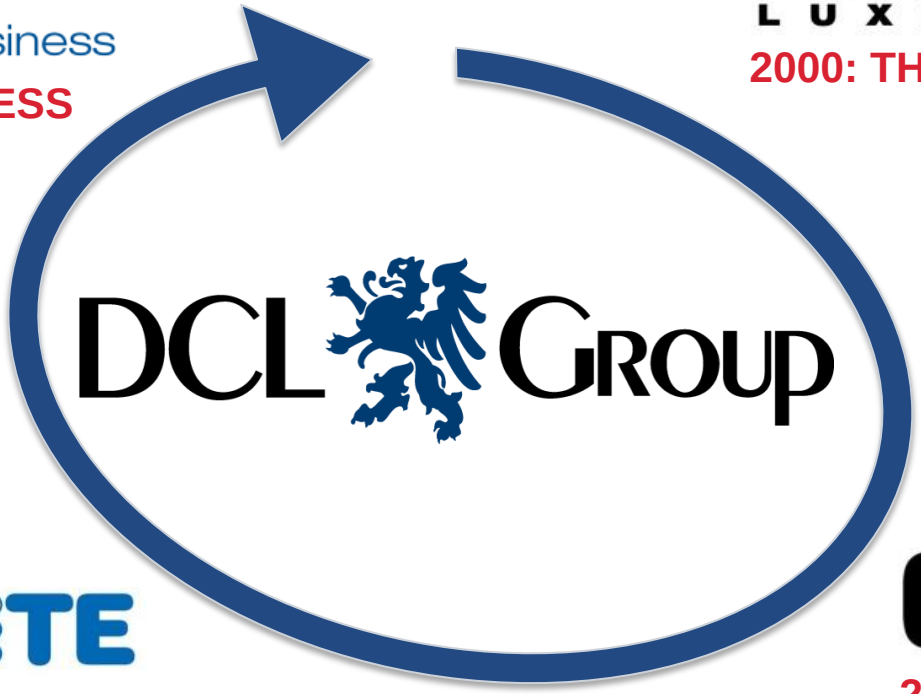
2010: SAAS BUSINESS ON DEMAND

DATACENTER LUXEMBOURG

2000: THE PLACE FOR YOUR IT



voipGATE

2004: YOUR VOICE OVER THE NET

eurodns

2002: YOUR NAMES ON THE NET

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LuxCloud – Market Positioning

SaaS

Software-as-a-Service:

Web Apps, UC, Biz Tools …

PaaS

Platform-as-a-Service:

App Server, Dev. Tools, API

IaaS

Infrastructure-as-a-Service:

VPS, Priv. Clouds, Storage, DB

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The Cloud Opportunity

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Between Services and Consumers

Service Provider, Distributors, IT Resellers, System Integrators, ISVs

Cloud Services

- SaaS
- PaaS
- IaaS

- broker relationships
- single point of purchasing, billing, support and service lifecycle management
- enhance services
- prove security
- create trust
- customize to customer needs
- integrate
- make it easier and faster to consume

Consumers

- Enterprise End-Users
- SMBs

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Hundred Billion Dollar Opportunity

Gartner calls this concept "Cloud Service Brokerage" (CSB) and predicts:

- Through 2015, CSB represents the single largest revenue growth opportunity in cloud computing… bar none.
- 20% of all cloud services will be consumed via a broker, up from 5% this year.
- Moving from a sub – 1 billion market in 2010 to a composite market counted in hundreds of billions of dollars.
- Brokerage is not just a big deal, It`s one of the biggest deals.

