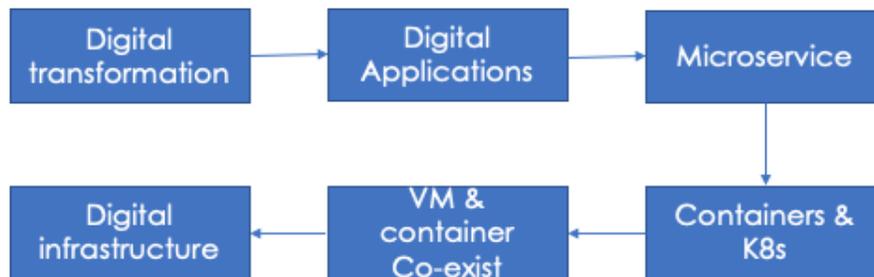


Sangfor New HCI Sales Pitch Summary

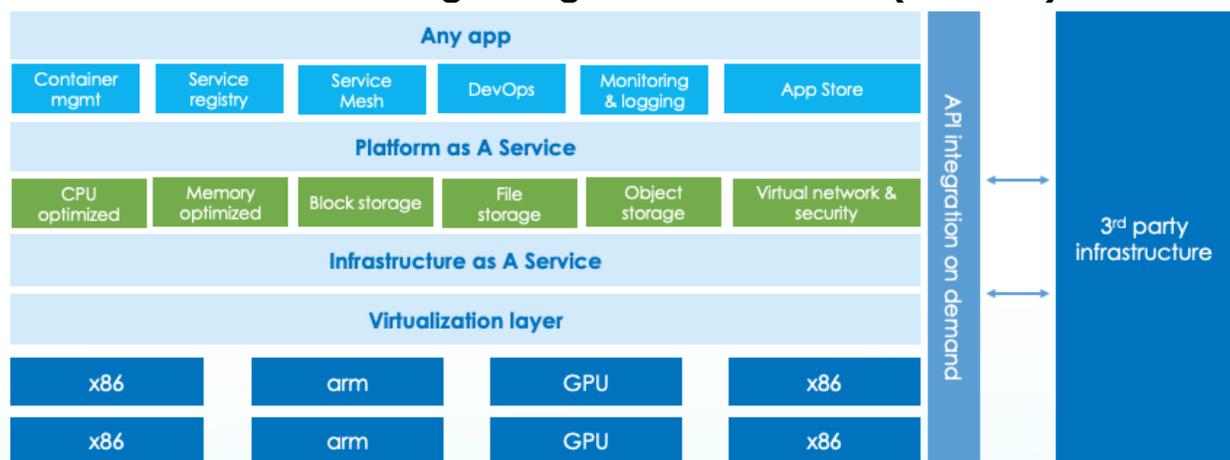
Background

- We are living in a digital world where nearly everything is changed or being changed by digital transformation.
- Application plays a central role in digital transformation.
- Application has been evolving in the past few years, from monolith to microservices. A couple of reasons behind this evolution: microservice-based architecture is more light-weight, more resilient (due to distributed architecture) and easier to adopt new technologies.
- Microservice-based applications are prone to be built on containers that are managed by Kubernetes because of its agility and resiliency.
- Legacy VM-based applications don't go away overnight, the future (modern applications that run on containers) and the past (traditional applications that run on VMs) will co-exist in the foreseeable future.
- The ideal and ultimate infrastructure platform must be able to support both types of applications.

