

# Elite Channel Partner Bare Metal Dedicated Server Reseller Program

# Get to Know Us



- ▶ Privately held, Denver based company
- ▶ Operating since 2002 in Colorado
- ▶ Two local data centers with over 15,000 square feet combined
- ▶ SSAE16 SOC II Type II Audited Operations

# Handy Networks Overview



- ▶ Not your typical data center / cloud hosting company
- ▶ Driven by our mission / vision:
  - ▶ Quality - We deliver a quality service at a competitive price.
  - ▶ Value - We value and take pride in the relationships that we have with our clients.
  - ▶ Partnership - We develop true partnerships with our clients. Your success guarantees our success.
  - ▶ Transparency - We are open and honest with our customers, always.
- ▶ Clients have direct access to key management / decision makers
- ▶ Our Clients Love Us - Net Promoter Score +93.83

# Program Overview



- ▶ Partner Focused
  - ▶ Receive month to month terms, but 1 year term pricing
  - ▶ Our month to month pricing is very high for a simple reason – it's not in our benefit to steal business from our partners.
  - ▶ Dedicated account manager to support your growth
  - ▶ Non-recurring charge buy-down programs to lower your on-going costs
  - ▶ Pricing scales logically. No surprises.
  - ▶ 1 Business Day Setup Time
  
- ▶ Commitment to Excellence
  - ▶ Systems turned over with operating system updated and patched
  - ▶ Control panel installed (if ordered)
  - ▶ 100% Local Denver based staff

# Program Overview



- ▶ White Label Program
  - ▶ You buy from us
  - ▶ Your customers pay you
  - ▶ You provide your customers with Tier I support
  - ▶ We interact with you for Tier II+ issues
  
- ▶ Self Service Portal
  - ▶ Unbranded management portal for your clients
  - ▶ Remote reboots
  - ▶ Bandwidth Reports
  - ▶ Reverse DNS entries
  - ▶ Access KVM over IP

# Program Overview



- ▶ Hardware
  - ▶ SuperMicro Enterprise Class Hardware
  - ▶ Modern Intel e3-1200 v6 and e5-2600 v4 Systems
  - ▶ IPMI KVM over IP access to systems
  - ▶ Access to older systems at extremely aggressive price points
  
- ▶ Network
  - ▶ 1Gbps Network Interface Standard
  - ▶ Noction Optimized BGP Blend
  - ▶ 20TB Bandwidth Limit (Monthly)

# Program Overview



- ▶ Data Center
  - ▶ 18+ Years Power / Cooling Uptime
  - ▶ Highly secure, SSAE16 audited facility
  - ▶ \$10M+ in capital improvements over the past 2 years
  - ▶ Centrally located in Denver, Colorado
  
- ▶ Customized Solutions Available
  - ▶ We can build systems with 96 drives, 3TB physical memory, 40+ physical CPU cores
  - ▶ Discounts apply to custom builds, but term commitment is generally required

# Partner Commitment



## ▶ Revenue Tiers

- ▶ Open Member – No commitment (Must be an existing customer or approved into the program – not publically advertised)
- ▶ Bronze - \$1,000/mo.
- ▶ Gold - \$5,000/mo.
- ▶ Platinum - \$10,000/mo.

## ▶ Discounts

- ▶ Open Member – Receive 1 year term pricing at month-to-month rates
- ▶ Bronze – 40% off e3-1200v6 and e5-2600 v4
- ▶ Gold – 45% off e3-1200v6 and e5-2600 v4
- ▶ Platinum – 50% off e3-1200v6 and e5-2600 v4
- ▶ Bronze and above receive 60% discount on bandwidth and IP address upgrades!



# Pricing Example – e3-1200 v6



## ▶ Reference Configuration

- ▶ SuperMicro Chassis
- ▶ Intel e3-1230 v6
- ▶ 16GB Memory
- ▶ 2x1TB SSDs
- ▶ CentOS 7

## ▶ Pricing

- ▶ Month to Month (Retail): \$370/mo
- ▶ Open Member Pricing: \$256/mo
- ▶ Bronze Member Pricing: \$153.60/mo
- ▶ Gold Member Pricing: \$140.80/mo
- ▶ Platinum Member Pricing: \$128/mo

# Pricing Example – e5-2600 v4



## ▶ Reference Configuration

- ▶ SuperMicro Chassis
- ▶ Dual e5-2620 v4
- ▶ 64GB Memory
- ▶ 4x1TB SSDs
- ▶ RAID Card + CacheVault or BBU Module

## ▶ Pricing

- ▶ Month to Month (Retail): \$1096/mo
- ▶ Open Member Pricing: \$742/mo
- ▶ Bronze Member Pricing: \$445.20/mo
- ▶ Gold Member Pricing: \$408.10/mo
- ▶ Platinum Member Pricing: \$371/mo

# Go to Market Program



- ▶ We want our partners to be successful!
- ▶ Enroll into the program today and receive Bronze level pricing for 6 months with \$0 monthly recurring commitment
- ▶ Free, regular meetings with a Key Account Manager to keep you updated and on track.
- ▶ Get direct access to our senior staff for assistance with architecting complex systems.
- ▶ Access to a library of data center photos and stock language to include on your web site.

# Next Steps



- ▶ [Enroll Online Today](#)
- ▶ Email [matt@handynetworks.com](mailto:matt@handynetworks.com)
- ▶ Call 303-414-6913

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