



Your New Cloud Storage Business
Three solutions that will impact your organization

Agenda

- Infrascale Overview: Our company and our platform
- What Infrascale technology can do for you
- Security and encryption
- Current cloud industry trends
- Three solutions in one: Infrascale products
- Controlling your accounts with the Dashboard
- Partnership opportunities

Infrascale Overview

Our Company & Our Platform

Overview

Who are we? Infracale is a leading global provider of ultra-secure cloud-based backup, data protection and collaboration infrastructure software and services.

Platform: Enabling service providers and enterprises to deploy one solution to solve three separate use cases.

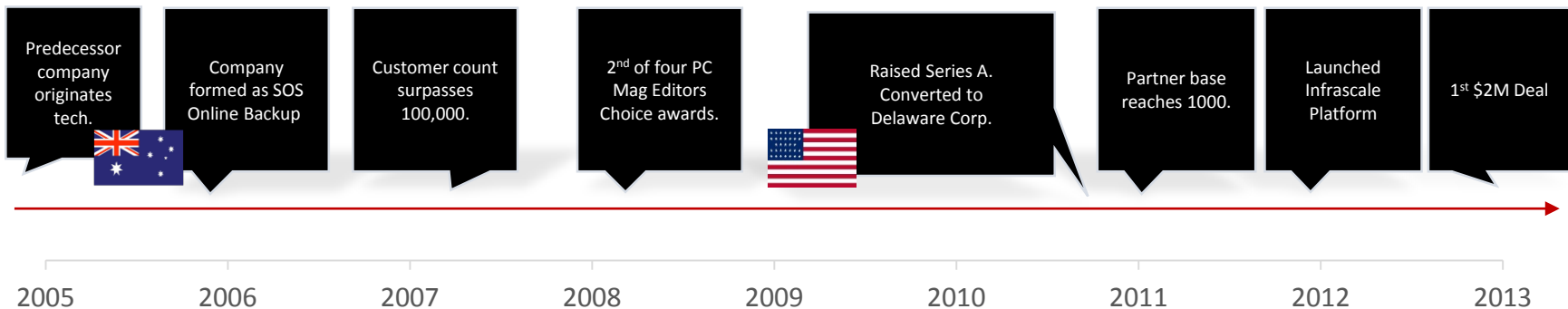
Security: private or public deployment. Double-blind approach to client side encryption delivers companies a “PRISM proof” storage system.

Cloud: we grew up as a public cloud offering, so internet hyper-scalability is built-in, but all of our solutions can also be deployed in private clouds or hybrid clouds.

Software Defined Infrastructure: virtualizing mission critical infrastructure for data protection and file-serve/file-share and converting it to pure software solutions.

By The Numbers

20B	20 Billion data objects stored in our global cloud and growing.
1000	Platform Partners (ISP, ISV, MSP)
~1M	PCs, Servers, Mobile devices protected/connected.
11	11 Datacenters around the world. All key geos served.



The Platform



Secure File Sharing & Collaboration

Enterprise File-sharing

Server/Application Backup

Infrascale Backup™



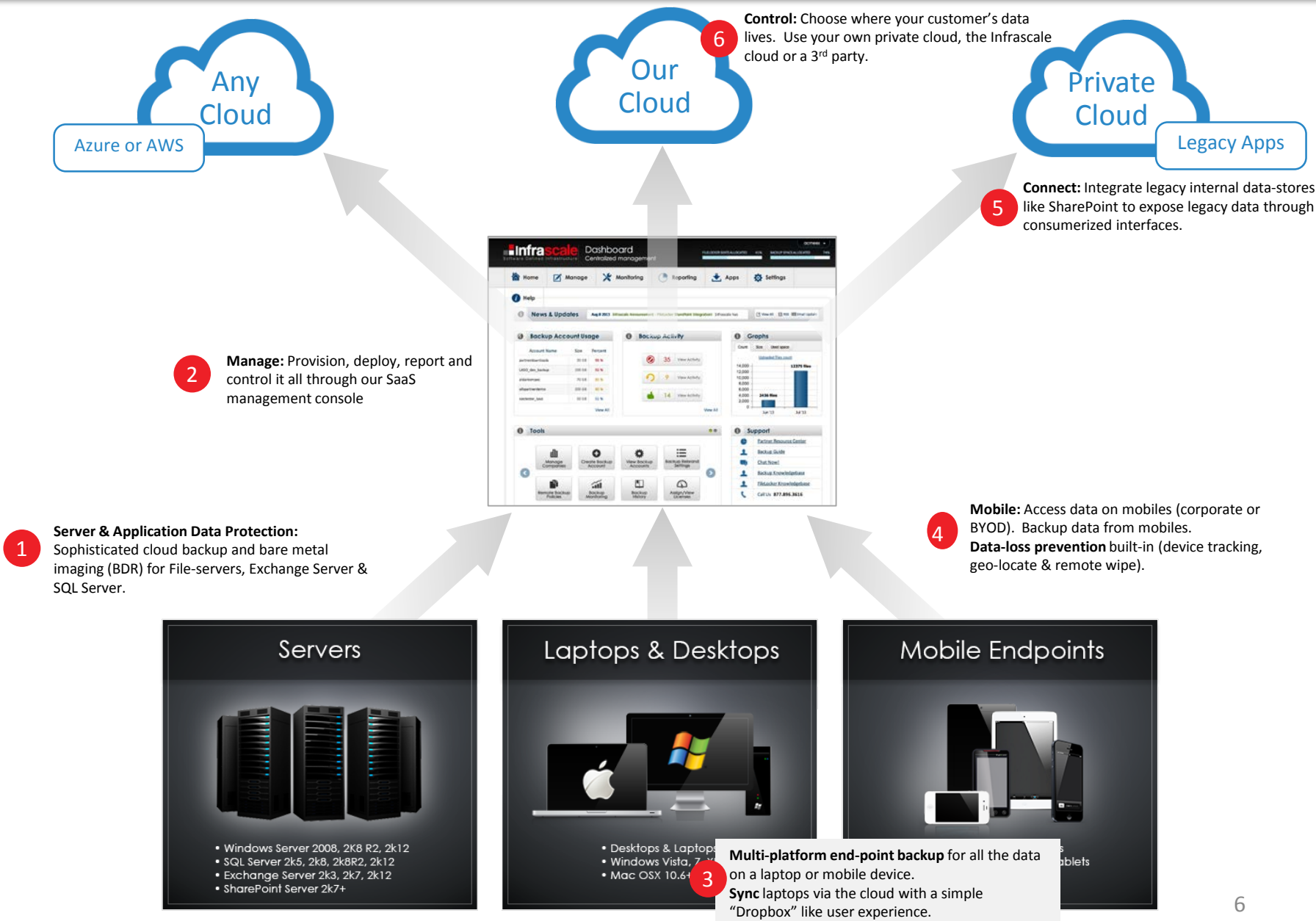
Secure Cloud Backup, Data Protection and File Collaboration Platform

