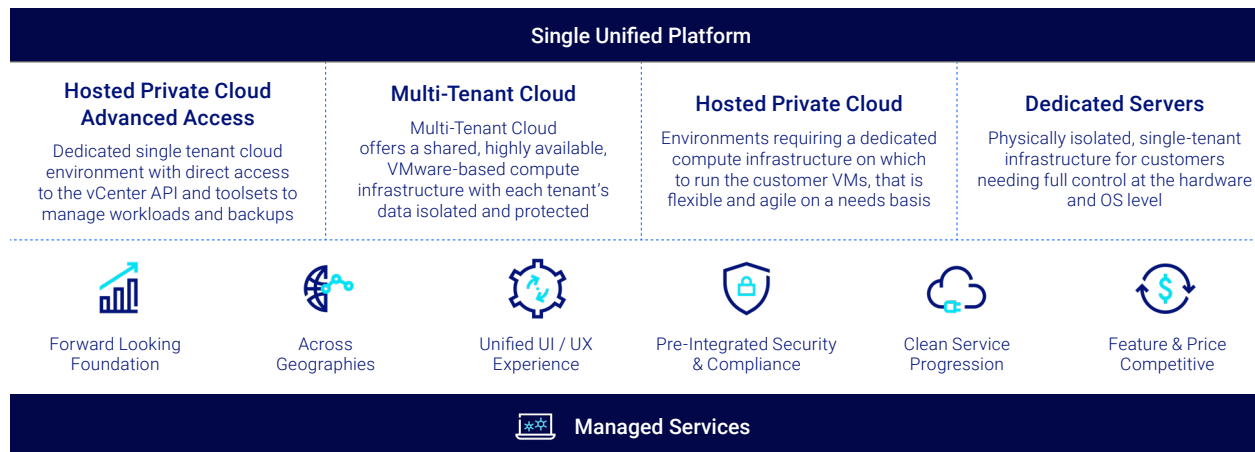


# Flexential Cloud Battlecard

Let the workload be the guide.

## Flexential Cloud Solutions Overview

Purpose-built for hybrid IT, Flexential Cloud delivers secure, high-performance environments for VMware workloads, multi-tier applications, and cloud-smart modernization strategies—supported by 24x7 experts and industry-leading SLAs.



## When to position Flexential Cloud

Trigger events and best-fit scenarios for when you have a customer who needs to:

- **Migrate multi-tier applications** but isn't sure which cloud model fits best (public, private, or hybrid)
- **Enable a cloud-smart strategy**—balancing cost, control, and performance—without public cloud lock-in
- **Support workloads** requiring dedicated compute, isolated storage, or stronger security/compliance
- **Run a hybrid environment** with interconnection and consistent performance or expectations across workloads
- **Move VMware workloads** to the cloud without re-architecting applications or changing existing tools/processes



## Qualifying Questions






*Uncover the opportunity.*

*Flexential will bring the cloud expertise.*

- **Cloud-smart strategy:** Are you taking a cloud-smart approach—placing each workload where it makes the most sense for cost, performance, risk, and control?
- **OpEx/data center exit:** Are you shifting from CapEx to OpEx, or planning to close or consolidate a data center?
- **IT bandwidth:** Is your team stretched thin managing day-to-day infrastructure versus focusing on business outcomes?
- **DR readiness:** How often do you test DR, and what's the business impact of downtime or data loss?
- **VMware continuity:** Do you need to move VMware workloads to the cloud without re-architecting or hiring new specialists?

# Differentiators

Why Flexential wins

Hybrid Advantage	VMware Expertise + Modernization Path	Migration + Flexible Infrastructure	Security + Compliance Built In	Strong SLAs + Responsive Support
 <ul style="list-style-type: none"><li>• <b>Built for hybrid IT</b> with interconnection that links Flexential Cloud, colocation, and public cloud providers.</li><li>• <b>Deliver consistent, high-performance connectivity</b> across distributed environments.</li></ul>	 <ul style="list-style-type: none"><li>• <b>Pinnacle VMware partner</b> (highest tier)</li><li>• <b>Deep experience</b> supporting VMware-based environments and a clear modernization path (VCF 9 aligned).</li></ul>	 <ul style="list-style-type: none"><li>• <b>Granular control</b> over provisioning and consumption.</li><li>• <b>Proven ability</b> to plan, migrate, and operate workloads across platforms, regions, and providers.</li></ul>	 <ul style="list-style-type: none"><li>• <b>Pre-integrated security</b> and compliance down to the hypervisor level,</li><li>• <b>Foundational building blocks</b> for zero trust cloud environments.</li></ul>	 <ul style="list-style-type: none"><li>• <b>99.999%</b> cloud compute availability</li><li>• <b>100%</b> cloud network availability</li><li>• <b>24x7</b> managed VM support (15 min critical   2 hr non-critical)</li></ul>

## Getting started

1. Leverage the marketing tools and resources on the [Partner Portal](#).
2. **Register the lead** and engage your Regional Partner Manager
3. Schedule a free **Fast Track Cloud Assessment**, a quick, no-cost assessment that gives your customer clear workload insights and recommendations to optimize spend and performance.