Gartner®

Source: Daryl Plummer, Chief Analyst, Gartner

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The Cloud Platform

End-User Service Control Panel

End-User Online Store

Partner Control Panel

App Catalogue / Marketplace

Business Process Management

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Application Catalogue

Web Presence & Application Hosting

Messaging & Collaboration

Reliability

Infrastructure

Introducing

Hosted365

Powered by LuxCloud©

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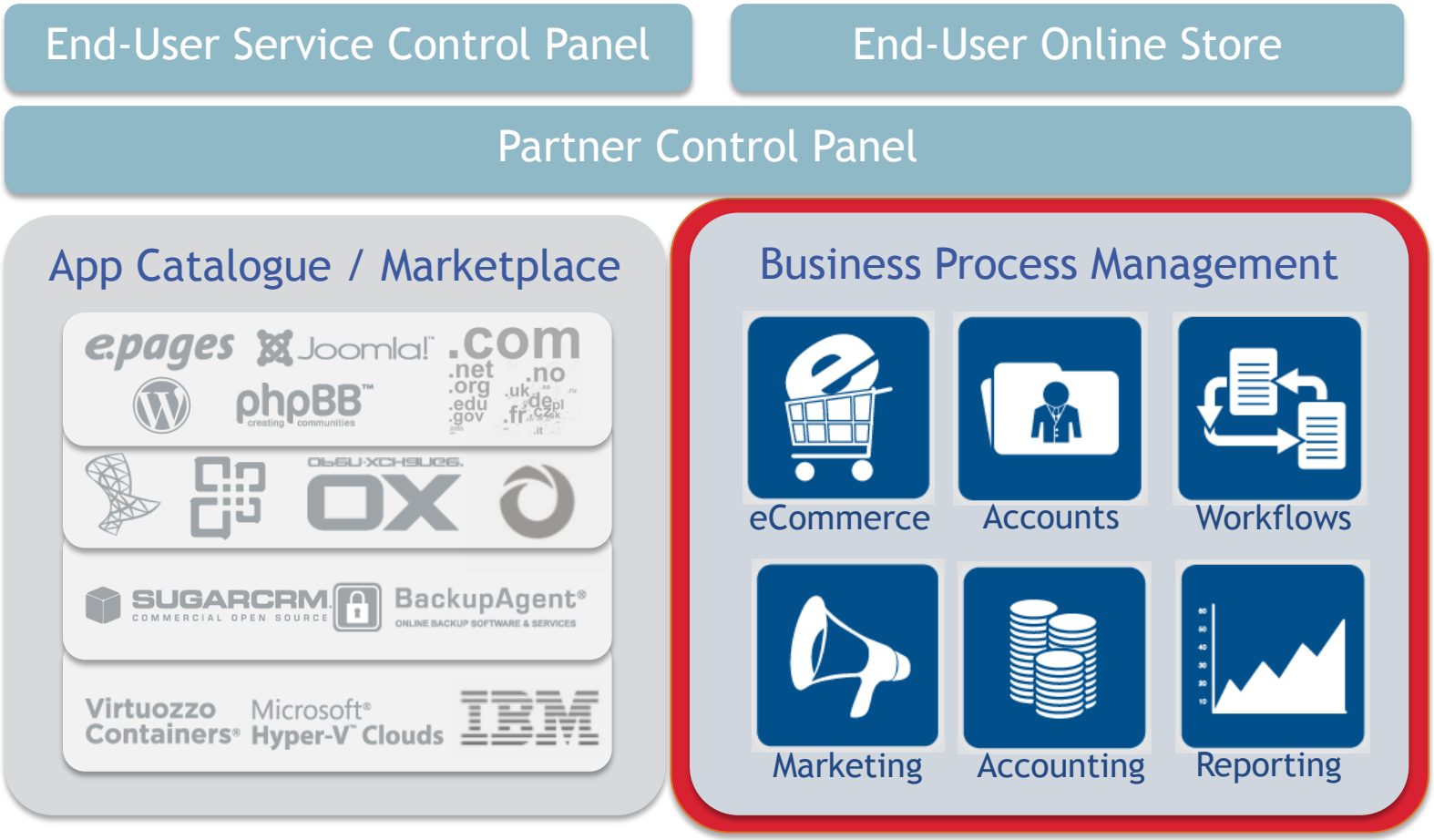
The LuxCloud Platform