Secure Endpoint Backup

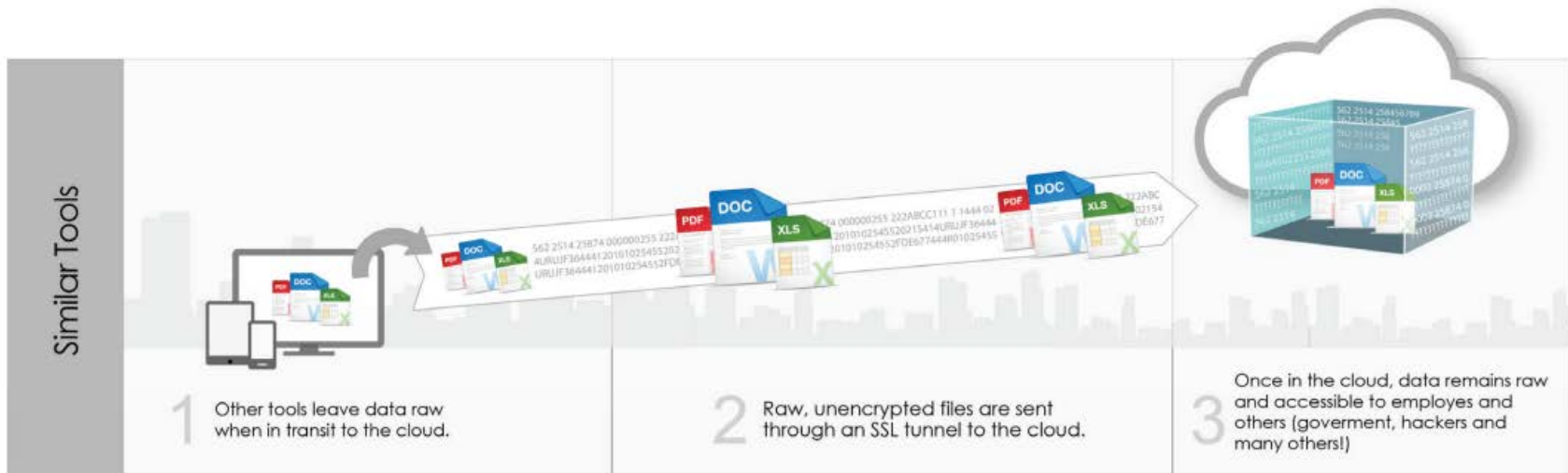


Endpoint Data Protection & Device Management



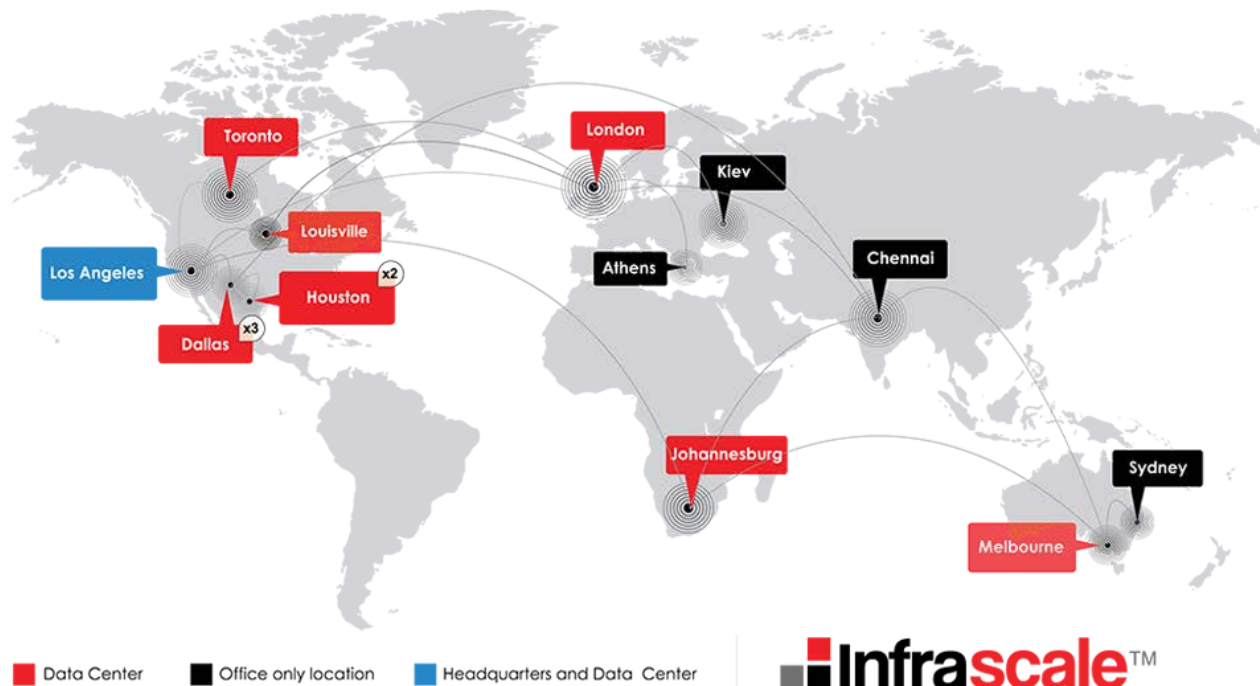


InfraScale's Double-Blind Encryption is Critical in a Post-Prism Cloud Industry



Infrascale data centers

- 15 global points of presence on 5 continents, including 11 data centers
- Infrascale backs up data to U.S. military-grade data centers in London, Toronto, Los Angeles, Houston, Dallas, Louisville, Johannesburg and Melbourne
