

SCALABLE SAGE IT INFRASTRUCTURE FOR SUCCESS

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Future-proof: Sage 100 & 300

VPC@Work



As part of the Sage Partner Cloud (SPC) and exclusively focused on Sage solutions, Cloud at Work hosting solution is purpose-built and expertly configured for optimal power, flexibility, speed, and security.



Simplify IT

Takes all the work out of running, maintaining, upgrading, and backing up.



Modern Workers

Seamlessly scale server resources to add memory, disk space, CPUs, etc.



Reduce Costs

Service and support delivered with a predictable monthly subscription fee.



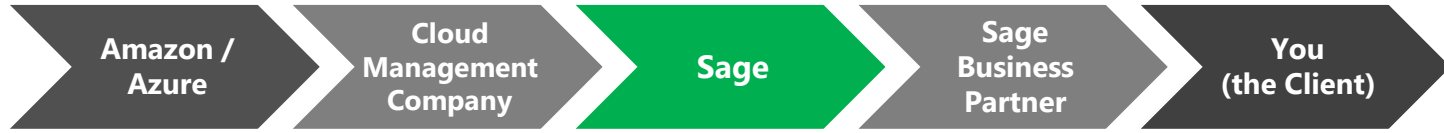
Increase Security

VPC with enterprise-grade performance (redundancy, security, and availability.)

Reduce the Layers

Traditional Sage Cloud Solutions

Multiple vendors involved. Complicated.



Cloud at Work Single Tenant Solution

One vendor. Simple and predictable.



The Cloud at Work Experience

Customizable system that fits your exact requirements and at your convenience

With a financially backed SLA, the **100% virtual private solution** is the most economical way to securely host Sage applications.

Benefit	Virtual Private Cloud
99.99% uptime guarantee	✓
Tier 4 Data Center (Highest classification)	✓
24x7x365 Support and Monitoring	✓
Custom build specific to your business/No Application Limitations	✓
Hourly snapshots (48 hours), Daily backups (30 days) – All on separate networks	✓
Geo diverse data centers – Real time replication	✓
Operating System Patches and Upgrades	✓
End Users Connect via Published Application/Virtual Desktop	✓
Disaster recovery – 4-hour RTO (Recovery Time Objective) 1-hour RPO (Recovery Point Objective)	✓
Multi Factor Authentication	✓

Cloud at Work's Data Centers



Philadelphia, PA

203,703

Sqft data center
footprint

1500+

Watts per sqft
Power density

100%

SLA on power, cooling,
network & bandwidth

Dallas, TX

261,425

Sqft data center
footprint

1500+

Watts per sqft
Power density

100%

SLA on power, cooling,
network & bandwidth



Barrie, ON

30,000

Sqft data center
footprint

10MW

Total power
capacity

99.99%

SLA on power, cooling,
network & bandwidth



A Few of Our Clients

Sage hosted clients spanning industries and verticals



MUY!



