2016
PROFIT 500
CANADA'S FASTEST-GROWING COMPANIES

Superna Eyeglass Partner Overview

superna®

Why Superna?

- **Who We Are**
  - NAS Data protection expertise with Superna Eyeglass product and consulting services for all your data protection needs
- **Relationship with EMC**
  - EMC Technology Connect – Select Partner Eyeglass Isilon Edition Software
  - Certification Partner Isilon & Emerging Technologies, NAS and Block Data protection qualification for eLab matrix (Isilon and SRDF)
- Help your Isilon customers deploy end-to-end DR and Continuous Availability Solutions

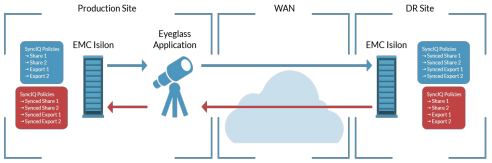
Why Sell and Service Superna Eyeglass?

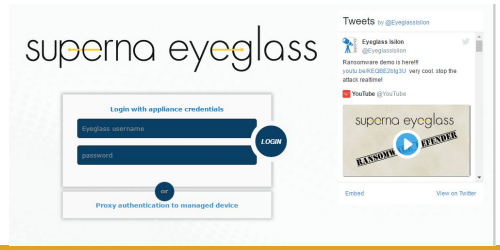
- Highly competitive solution to simplify DR, DR Testing, DR Monitoring
- Position 3 site 3 copy automated failover solutions and sell more Isilon hardware and services to reduce risk in regulated industries
- DR Design services are niche, high margin and builds high levels of trust with your customer
- Total solution for lowering the cost of Isilon administration
- Simple DR, Simple Data migration, simple cluster usage and configuration reporting, RPO reporting, Quota portal, Ransomware defense

Eyeglass Certification for Isilon Partners

1. We are looking for Isilon partners globally to deliver advanced services for Eyeglass products
2. No fee's certification program
   a. 1 x technical resource completes requirements
   b. 1 x sales resources completes requirements
3. On boarding requirements and benefits go here
4. Contacts sales@superna.net

Superna Eyeglass Product Snapshot





Global Deployments in all verticals with over 1000 customers

Superna Eyeglass Product

- DR Edition – automates failover, cluster witness, DR automated reporting

Cluster Storage Monitor Add-on

- Multi cluster management, hardware health, data protection status, storage usage tracking per node/tier/cluster, manage storage utilization at the share level
- Automation add-on product – Share User Self Service portal, Access zone configuration migration, cluster data migration

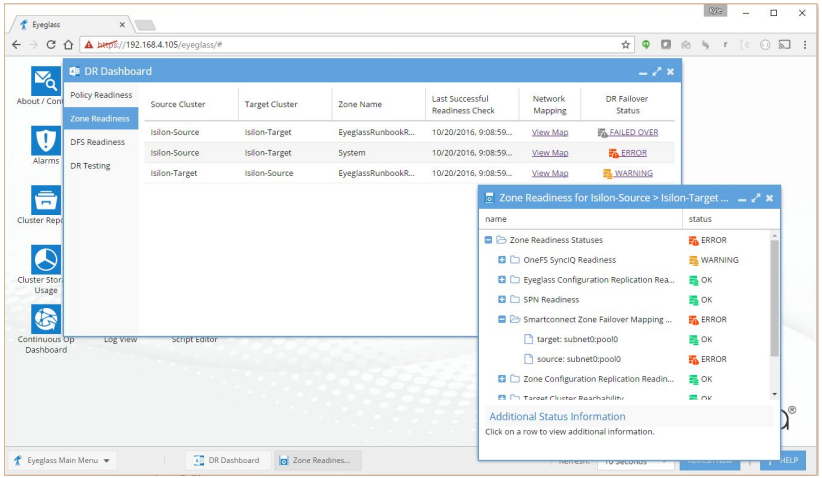
Ransomware Defense Add-on Product for Isilon

The last line of defense to protect your data

Isilon SD Branch Office Edition

- Centralized configuration management, monitoring and data protection

Superna Eyeglass Facts



- Over 100 Dell EMC trained sales engineers globally on Superna Eyeglass Technology
- 10 000's of successful failovers
- Large Enterprise Environments > 80 000 (shares, exports and quotas)
- Segments with deployments: Finance, Healthcare, Government, Defense, Manufacturing, Media and Entertainment, Retail, Bio Sciences,…
- Currently deployed to Dell EMC customers in every region (Americas, Europe, Africa, Asia)