- All data centers are secured with 24/7 watch, video surveillance, biometric credential requirements, backup generators, temperature and humidity controls



Opportunity with Cloud Storage

Trends and Happenings

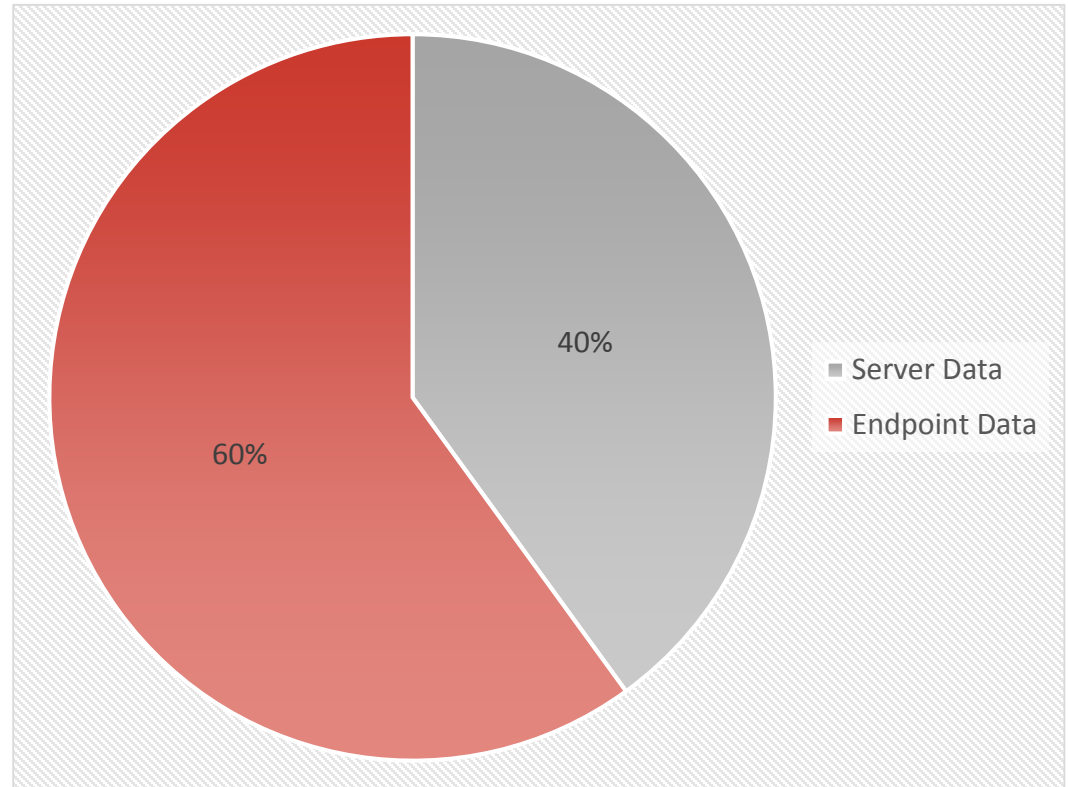
The current state of cloud server and endpoint backup:

Your customer's data is no longer centralized on a single device. Your traditional backup system will no longer cover their entire business.