Citarella



Baked by Melissa



ROYAL
FARMS



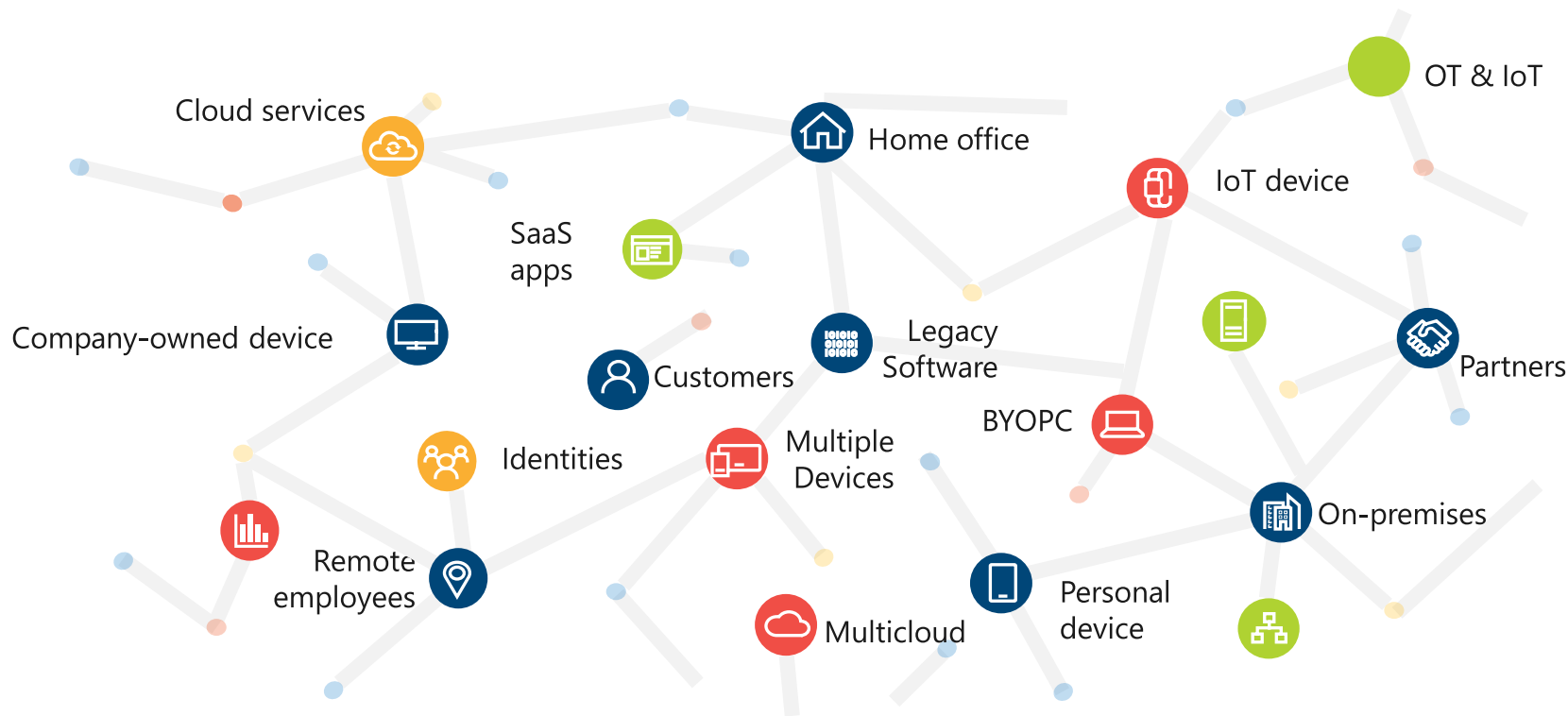
STARBORN®



MedTest Dx



Technology environment has never been more complex



Workforce Trends

20%

Employers now offering 4-day work week

24%

Workers think 2-yrs is norm to change jobs

16%

Companies that operate fully remote

62%

Workers seeking a new job for higher pay

60%

Employees are emotionally detached from work

98%

Workers want to work remote at least some of the time

74%

Employers experiencing talent shortage

12.7%

Workers that are fully remote

The Evolving “Office”

Cubicles



Open Floor Plan



Work From “Anywhere”



What’s Next?



Computing Needs Have Evolved



Security & Regulation

Industry Standards
Government Regulations
IP Security
Customer Data



Elastic workforce

Mergers and acquisition
Short-term employees
Contractors and partners



Remote employees

BYOD and mobile
Call centers
Field Roles
Branch workers



Specialized workloads

Design and engineering
Legacy apps
Software dev test
Customer Service

Security is Increasingly Insecure

41%

Businesses having experienced a malware attack in 2023.