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The LuxCloud Platform

Business Process Management - Modules

eCommerce

- Customizable Storefronts
- Online Payments
- Fraud Protection

Accounts

- User Management
- Custom Notifications
- Trouble Ticket System

Workflows

- Order Processing
- Workflow Processes
- Customer Support

Marketing

- Service Plan Management
- Discounts and Promotions
- Marketing Campaigns

Accounting

- Payment Receipt
- Apply Payments
- Tax Application

Reporting

- Financial reports
- Sales reports
- Churn reports

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App Catalogue / Marketplace

Business Process Management

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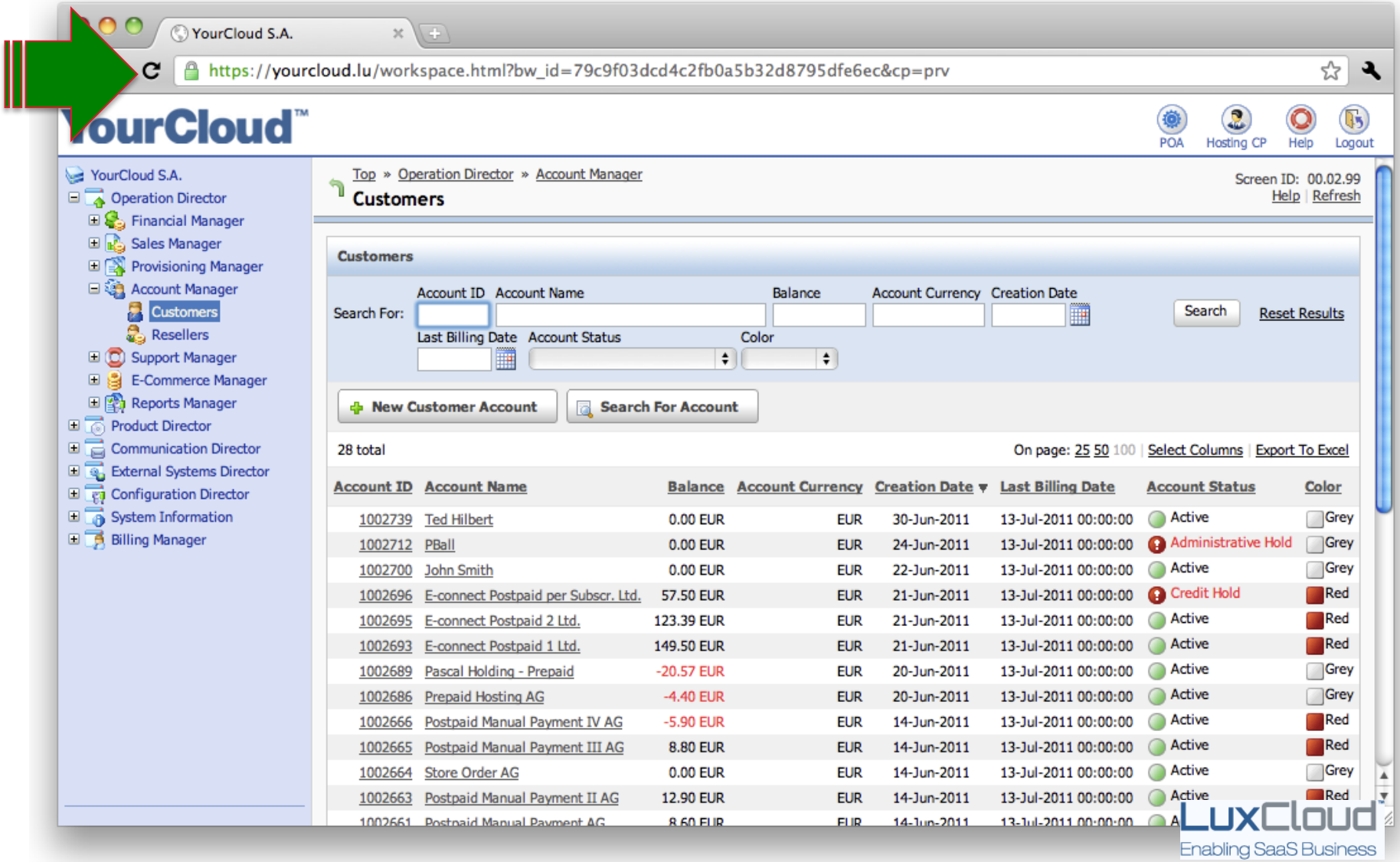
Partner Control Panel



End-User Control Panel

YourCloud S.A.

https://yourcloud.lu/workspace.html?bw_id=4dcd0c091bfef158a2cc8d846aa68364

Apple Yahoo! Google Maps YouTube Wikipedia News (629) Popular

YourCloud™

Nuno Vaz (Account ID: 1002479)

All Domains | Hosting | My Account | Help & Support | Billing | Logout

Subscription: 1000994
Webspace: 100359

Configuration & Admin...
- Domain Overview
- E-mail
- Content Management
- Databases
- Webspace
- Open-Xchange
- SpamExperts
- Backups
- Service Users
- Statistics & Analysis

Hosting
Configuration & Administration

Screen ID: 2.11.00.01
Refresh

Domain Overview
This section provides general management facilities for your domain(s). You can view and manage the list of domains and subdomains, manage dns hosting type and dns records of your domain.

E-mail
This section provides you with managing facilities for your Qmail e-mails and maillists.

Content Management
This section provides management of SiteBuilder and Front Page sites, provides centralized access to the list of these sites and their configuration

Databases
This section allows you to manage your database(s) and its users.

Webspace
This section provides you with the FTP, protected directories, File Manager and other web-related configuration abilities.

Open-Xchange
Open-Xchange Hosting Edition is a highly advanced business-class email and collaboration solution for competitive success. It provides a highly advanced, improved and intuitive browser based interface that meets all their email, calendaring, tasking, contacts and document sharing requirements. Each of the functions simplifies the daily work and it is the unique linking and integration of the different modules that makes organizing and managing within the company even smoother, faster, and more transparent.