Endpoints are among the highest risk for data loss

You need a solution that can safeguard your customer's data everywhere it lives – on laptops, tablets, and smartphones.

EndGuard endpoint data protection and device management, encompasses backup *and* management for all your customer's endpoints.



Your customer's endpoints make up 60% of where critical business data is stored, are they protected through your current backup system?

Higher number of endpoints result in an increased risk of costly data breaches



- Up to 80% of BYOD activity is going unmanaged
- 24% of consumers surveyed currently use a smartphone or tablet as their primary, work-related computing device.
- 63% of companies surveyed plan to support BYOD by the year's end
- 67% of people use personal devices at work, regardless of the office's official BYOD policy
- 70% of mobile professionals will conduct their work on personal smart devices by 2018.



Infrascale Technology

Three Products: One Solution

The hero section features the Infrascale logo in the top left, a navigation menu (HOME, PRODUCTS, SOLUTIONS, PARTNERS, RESOURCES, ABOUT) with a search icon, and a large background image of a person's hand pointing at a cloud icon. The cloud is connected by dotted lines to icons of a smartphone, a camera, a laptop, and another smartphone. Below the navigation, the text reads: **EndGuard** in large black font, followed by **Endpoint Data Protection** in red. A sub-headline states: "Purpose-built to enable IT to manage and protect enterprise endpoint data from a single unified dashboard." A green button with a play icon says "Get Started!".

Infrascale Offerings

One company, one platform, with all your customer's cloud data protection needs covered.

Our Products

- FileLocker (Secure File sharing)
- EndGuard (Endpoint Backup)
- Infrascale Backup (Server Backup)

What's New: EndGuard Product Release!

Endpoint data protection and device management, encompasses backup *and* management for all your customer's endpoints.

INFRASCALE BACKUP

Infrascale Backup delivers powerful cloud backup designed to protect a business's mission-critical data. Data protection, archiving, and BDR for servers and applications.

[Learn why Infrascale Backup is built for business](#)

INFRASCALE ENDGUARD

Endpoint Data Protection with built-in Device Management. Protect your enterprise data where it lives - on laptops, tablets and smartphones.

[Learn about EndGuard, endpoint protection for the enterprise.](#)

INFRASCALE FILELOCKER

Secure Enterprise File-sharing & Collaboration. FileLocker is file-based collaboration that both users and IT loves. End-to-end encryption, built-in mobile device management & remote wipe.

[Learn about FileLocker, truly secure collaboration.](#)

INFRASCALE PARTNERS

Increase sales and enhance customer relationships with Infrascale's suite of SaaS enterprise cloud storage, endpoint data protection and collaboration technologies.

[Learn about our Partner Program now.](#)

Blog



[EndGuard Feature Release – New Analytics](#)

Press Release



[Infrascale Releases Endpoint Data Protection Solution](#)

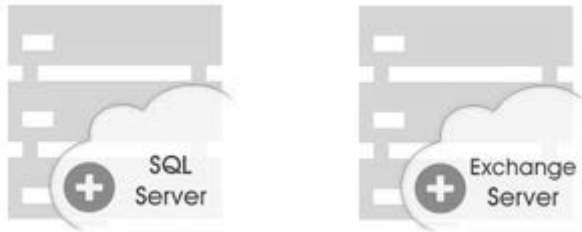
News



[Infrascale Unveils EndGuard Endpoint Data Protection Solution for BYOD](#)

Secure Cloud Backup for Servers and Applications

Server Backup and Recovery | Bare Metal Backup and Recovery | Mobile Backup and Recovery | Centralized Management



- Complete Server Backup: Integrated SQL and Exchange backup
- Bare Metal backup and recovery: Low RTO bare metal image backups
- Monitor server backups in the Central Management Dashboard



- Transactionally consistent bare metal backup and recovery
- Exchange Granular Recovery
- Monitor server backups in the Central Management Dashboard

Secure File Sharing, Sync, and Collaboration

Desktop Sync & Share | Collaboration | SharePoint Integration | Security | Centralized Management



Desktop sync & encryption

FileLocker offers the ability to encrypt data locally, before it is sent to the cloud. This is done in the desktop sync client.



Mobile access

Access files made available for sharing with native FileLocker applications on Android, iPhone, and Windows Phone.