62%

Employers experiencing a breach due to a remote worker

130

Ransomware strains detected

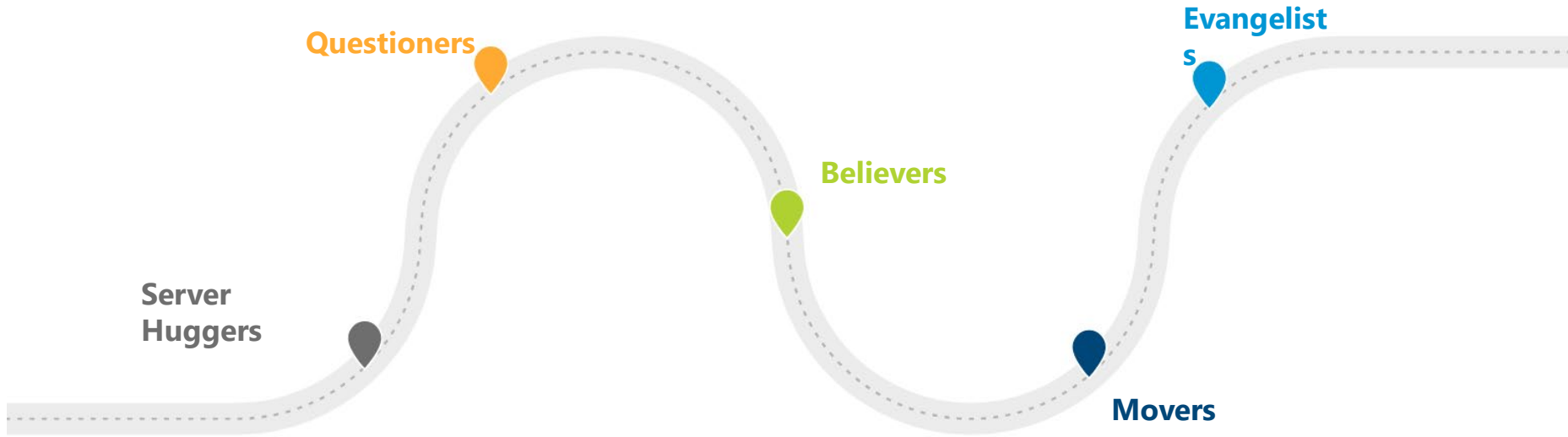
\$1.5M

Avg Ransomware transactions per month

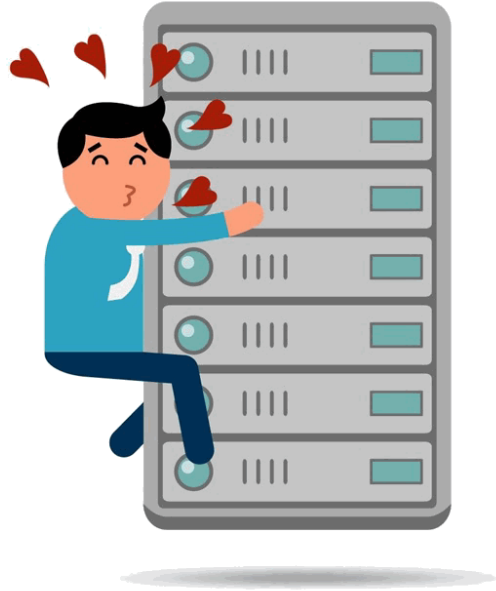
61%

US organizations affected by Ransomware in 2023

Digital Maturity



Stage 1 – Server Huggers



Firmly opposed to cloud-based solutions

- Fully on-premises
- Resource-intensive deployments (desktops, software updates, backups, etc.)
- Significant time spent securing the network
- Typically, Internal IT
- Need for control outweighs need to address cost optimization

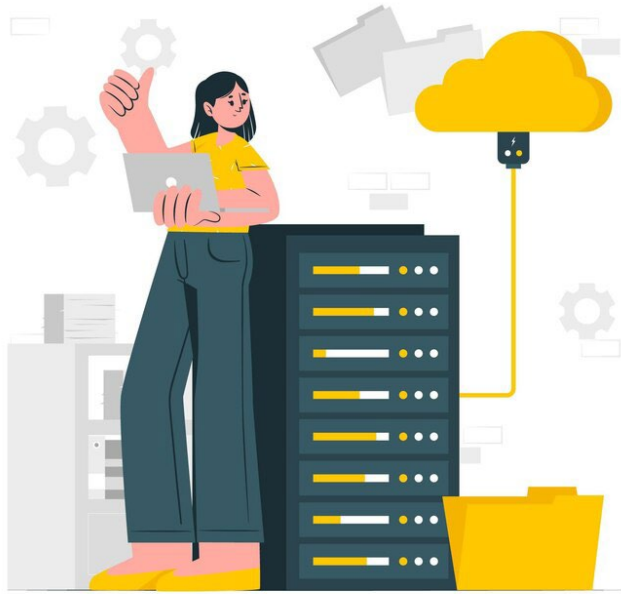
Stage 2 - Questioners



Curious about the cloud, but not sure where to start

- Likely evaluating Microsoft 365 or Google
- May be engaged with MSP or Consultant
- Still trying to understand difference in Clouds
- Security and Compliance is becoming priority

