RELENTLESSLY SIMPLIFYING IT INFRASTRUCTURE

// SCALE
C O M P U T I N G

EXECUTIVE SUMMARY

Scale Computing was founded to fulfill a need for organizations hindered by complexity, time, and resources that traditional virtualized IT environments demand. Today, Scale Computing delivers IT infrastructure solutions for edge computing, virtualization, and hyperconverged solutions to customers worldwide. Our corporate mission is to establish a long-term, leading position in the hyperconverged infrastructure market.
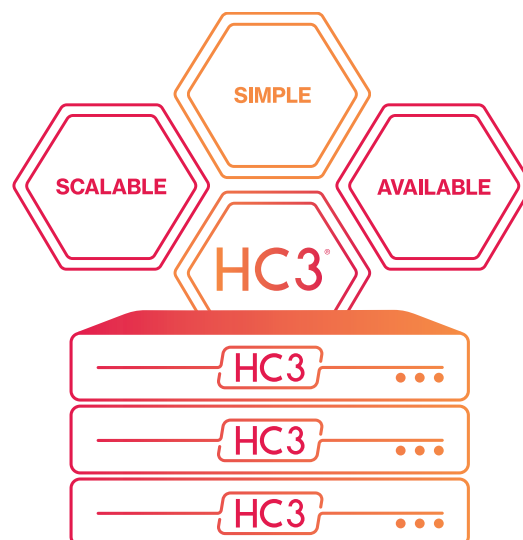
Scale Computing HC3® software eliminates the need for traditional virtualization software, disaster recovery software, servers, and shared storage, replacing these with a fully integrated, highly available system for running applications. Using patented HyperCore™ technology, the HC3 self-healing platform automatically identifies, mitigates, and corrects problems in the infrastructure in real-time, enabling applications to achieve maximum uptime even when local IT resources and staff are scarce. This innovation makes HC3 highly reliable, and simple to manage and administer.

The Scale Computing HC3 Solution: Simple, Scalable, Highly Available

Regardless of the industry, our customers typically face similar challenges:

- IT infrastructure that needs updating and/or has become overly complex
- A need for systems that can scale up or down with the organization and its needs
- No time for downtime
- Decentralized/distributed IT infrastructure with centralized management
- Lean staffs that don't have time or the advanced technical knowledge to manage these highly complex virtualized environments

Scale Computing is committed to our customers and their success. In fact, we consider tech support to be every bit as much a part of the "product" as the software and silicon that arrives in boxes. Our goal is to be the best ever vendor/partner to our customers.

A SOUND FOUNDATION

Scale Computing is a global business with offices around the world, thousands of customers, and countless applications now running on our HC3 platform. Strategic partners include market leaders such as Google, APC Schneider, Lenovo, NEC, BCDVideo, and others. In addition to standard selling channels, Lenovo and NEC both selected HC3 to market and resell under their name brand. Some of the largest organizations in the world trust HC3 to run critical infrastructure, such as Hilton Hotels, Steel Dynamics, Farm Bureau Insurance, McDonald's, Sumitomo Corporation, Delhaize, Holiday Inn, Air Liquide, and many others.

Scale Computing is a private company and is prohibited from sharing confidential financial information. That said, as you can confirm our financial strength from a variety of valid business information sites/sources, we are well funded by industry-leading investment firms including Benchmark, ABS Capital, and Lenovo. Further, our company is professionally managed by experienced executives under the guidance of our board of directors.

> Scale Computing's simplicity, availability and efficiency are perfect for any distributed organisation requiring an edge solution. The Scale Computing support team were on hand throughout the entire process and we could not have asked for a more dedicated team.

— **JASON GREEN**, Senior Systems Engineer, Genting Casinos

Recognized as a Leader in Hyperconverged Infrastructure

Here's a sample of our recent recognition:

- Gartner Notable Vendor, Magic Quadrant for Hyperconverged Infrastructure, April 2019 (second consecutive year) **» Read Press Release**
- Scale Computing and Corbel win Data Centre Managed Services Innovation of the Year at the 2019 DCS Awards **» Read Press Release**
- XCellence Awards in the "Best Midmarket Solution: Hardware," "Best Boardroom: Premier Sponsor," and "Best of Show: Premier Sponsor" categories at The Channel Company's 2019 Midsize Enterprise Summit˚: Spring conference **» Read Press Release**
- CRN˚, a brand of The Channel Company, gave Scale a 5-Star rating in its 2019 Partner Program Guide **» Read Press Release**

Scale Computing was one of the earliest innovators in hyperconverged infrastructure and edge computing. Founded in 2008, Scale launched HC3 hyperconverged infrastructure in 2012, and HC3 quickly grew as a popular choice for small and midmarket organizations as well as distributed enterprises. As one of the highest ratedand reviewed technology solutions, read what our customers have to say on Gartner Peer Insights, Spiceworks, TechValidate and TrustRadius.

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