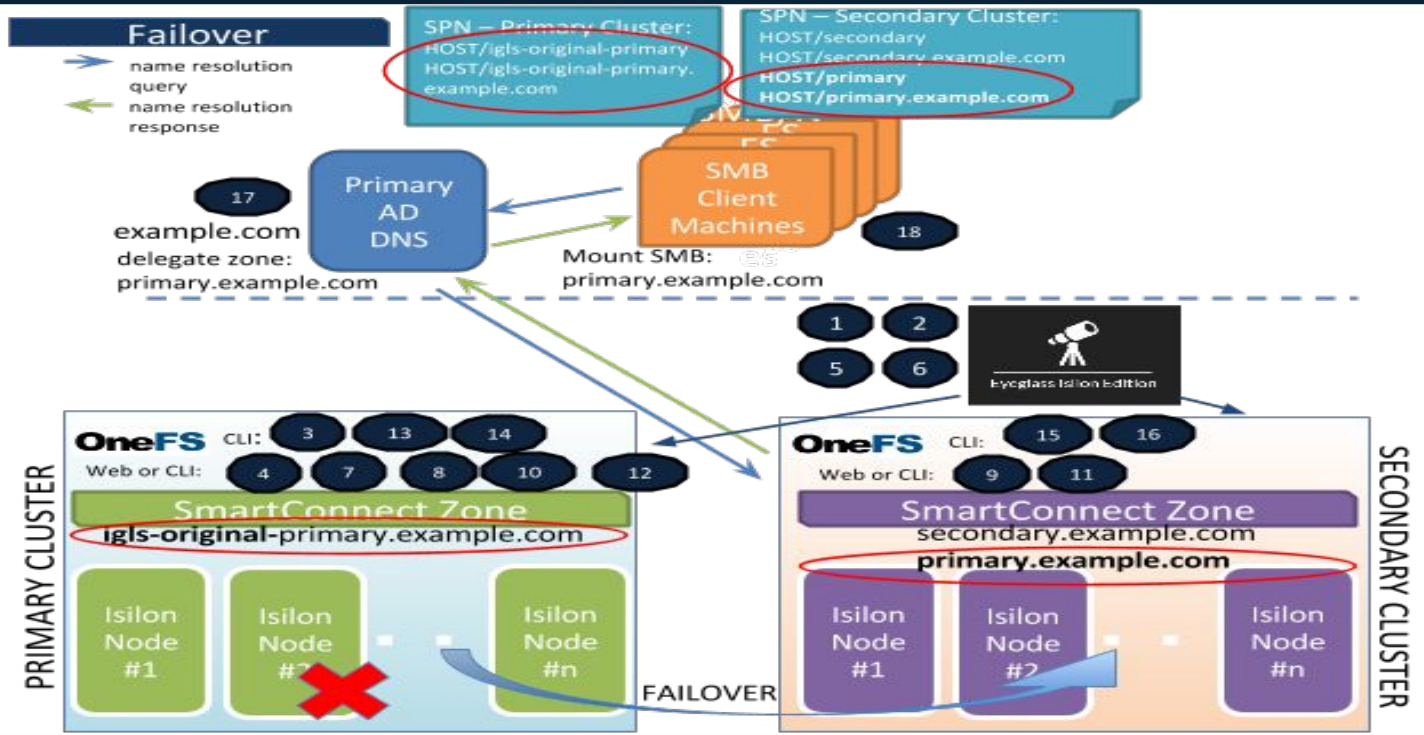
The Problem Statements Addressed by Eyeglass DR Edition

1. DR runbooks are **complicated** and are always **out of date**
2. Scripting is **hard** to maintain and it **Fails**
3. Storage Team has **NO Access** to DNS or Active Directory to complete failover
4. **No RPO Trending, RPO Reporting and RPO Alerting** of DR Readiness
5. **Configuration Management** is not automated
6. No builtin **Data and configuration** migration tools between clusters