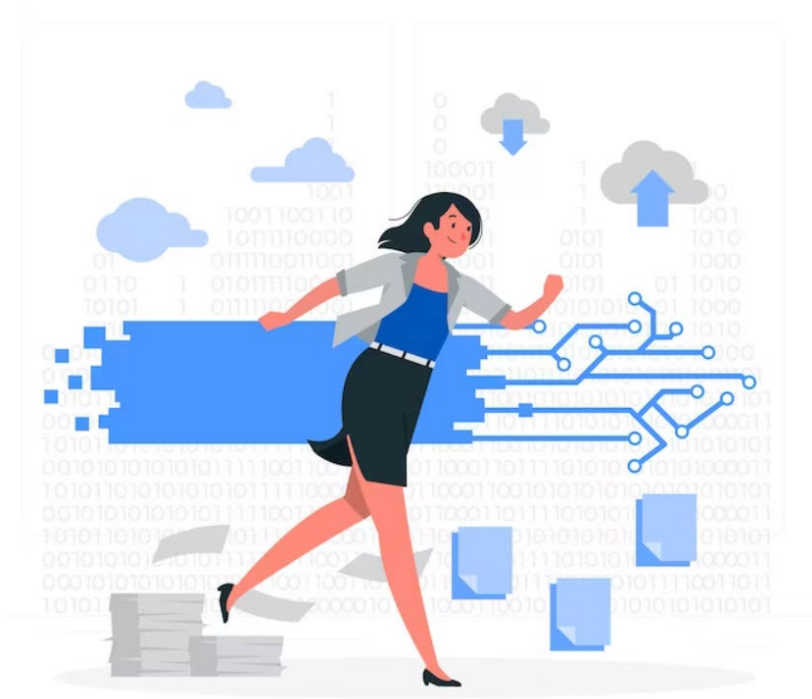
Stage 3 - Believers



Stakeholders see the value of cloud solutions

- Have moved at least one workload from on-premises to cloud.
- Additional workload migrations are being considered
- Parts of business have been prioritized for security availability redundancy

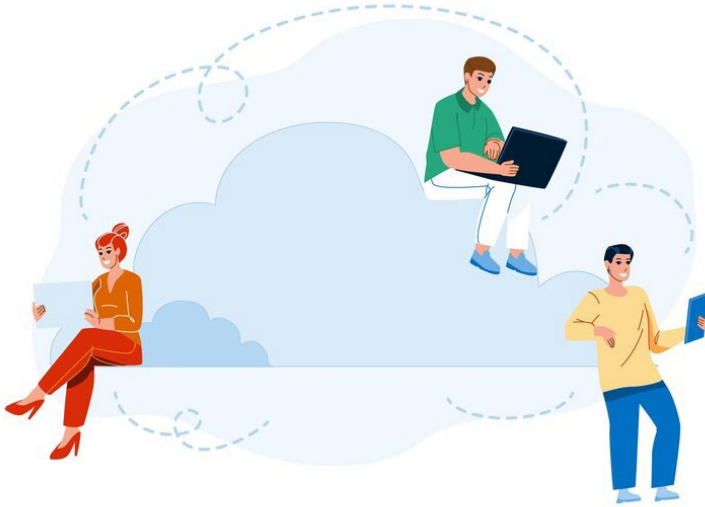
Stage 4 - Movers



Moving additional workloads to the cloud

- Supporting hybrid and remote work
- Downsizing office space
- Retiring or repurposing Data Center hardware
- Utilizing a SaaS communication and collaboration platform
- Utilizing a Cloud Service Provider (CSP) and Managed Service Provider (MSP)
- Constantly evaluating new process and tech

Stage 5 - Evangelists



Digital Transformation is a reality

- Technology >90% virtualized
- No on-premises infrastructure
- Hybrid cloud environment
- Ready to focus at App layer for Business Process Improvement
- Desktops are virtualized
- Utilizing a CSP for Infrastructure as a Service