SpamExperts
Server-side anti-spam filter for all users of your domain; Proven, trusted, and secure; Best price/ quality anti-spam gateway on the market; Over 99.99% filtering accuracy; Easy to implement; Fully managed service; Friendly multilevel support with 24/7/365 monitoring; No email ever gets lost

Backups
This section allows you to backup your mail, web and databases data and manage your backup files by deleting or restoring this backup data. Note that the Restore Backup procedure restores the user data.

Service Users
This section provides management facilities for your Service User accounts. You can view and manage Service Users" access to the services of your subscription.

Statistics & Analysis
This section allows you to view the way you use resources from your subscription.

Last Login

IP Address	80.92.64.98
Date	Jul-12-2011 15:05

Login History

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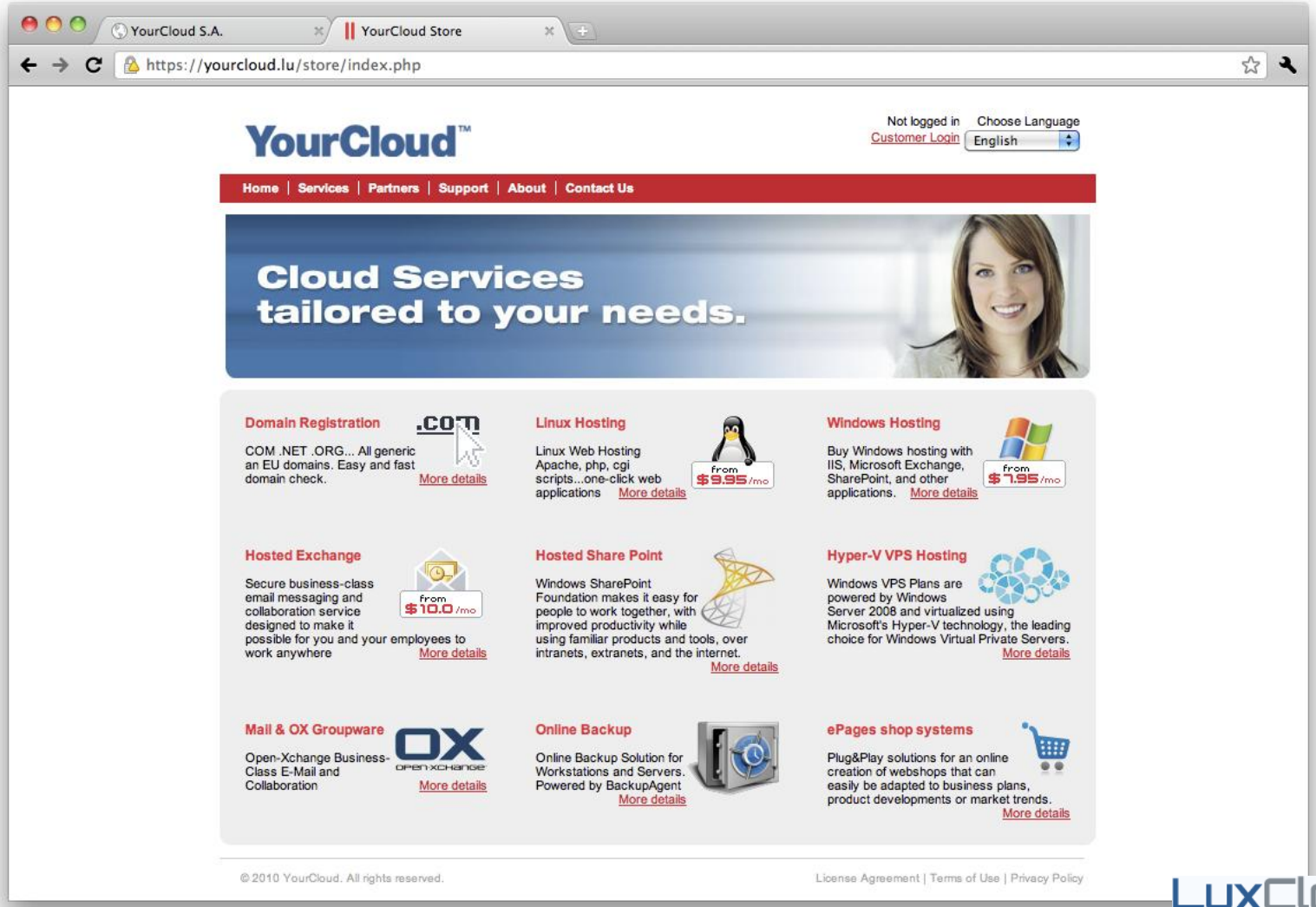
Integrated Webshops – Ready to sell



