

# Top Use Cases For Managed Cloud Services



## Managed Private Cloud

Hosting a data center enables IT to focus on business innovation

Case 1

## Critical Application Run and Modernization

Offering the infrastructure and container as a server

Case 2

## DR or Backup-as-a-Service

Protect and restore HCI-based on-premise critical data with managed cloud

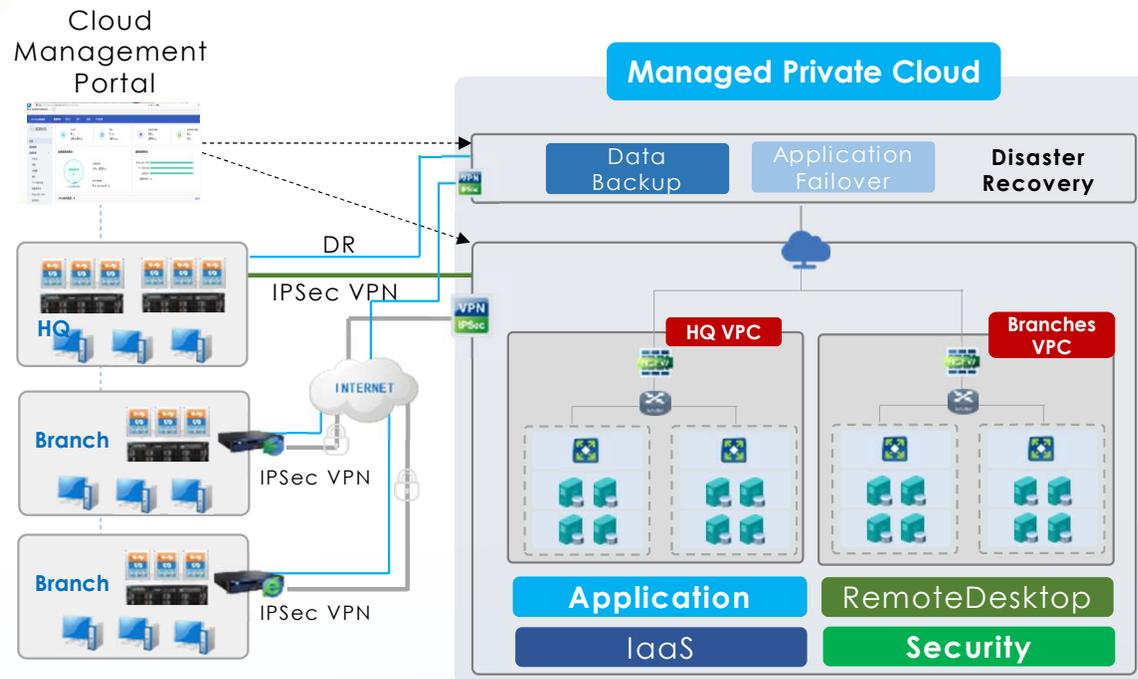
Case 3

## Managed service for on-premise DC

Hosting service for customer on-premise data center

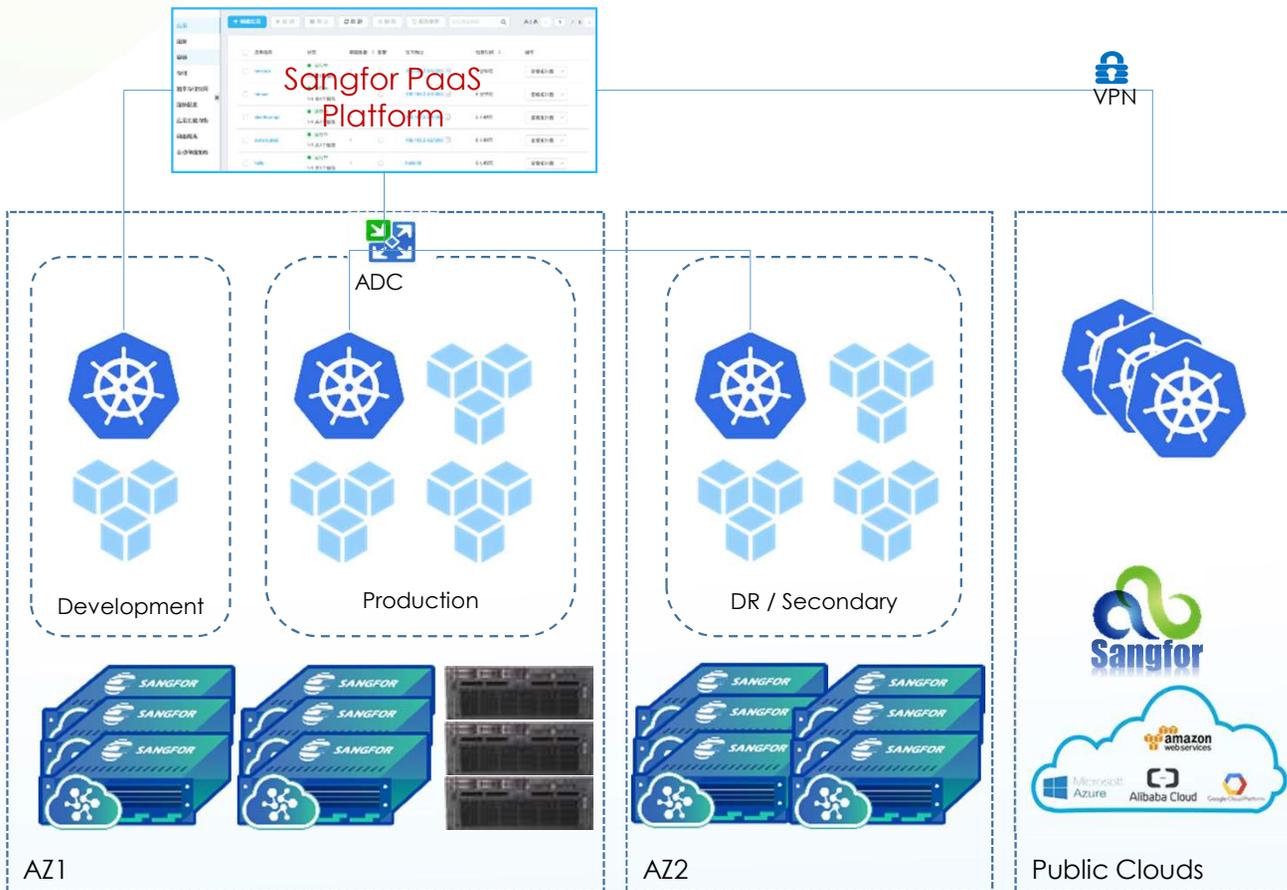
Case 4

# Case 1 – Managed Private Cloud



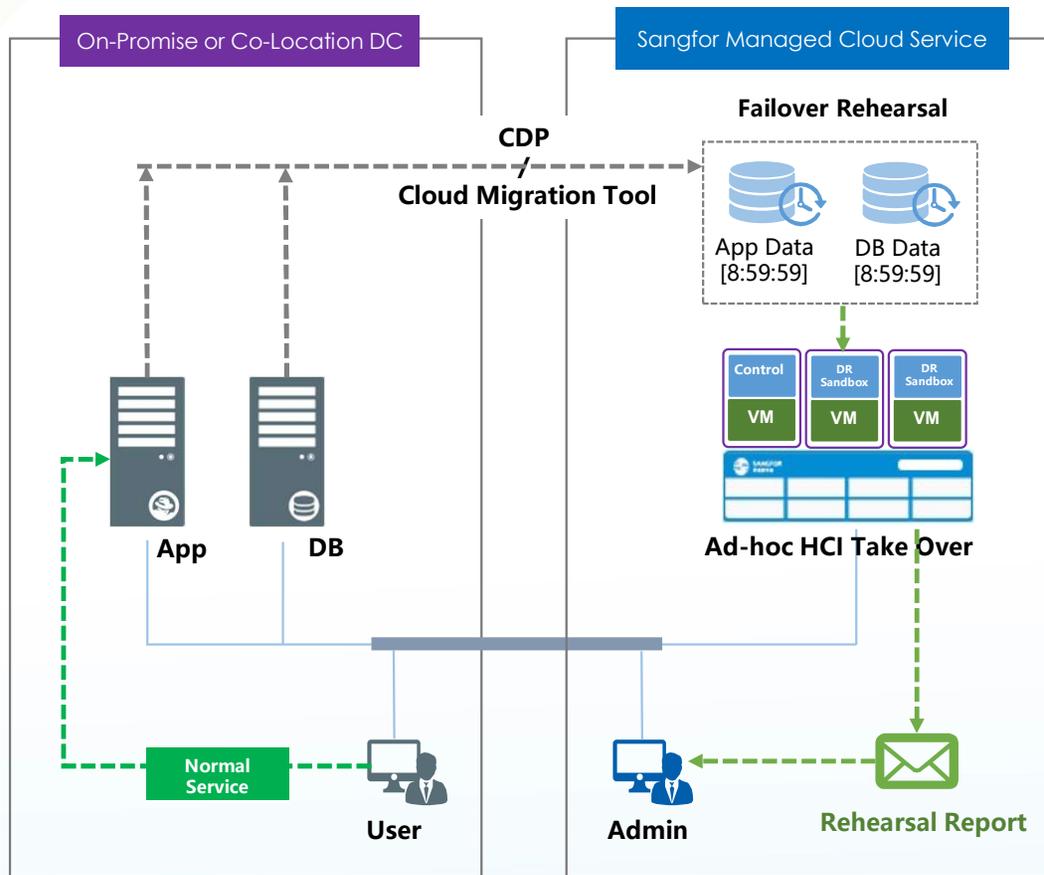
- Sangfor powered Secured IaaS Platform
- Unified Management and Operation