Transformation Journey

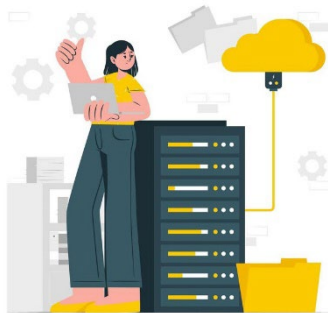
**Server
Huggers**



Questioners



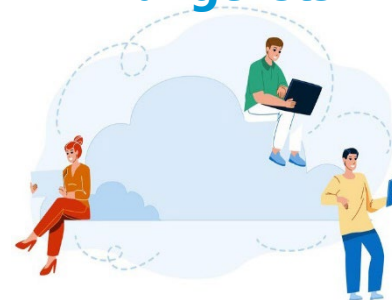
Believers



Movers

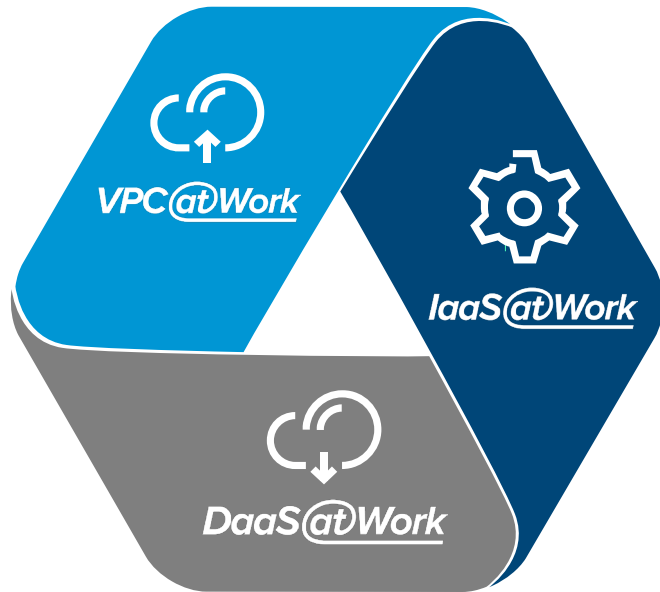


**Cloud
Evangelists**



Which best describes your organization?

Tailor-made for Sage Applications



- **Host Sage Applications**
Simplifies and secures the management and availability of Sage by migrating Sage applications and the integrated add-ons to Cloud at Work's Virtual Private Cloud (VPC).
- **Migrate Additional Workloads**
Migrate additional workloads to an Azure environment designed and managed by Cloud at Work.
- **Future-proof Desktop Delivery**
A purpose-built desktop solution that blends the benefits of both Azure infrastructure and our Cloud at Work's VPC.

Future-proof: Additional Workloads



IaaS@Work

Our industry and technology experience positions us to deliver solutions that solve immediate business challenges, provide stability, scalability, and a pathway for future migration and modernization of legacy technologies.



Simplify IT

Enjoy the benefits of Microsoft Azure without the need for in-house resources.



Reduce Costs

Custom cloud architecture designed to support specific business objectives (cost, performance, availability, etc.)



Modern Workers

Modernized IT infrastructure ensures workers are enabled with a consistent experience regardless of work location.



Increase Security

Leverage Azure's advanced security technologies to protect against an ever-changing threat landscape.