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Parallels Automation as a Service - PAaaS

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Costs to build-up your Cloud Business

You can either

Build a house or

Rent an apartment

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LuxCloud Partner Programs

Channel Partner

Service Provider

Software Vendor

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Go2market for Service Providers

Service Provider

Fully Hosted and Managed by LuxCloud
- Plus: Low time-to-market (5 days)
- Minus: no use of own assets

Partly Hosted and Managed by LuxCloud
- Plus: Low-time-to-market (4-8 weeks)
- Minus:

Fully Hosted by partner, Managed by LuxCloud
- Plus: Maximize own assets
- Minus: setup time & costs (3-6 months)

Fully Hosted by Partner, Managed by Partner, training, advice, setup by LuxCloud
- Plus: Fast learning curve with LuxCloud that has gone through all aspects of the PA platform and the business
- Minus: setup time & costs (6-12 months)

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Integartion with PBAS > under dev

LuxCloud sharded Platform

PBA

POA Applikation Catalogue

1. MS Hosted
2. MS SharePoint.
3. SaaS – Remote Services (OpenXchange, BackupAgent, etc).
4. ƒDistributed Shared Hosting.
5. ƒSaaS – Web Applications (APS applications).
6. ƒMS Dynamics CRM.

PBAS

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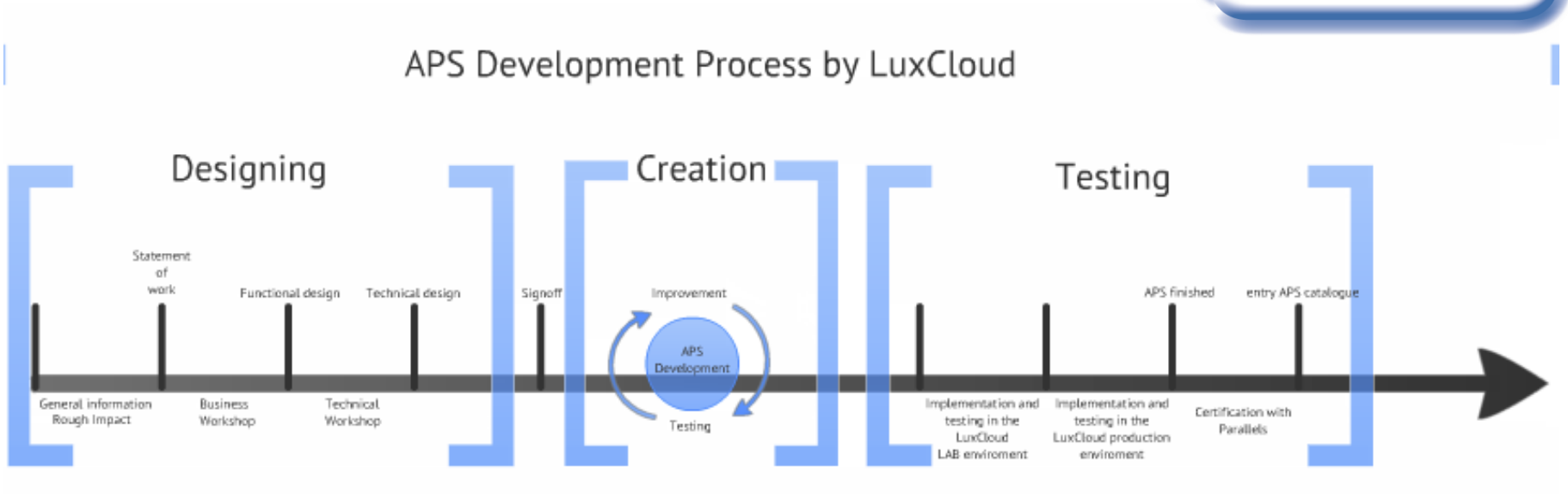
Application Packaging in APS

Software Vendor



APS Packages developed by LuxCloud:

CertiVox
Simply securing your information in the cloud

onapp™

eurodns
THE WORLD OF DOMAIN NAMES

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Conclusion & Next steps

- The market for Cloud services is growing rapidly
- Visit us at our Booth or go to www.LuxCloud.com/Partner-Program
- Discuss the right Partner Program for your needs
- Sign-up a Partner Set-up form
- Free Training for your Sales & Marketing-,Finance- and Support Team

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Thank you for your attention.
Any questions ?

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