Document Collaboration



File and Folder Sync

- Sync with a desktop folder
- Share files and folders
- Send secure links
- Preview documents in nearly any file format
- Edit documents in the cloud



Infrascale Dashboard

Your Centralized Management Console

Feature Highlight: Global Management

InfraScale Dashboard
Software Defined Infrastructure Centralized management

FILELOCKER SEATS ALLOCATED 30% BACKUP SPACE ALLOCATED 99%

Home Manage Monitoring Reporting Apps Settings Help

News & Updates Nov 20 2013 SOS Online Backup v5.10 Release - Missed last week's release of SOS Online

Backup Account Usage

Account Name	Size	Percent
atest@mail.ru	200 MB	119 %
partnerdownloads	30 GB	101 %
nstest_lv_acme_dash	1 GB	95 %
LASO_dev_backup	100 GB	92 %
aldanlompos	70 GB	85 %

Backup Activity

- 77 View Activity
- 0 View Activity
- 0 View Activity

Graphs

Uploaded files count

5822 files

Nov '13

Tools

- Manage Companies
- Create Backup Account
- View Backup Accounts
- Rebrand Settings
- Remote Backup Policies
- Backup Monitoring
- Backup History
- Assign/View Licenses

Support

- Dashboard Overview
- Partner Resource Center
- Backup Guide
- Chat Now!
- Backup Knowledgebase
- FileLocker Knowledgebase
- Call Us 877.896.3616

Downloads

- Granular Recovery for Exchange
- Online Backup for Mac
- ShadowProtect v3.5
- ShadowProtect v5
- Online Backup for Windows (EXE)
- Online Backup for Windows (MSI)

FileLocker Agent

You're ready to sell FileLocker to your customers!

20% Commission on Upgrades.

Send customers to this URL to receive credit for your sign ups:
<http://in.filelocker.com/free/849-Reporting/Statistics>

One Management App
Data in Any Cloud



Private Cloud



Feature Highlight: User Level View

Infrascale Software Defined Infrastructure **Dashboard** Centralized management acmees

FILELOCKER SEATS ALLOCATED 30% BACKUP SPACE ALLOCATED 99%

Home Manage Monitoring Reporting Apps Settings Help

EndGuard View for User: sostester_laso

Usage Stats

- Total Backup: 200 GB
- Backup Growth Rate: +10 GB per month

Backup Activity View All

- 49 View Activity
- 9 View Activity
- 13 View Activity

Uploaded files count

Month	Count
Oct '13	4234 files
Nov '13	248 files

Account Information

General Info Device Management Data-loss Prevention Analytics Device Map

EndGuard by Infrascale

User Name: Doe User
Contact Name: Doe
Contact Number: 310-526-2548
Contact Email: johndoe@testaccount.com
AD User Name: Company/John.Doe
Admin Contact: IT Tech
Admin Number: 310-569-7854
Create Date: January 18, 2013

Edit

User level analytics & warnings, across all devices

Feature Highlight: Analytics

InfraScale Software Defined Infrastructure | Dashboard Centralized management | AcmeES | FILELOCKER SEATS ALLOCATED 92% | BACKUP SPACE ALLOCATED 99%

Home | Manage | Monitoring | Reporting | Apps | Settings | Help

EndGuard | View for User: Ken@infrascale.com

Usage Stats

Total Backup **200GB**

Backup Growth Rate **+10GB** per month

Alerts

View All

- 55 View Activity
- 3 View Activity
- 17 View Activity

Unuploaded files count

Count | Size | Used space

Month	Count
Sep '13	2597 files
Oct '13	4885 files

General Info | Device Management | Data-loss Prevention | **Analytics** | Device Map

Analytics: January 2013

Last 24 hrs | Last 30 Days | Calendar View

Device	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
STEEN	Success	Warning	Warning	Warning	Error	Success	Warning	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Error	Success
SBS	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success
SASHA-WIN7X64	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success
PC47	Success	Success	Success	Success	Success	Success	Success	Warning	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success
MISHA-PC	Success	Error	Success	Success	Success	Success	Success	Error	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success
MACBOOK	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Error	Error
LASODEMO	Success	Warning	Success	Success	Success	Success	Warning	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Error	Warning
ANTONIO-PC	Success	Warning	Warning	Warning	Error	Success	Warning	Success	Success	Success	Success	Success	Success	Success	Success	Success	Success	Error	Success

Legend: Success Successful Warning Warning Error Error

[See detailed report](#) [Export to Excel](#)

- On demand **analytics**.
- Pro-active warnings and push notifications

Feature Highlight: Device Management

The screenshot displays the InfraScale dashboard with the following components:

- Navigation Bar:** Home, Manage, Monitoring, Reporting, Apps, Settings, Help.
- Dashboard Metrics:**
 - Usage Stats:** Total Backup 200GB, Backup Growth Rate +10GB per month.
 - Alerts:** 55 alerts (View Activity), 3 alerts (View Activity), 17 alerts (View Activity).
 - Uploaded files count:** Bar chart showing 2597 files in Sep '13 and 4885 files in Oct '13.
- Device Management Section:** Includes tabs for General Info, Device Management, Data-loss Prevention, Analytics, and Device Map. An "Export to Excel" button is present.
- Device List Table:**