Traditional Desktop Delivery

PC Deployment & Logistics

PC Engineering

Training

PC Purchase Price

PC Peripherals

Software & OS
Patch Deployment

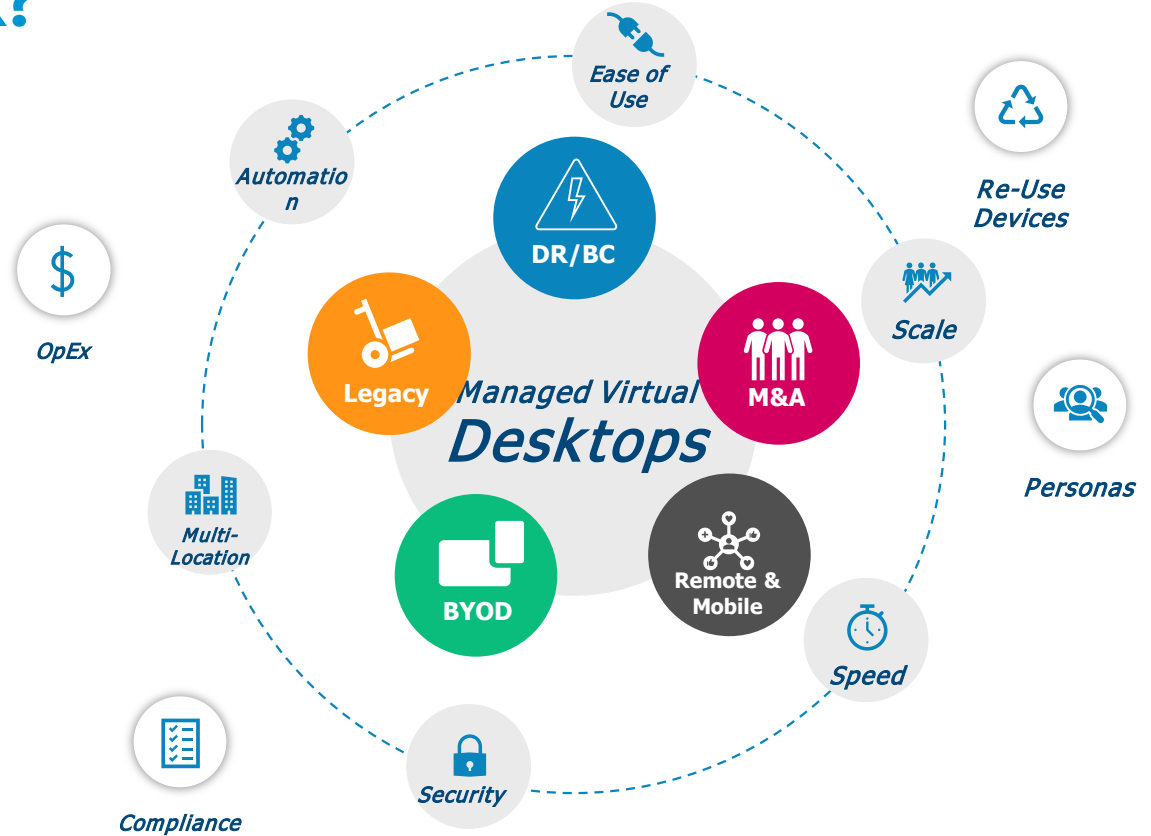
Support

Retrieval & Disposal Costs
(Disposal cost recovery)

Out of Warranty Repairs



Why DaaS at Work?



Future-proof: Desktop Delivery



Cloud at Work's DaaS offering is the only end-user computing solution purpose-built to power ERP productivity while cost-effectively delivering a secure, state-of-the-art desktop platform for the entire workforce.



Simplify IT

No longer managing and supporting devices and attempting to support BYOD.



Modern Workers

Work from anywhere and on any device while maintaining privacy (BYOD) & IP security.



Reduce Costs

For less than \$100/month, high-performance desktops (save on PC, personnel, S&H, etc.).



Increase Security

Zero IP resides on the device, granular controls, XDR option to further strengthen security.

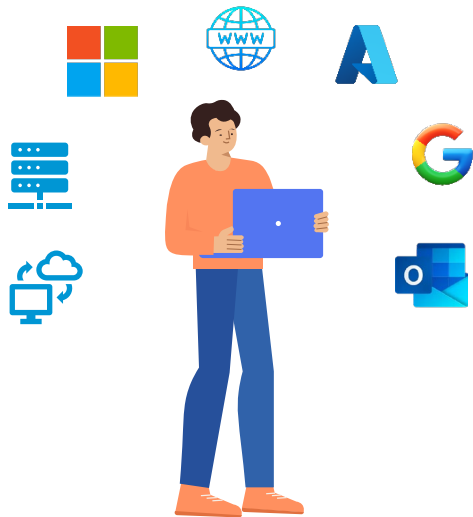
Managed Services

A comprehensive, security-first Managed IT service that provides:

- White Glove Implementation w/a dedicated Project Manager
- Dedicated Technical Account Manager
- 24x7x365 NOC Proactive Device Monitoring & Remediation
- Professional & Proactive Systems Administration Support
- Procurement Assistance (Hardware, Software & Warranties)
- Employee Onboarding & Offboarding Support
- 24x7x365 Unlimited Email & Phone Helpdesk Support
- Support for up to three devices per user
- Comprehensive Vendor Management
- Strategic Technology Framework w/Quarterly Reviews
- Asset & Lifecycle Management
- Fully Managed Virtual Desktops w/Intune Compliance Management
- Mobile Device Management Support – Intune & JAMF
- Dashboards – Shared Visibility & Collaborative Toolsets
- Multifactor Authentication (MFA)
- Single Sign On (SSO)
- Microsoft 365 / Google Workspace Managed Backup
- Managed Email Security for Spam & Phishing Protection
- Intelligent Security Patching & Default Security Controls
- Professional Services (\$)
- On Site Support (\$)

Managed XDR Security

COLLECT



- Local Protection w/ SentinelOne
- Cloud Infrastructure
- Microsoft 365
- Google Workspace

DETECT



Events

- Centralized Monitoring
- Alert Prioritization
- 24x7 Security Analytics
- AI Behavioral Protection
- Event Correlation