- Unified Data Management and Protection
- Unified Architecture between HQ & Branches
- Enriching Functions and Features

# Case 2 – Critical Application Modernization



- ✓ Cloud Native App with Enhanced Kubernetes Core
- ✓ Multiple Cluster Management for Physical, Virtual Machines & Containers
- ✓ Support Hybrid & Multi-Cloud Application Provisioning
- ✓ High SLA with Active-Active and DR design
- ✓ IaaS, PaaS & CaaS with High Availability

# Case 3 - Backup and Disaster Recovery



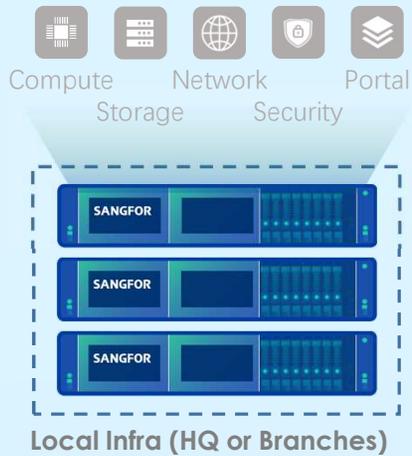
## ✓ Sangfor DR Features

- Auto Rehearsal Procedure
- Isolated DR/Failover Environment
- Batch Rehearsal Process
- Batch Application Validation
- Allow External Assess
- Auto Generate Report
- RTO=Minutes level
- RPO=0

# Case 4 – Managed service for on-premise datacenter



## Sangfor On-Premises Private Cloud



- Alert
- Routine Check
- Risk Analysis
- Manual Request
- System Event
- MSS/IR

Workflow / Event Logging

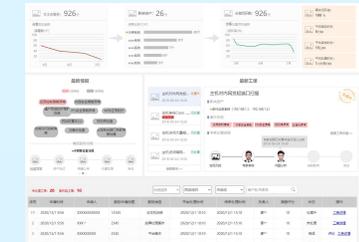
Auto Complete

Manual Handle with Services

Customer Total Visibility & Reporting

## Sangfor Managed Cloud Service

Basic Infra Management or ITOps Total Outsourcing



# Sangfor Managed Cloud Services Roadmap



China direct owned Cloud Services for industrial users  
Italy Subscription Cloud partnered with local ISPs

South-East Asia SDDC (Private Cloud) for GOV & industrial users  
IT, ID, PH, MY Alliance Cloud Launch with local Partners