Device Name	Connection	Location	OS	Backup Version	Last Backup Date	Actions
PBK-SBS01	✓	Culver City, CA	Windows Server 2008 R2 x64	v 5.10	28-Aug-2013 3:34 PM	⚙️
WOOD-DELL	✓	Santa Monica, CA	Windows 7 x64	v 5.10	02-Jul-2013 7:04 PM	⚙️
WOOD-DELL	✓	Las Vegas, NA	Windows 7 x64	v 5.10	28-Aug-2013 3:34 PM	⚙️
LASODEMO16	⚠️	New York, NY	Windows Server 2008 R2 x64	v 5.10	08-May-2013 12:57 PM	⚙️
LASODEMO	✖️	Tampa, FL	Windows Server 2008 R2 x64	v 5.10	28-Aug-2013 3:34 PM	⚙️
LASODEMO	✓	Los Angeles, CA	Windows Server 2008 R2 x64	v 5.10	02-Jul-2013 7:04 PM	⚙️
ALIENWARE-WIN8	⚠️	Houston, TX	Windows 8 x64	v 5.10	29-Oct-2013 11:05 AM	⚙️
ALIENWARE-WIN8	✓	Chicago, IL	Windows 8 x64	v 5.10	14-Nov-2013 11:42 AM	⚙️
- Annotations:**
 - A yellow callout box on the left states: "Integrated remote wipe and geo-locate" and "Real-time & asynchronous device management & control".
 - A grey callout box on the right lists actions: "Get Device Info", "Wipe Device", and "Locate Device". A red arrow points from this box to the actions menu of the LASODEMO16 device in the table.

Feature Highlight: Remote Wipe & Geotrack

Dashboard
Software Defined Infrastructure Centralized management

AcmeES
FILELOCKER SEATS ALLOCATED 92% BACKUP SPACE ALLOCATED 95%

[Home](#) [Manage](#) [Monitoring](#) [Reporting](#) [Apps](#) [Settings](#) [Help](#)

EndGuard

Usage Stats

Total Backup **200GB**

Backup Growth Rate **+10GB** per month

Alerts

[View All](#)

- 55 [View Activity](#)
- 3 [View Activity](#)
- 17 [View Activity](#)

Uploaded files count

Month	Count
Sep '13	2597 files
Oct '13	4885 files

▶ General Info ▶ Device Management ▶ Data-loss Prevention ▶ Analytics ▼ **Device Map**

Device Map: North America

Location

- Device 1: San Francisco, CA, US
- Device 2: Vancouver, CANADA
- Device 3: New York, NY, US
- Device 4: Mexico City, MEXICO

[Refresh](#)

21

EndGuard™ | Mass Deployment Wizard

Flexible and intelligent MSI builder for **mass deployments** – with user creation and configuration built-ins. Completely transparent to the end-user.

Deep **active directory** integration.

Build on MSI

Policy to use in MSI:

[View/Edit Policies](#)

Date to Expire:

AD Domain Name:

Default User Quota:

Username Template:

Email Template:

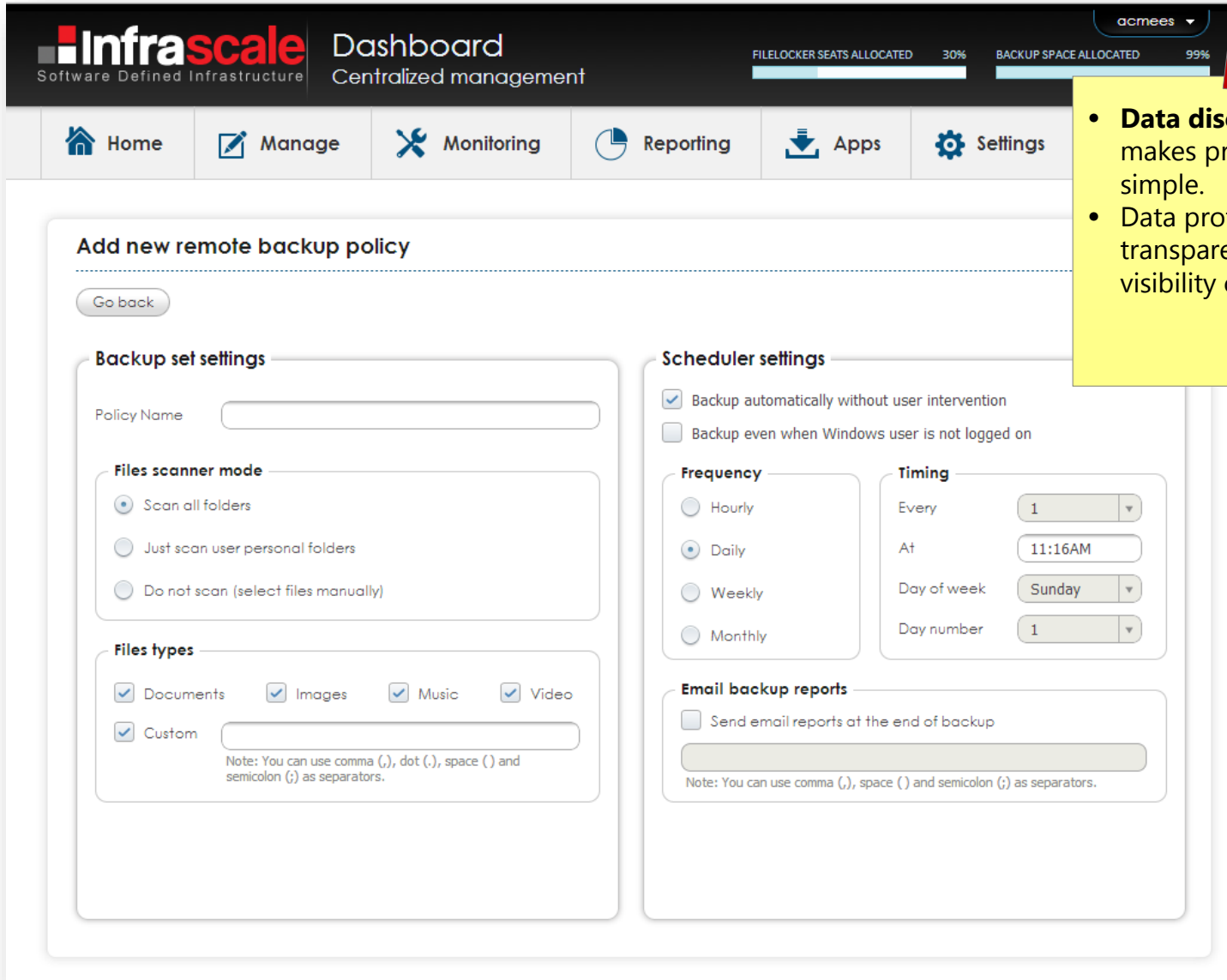
User Visible (Start menu entry)

Create Account Automatically

Generate MSI

Previously Built MSIs

NAME	EXPIRE	POLICY	DOWNLOAD
name_1.msi	10/23/2013	All Users	
branch_office1.msi	01/14/2013	Marketing Dept	
branch_office2.msi	08/30/2013	Development Dept	
name_1.msi	10/23/2013	All Users	
branch_office1.msi	01/14/2013	Marketing Dept	
branch_office2.msi	08/30/2013	Development Dept	



InfraScale Software Defined Infrastructure **Dashboard** Centralized management acmees

FILELOCKER SEATS ALLOCATED 30% BACKUP SPACE ALLOCATED 99%

Home Manage Monitoring Reporting Apps Settings

Add new remote backup policy

[Go back](#)

Backup set settings

Policy Name

Files scanner mode

Scan all folders
 Just scan user personal folders
 Do not scan (select files manually)

Files types

Documents Images Music Video
 Custom

Note: You can use comma (,), dot (.), space () and semicolon (;) as separators.

Scheduler settings

Backup automatically without user intervention
 Backup even when Windows user is not logged on