Mind Flow

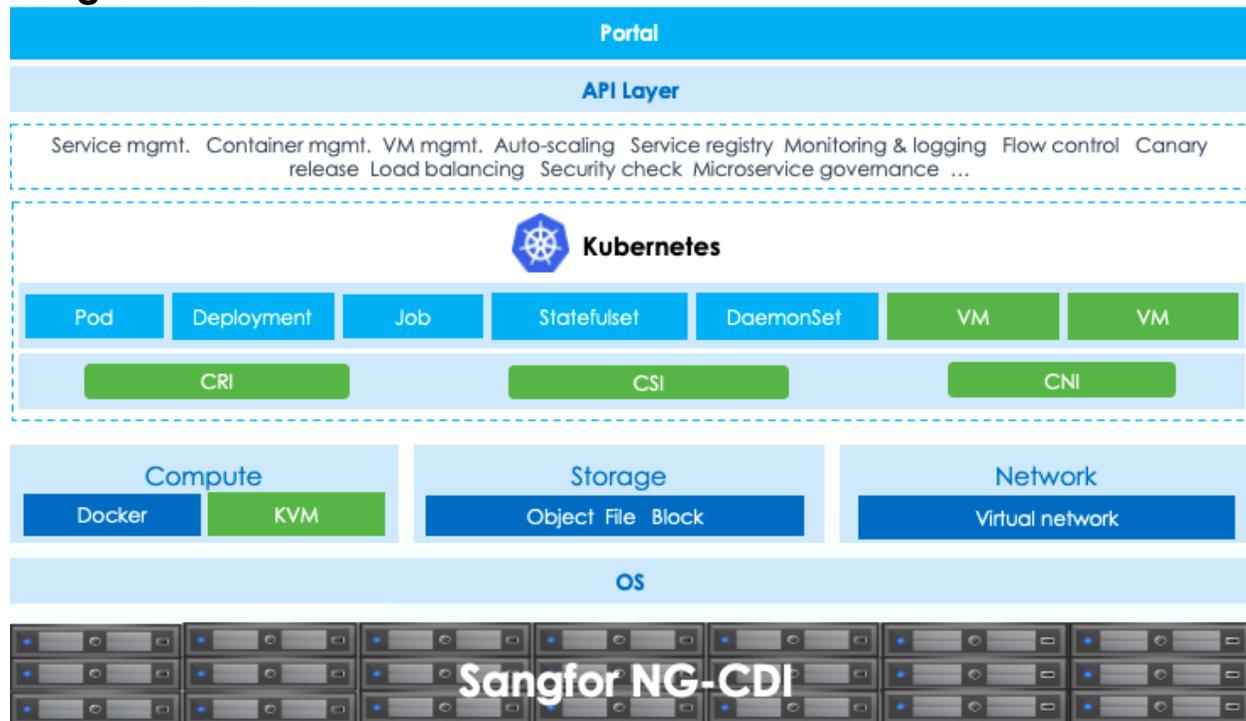


Next Generation Converged Digital Infrastructure (NG-CDI)



This is what the ultimate infrastructure platform should look like:
Run any app on any hardware.

Sangfor NG-CDI



- Built with cloud-native technologies in mind
- Natively support VM and container
- Application-centric management and agility
- Resilient (design for failure) and adaptive (API-driven)

Delivering Outstanding Business Values



Go beyond infrastructure to realize more possibilities!

Challenges you may face during customer communications

- Public cloud is a better choice

Public cloud does offer a multitude of services when it comes to infrastructure and platform resources, however public cloud is not omnipresent, in regions where public cloud service providers do not have data center facilities, customer's data could be stored far away from their physical access, this situation may not be allowed by regulation. Also, latency could be a big issue in regions where network bandwidth is not good enough. Not to mention predictable workloads costs more to run on public clouds than on-prem infrastructure.



- **Opensource Kubernetes (K8s) is free**

Kubernetes is indeed an opensource platform, but K8s is also quite complex to use and manage. Without a professional team who's familiar with K8s knowledge, managing Kubernetes could become a nightmare. Not to mention opensource K8s doesn't provide an intuitive UI, multi-cluster, integrated monitoring and logging as well as image registry to streamline operations and management. Last but not least, there's no service and support for opensource K8s, if issue occurs, you are on your own. That's why though KVM is free and opensourced, the majority of customers still choose commercially available virtualization platforms for enterprise deployment.

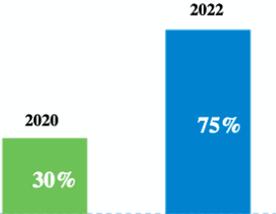
- **My business is still traditionally run on VMs, no plan to use containers**

We understand your business currently still relies on traditional virtualization, however that doesn't mean containers will not be introduced to your environment in the future. Countless cases have already proven that containers are more suitable for microservices that underpin digital transformation (think about the apps on your smartphone, most of them are running in microservices). The trend is unstoppable (see Gartner prediction) and if you don't proactively embrace it, you could be swept away. However, we do also understand change doesn't happen overnight, that's why a platform that can enable to move towards the future of applications while providing full support for your existing traditional business is the right path to go. Think about Nokia and Apple, when the inflectional point comes, there will be no time for traditional business to make the transformational move, therefore no market space for them afterwards. So, don't wait, embrace it, get ready for the transformation.

Strong Momentum behind Containers



Gartner predicts that by 2022, more than 75% of global organizations will be running containerized applications in production, up from less than 30% today.



Gartner expects that up to 15% of enterprise applications will run in a container environment by 2024, up from less than 5% in 2020, hampered by application backlog, technical debt and budget constraints.