South-East Asia & Europe Regional Operation Center  
TH, VN, SK Alliance Cloud Launch with local Partners

## 2020 and before

- Subscription Cloud Partnership
- HCI based Private Cloud
- Managed Private Cloud
- Offsite Backup & DR Site
- China SOC with MSS

## 2021

- Alliance Cloud Partnership
- Basic IaaS: DIA & Private Networking, Equipment Hosting, Physical, Dedicated & Shared base infra
- Hybrid Cloud with on-premises SDDC & Public Cloud
- Cross-platform Backup & Migration Tool

## 2022 and beyond

- Security: Regional SOC, Managed Security Service, EDR, NDR, Security & Compliance Consultancy
- Enriched IaaS: File Service, Object Storage, Advanced NFV, CDN & Anti-DDOS
- PaaS: Container as a Service, CI/CD & DevSecOps

## Frequently Asked Questions

Q: If we have a demanding system, should we go on-premises or Co-Location Private Cloud?

A: For Same SLA & High standard 24\*7 DC Operation, self own infra also has a Higher cost. as Managed Cloud tenants enjoy economy of scale to utilizes Flexible High-Availability platform..

	Cloud Infra Model	Self-built DC	Co-Location	Sangfor Managed Cloud	Public Cloud
Data Center	DC Setup (Space, Engg, PM, Power, Cooling, Electricity, Fire , Rack, Security & Labor)	240,000	Subscription	Included	Included
	Entry Fee (Cert, Talent)	NIL	NIL	NIL	10,000
	Management System (3 Nodes)	36,000	36,000	Dedicated/ Shared	Shared
Cloud Infra	Tenant Compute & Storage	60,000	60,000	Subscription	Subscription
	Network Equipment (Router & Switch)	30,000	30,000	Included	Subscription
	Cloud Security (AF, IPS, AD, IAG)	35,000	35,000	5,000	Subscription
	Cloud Platform Software	50,000	50,000	Included	N/A
Operation	Annual Product Maintenance & Support	41,100	21,100	500	1,000
	Annual Power Consumption	2,400	Included	Included	Included
	Annual Compute Subscription (2R/5N)	included	36,000	115,000	232,256
	Annual Storage & Backup	included	included	Included	38,400
	Tier 1 24x7 Customer Service	44,100	23,210	23,000	30,000
	<b>Tier 2 Technical Consultancy</b>	<b>Additional Cost</b>	<b>Additional Cost</b>	Included	<b>Additional Cost</b>
TCO	<b>Initial + 1st year (M/USD)</b>	<b>USD 0.53 M</b>	<b>USD 0.29 M</b>	<b>USD 0.14 M</b>	<b>USD 0.31 M</b>
	<b>5 Year TCO (M/USD)</b>	<b>USD 0.89 M</b>	<b>USD 0.61 M</b>	<b>USD 0.72 M</b>	<b>USD 1.52 M</b>
	<b>5 Year Loan w/ 10% Interest Rate</b>	<b>USD 1.07 M</b>	<b>USD 0.70 M</b>	<b>N/A</b>	<b>N/A</b>

# Frequently Asked Questions

Q: Public Cloud Usually have lower cost, isn't it?

A: For Same Performance & Resource, especially traditional application, Public Cloud has a Higher running cost, and you will be told to either shrink or re-architecture your application (modernization) to use their proprietary services (might have lower hosting cost but become vendor lock-in, it takes a greater effort & cost to migrate out)

Public Cloud vs Sangfor Cloud with Same Configuration:  
Server Farm with **40 VMs** total Cloud resource **200vCPU, 400GB RAM & 10TB Storage**