Frequency

Hourly
 Daily
 Weekly
 Monthly

Timing

Every
At
Day of week
Day number

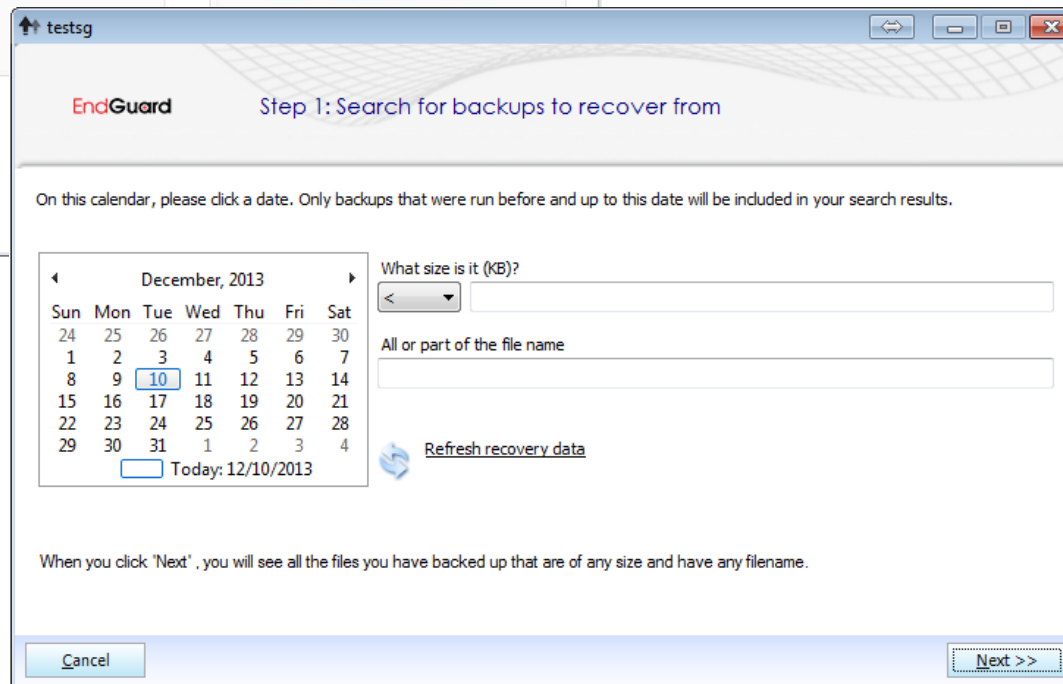
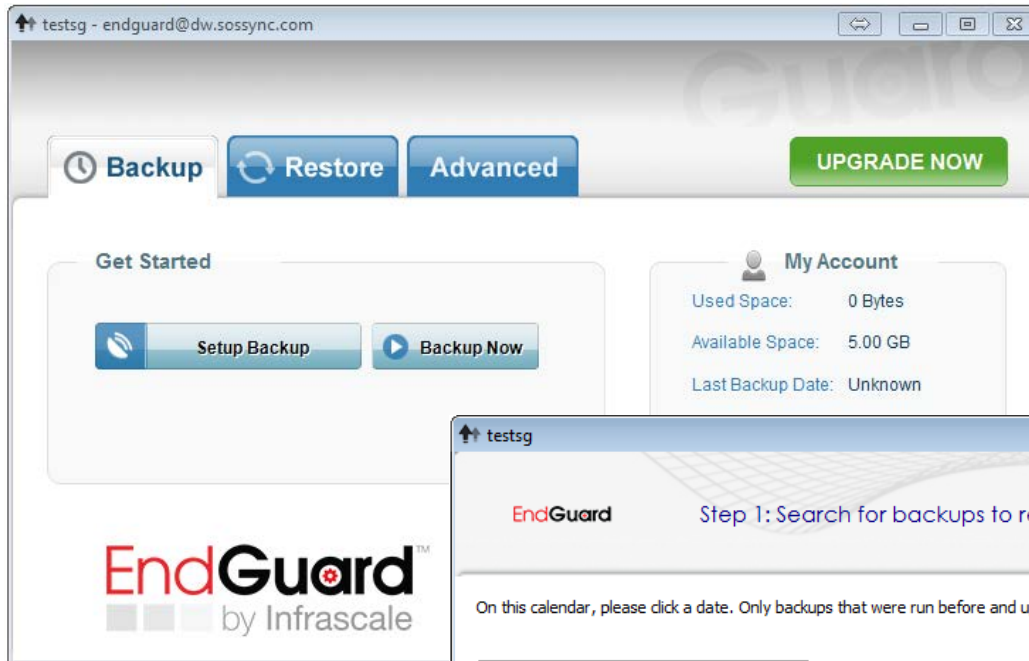
Email backup reports

Send email reports at the end of backup

Note: You can use comma (,), space () and semicolon (;) as separators.

- **Data discovery engine** makes protecting data simple.
- Data protection happens transparently to the user, or visibility can be delegated.

Feature Highlight: User Recovery



Task delegation allows the admin to give certain users access for recovery & share.

User transparent deployment/operation means that in most cases users won't need to be aware.

Infrascale Partnership

Your Secure Cloud Storage Solution

Infrascale offers:

- **Data Security & Protection**

Protects your customers from the risks associated with the potential loss or damage of endpoint devices containing corporate IP and governed data.

- **Simplified Management**

Integrates cloud backup and recovery, and native endpoint data loss prevention capabilities in a centrally managed application.

- **Productivity Enablement**

Automated, user-transparent backup with industry-leading breadth of devices and depth of OS support means that employees can focus on productivity knowing their data and user experience are stored safely.



Infrascale Platform: Powering Cloud Data Management

Infrascale delivers powerful technology solutions that disrupt the current cloud data management ecosystem.

Cloud Backup

Server
Backup

Endpoint
Backup

Archive
Storage

File Sharing
& Sync

Document
Mgmt.

Cloud
Brokerage

Cloud NAS

Infrascale Cloud Platform

- ✓ **Cloud Backup Application Suite:** for Fileservers, PCs, Macs, iOS, and Android
- ✓ **Centralized Management Dashboard:** reporting, monitoring, and deployment
- ✓ **Partner Rebranding:** Backup Recovery Manager and Dashboard
- ✓ **Partner Pro Support:** US based, unlimited training and tech support
- ✓ **Partner Success Program:** Marketing tools, account manager, sales training
- ✓ **Cloud storage:** Includes **1TB** of cloud storage space

Ready to get started?

Start with a FREE trial!

Our customers love Infrascale, and you will to:

“Infrascale gives me great peace of mind knowing that all my work and personal computers are being regularly backed up. It also gives me a way to access important files when I’m out of the office.”

- Infrascale Customer, Reid Tenkley, Spotlight Financial

Start your Free Trial Today!

Get Free Trial 

Thank you for joining us!

Contact your Partner Specialist at: **877.896.3611**

Or visit www.infrascale.com to get started today!