RESPOND



Action

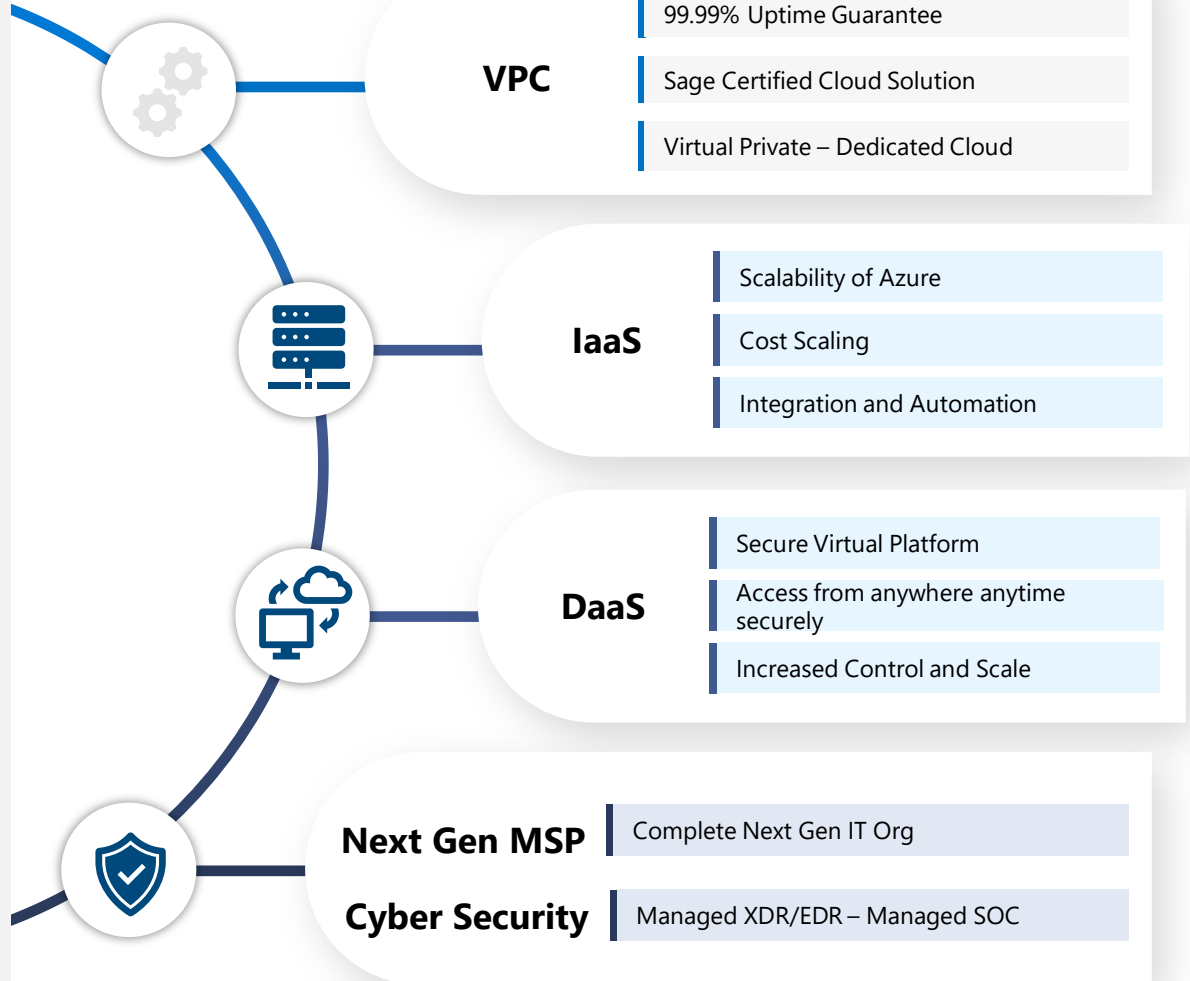
- Robust Managed Policies
- Customized Alert Workflows
- Threat Investigation
- Threat Remediation
- 24x7 Security Operations

Sample Scenario

Company Profile:

25 Employees

6 Sage Users



Sample Scenario

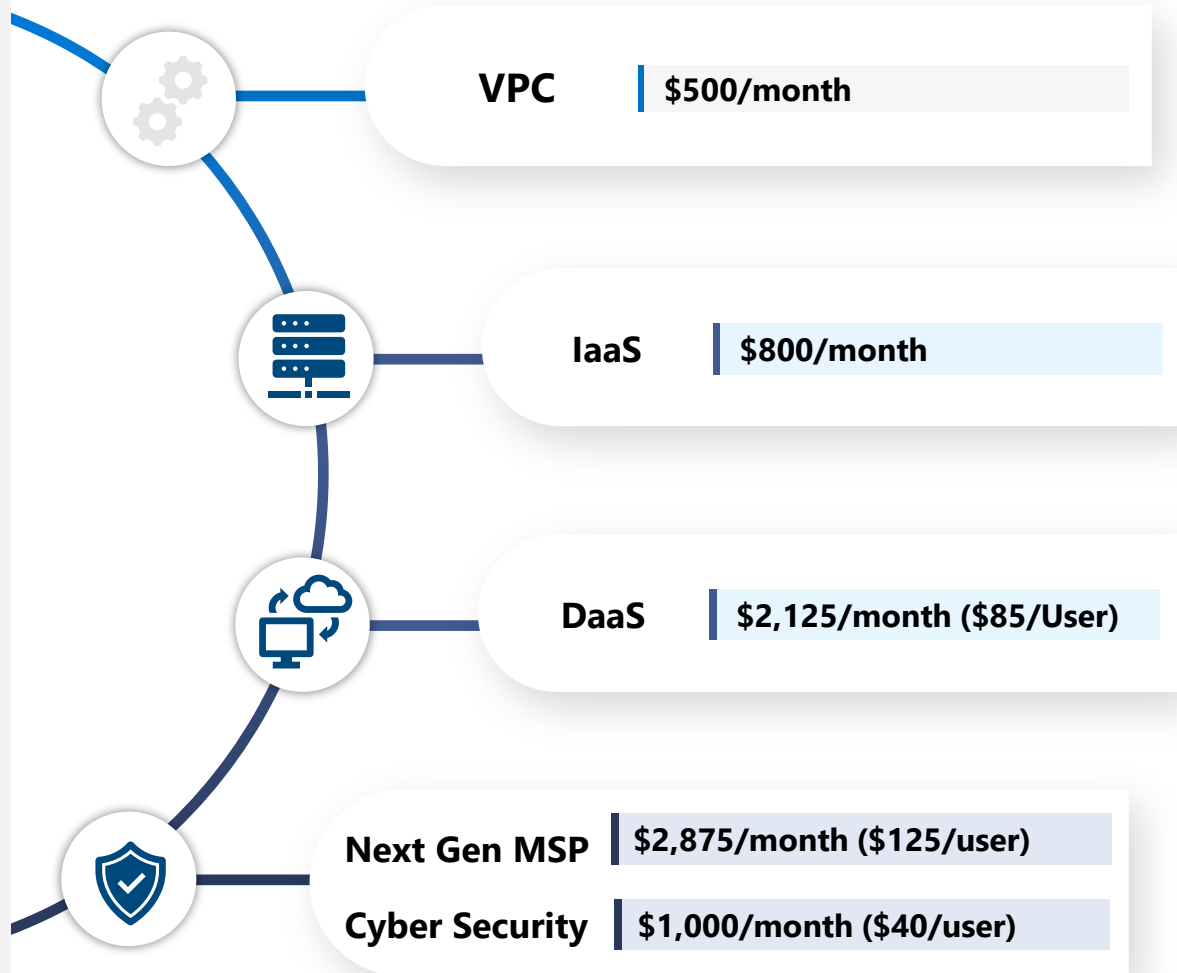
Optimizing Sage IT
Infrastructure for
Business Success

Company Profile

- 25 employees
- 6 Sage Users

\$7,300/MO (\$292 per user)

- Sage in VPC
- All Servers Virtualized in Cloud (Managed)
- All Desktops in Cloud and Supported
- Enhanced Security and Managed
- End-to-End IT partner for your company all with the same company managing your Sage Experience





SPECIAL OFFER

Moving your Sage application to the Cloud can now earn you to six months of free virtual desktops and Cyber Security!

- ✓ Move to Sage 100 or 300 Hosting by Cloud at Work and receive three free months of DaaS at Work desktops and Enhanced Cyber Security on a two-year contract or six free months on a three-year contract.
- ✓ Already a Cloud at Work customer? Add DaaS at Work and receive the same deal!
- ✓ Contact your Account Manager to learn more or email inquiry@thecloudatwork.com to schedule a demo.
- ✓ We'll work together on your Sage Hosting strategy.

Contact Us to Learn More

WE'RE INVESTING IN YOUR BUSINESS:

RECEIVE 3-6 MONTHS OF FREE DESKTOPS AND CYBER SECURITY.

inquiry@thecloudatwork.com