Top 6 Reasons Eyeglass Reduces Risk

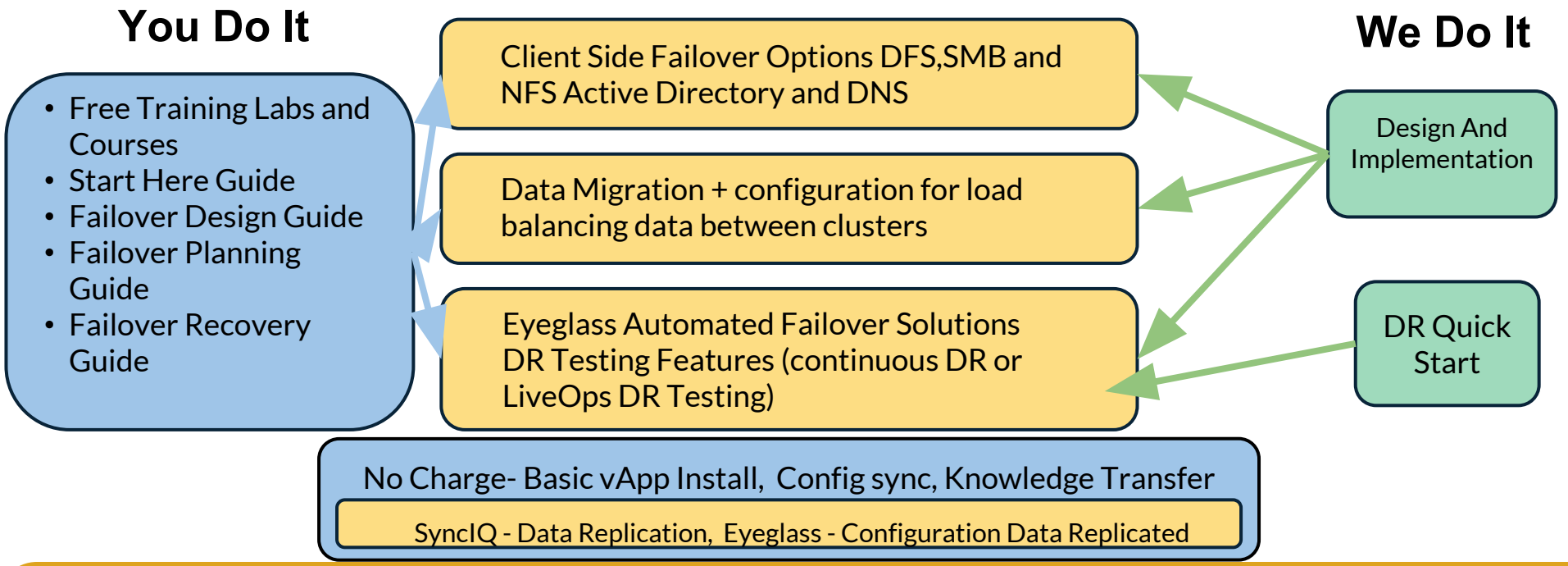
1. Automatically **Monitors** all required failover cluster settings (data, configuration, active directory) to ensure failover is possible and sends Alarms if **any** condition that **blocks** Failover is detected
2. Global **dashboard** for DR Readiness of Isilon file Services
3. **Continuous Operations** Features (migration data, load balance, DR testing, **no downtime**)
4. **Defends** against Ransomware Attacks
5. **Analyzes** data loss **exposure** reports with **SLO** tracking and trending and alerting
6. **Automatically** identifies **abnormal** SyncIQ replication **patterns** and flags exceptions daily for follow up

Failover from Ugly to Pushing Button



Service Options To Get DR Ready

You Do It or We Do It



Superna Eyeglass Advanced Services

Existing Services

- ✓ Superna ™ Eyeglass Installation Service Description
- ✓ Superna ™ Eyeglass Best Practice DR Quick Start
- ✓ Superna ™ Eyeglass Isilon DR Design and Implementation Service Description
- ✓ Superna ™ Eyeglass Ransomware and Auditor Install and Configuration Service Description
- ✓ Superna ™ Eyeglass DR Event Audit Planning &, Failover training

Other Services (Added Partner Opportunity)

- ✓ Superna ™ Eyeglass Scheduled DR Failover Planning and Remote Assistance with Execution Partner Subscription opportunity
- ✓ Configuration Migration Service

Superna Existing Advanced Services

Services Data Sheets

Service Descriptions with Terms of Service

1. Services - Superna ™ Eyeglass Installation Service Description
2. **Service - Superna ™ Eyeglass Ransomware Defender or Easy Auditor Installation and Config Service Description v1**
3. Services - Superna ™ Eyeglass Best Practice DR Quick Start
4. Services - Superna ™ Eyeglass Isilon DR Design and Implementation Service Description
5. Services - Superna ™ Eyeglass DR Event Audit Planning &, Failover training
6. Services - Superna ™ Eyeglass IsilonSD DR Best Practice and Remote Site Quick Start
7. 4 hour block of Consulting Hours Terms and Conditions
8. Configuration Migration Service

Links

Superna - Eyeglass Video Demonstrations

Eyeglass Feature Matrix

Online BOM tool

Free Online Training

Contact Information

- General Sales Inquiries: sales@superna.net
- Services: service@superna.net