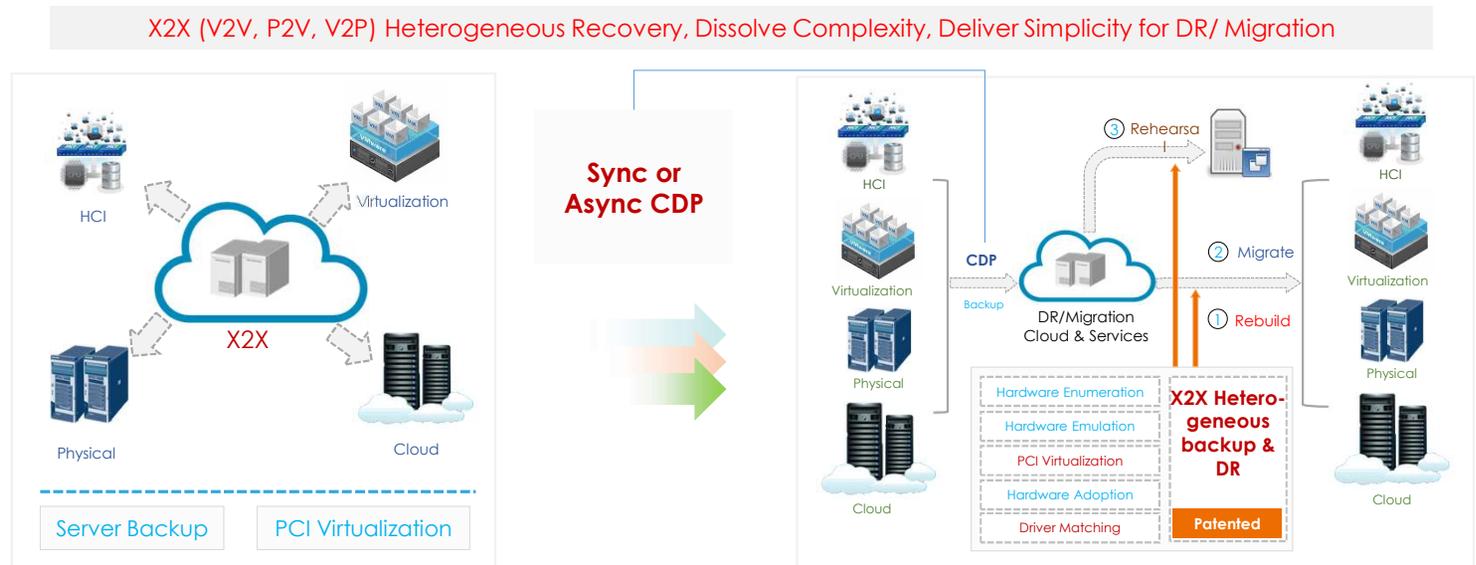
Public Cloud	vCPU	RAM (GB)	Storage (GB)	USD/V M/Year	VM Qty	1st year TCO	2nd year TCO	3rd year TCO	4th year TCO	5th Year TCO
xSmall (2 old U;2GBRAM;30GB Disk)	6	6	90	138	3	416	832	1,248	1,665	2,081
Small (2U;4GBRAM;30GB Disk)	34	68	510	630	17	10,718	21,436	32,154	42,873	53,591
Medium (8U;16GBRAM;470GB Disk)	160	320	9,400	3,012	20	60,252	120,504	180,756	241,008	301,260
Tenant Spending						<b>71,386</b>	<b>142,773</b>	<b>214,159</b>	<b>285,545</b>	<b>356,932</b>
Sangfor Manged Cloud	vCPU	RAM (GB)	Storage (GB)	USD/V M/Year	VM Qty	1st year TCO	2nd year TCO	3rd year TCO	4th year TCO	5th Year TCO
xSmall (2U;2GBRAM;30GB Disk)	6	6	90	164	3	492	984	1,476	1,968	2,460
Small (2U;4GBRAM;30GB Disk)	34	68	510	328	17	5,576	11,152	16,728	22,304	27,880
Medium (8U;16GBRAM;470GB Disk)	160	320	9400	1500	20	30,000	60,000	90,000	120,000	150,000
Tenant Spending						<b>36,068</b>	<b>72,136</b>	<b>108,204</b>	<b>144,272</b>	<b>180,340</b>

Save ~50%

# Frequently Asked Questions

Q: Can I setup a DR site at Managed Cloud Service & backup my existing DC or vice verse?  
How about non Sangfor and legacy Infra like VMWare, Nutanix or physical servers?

A: Yes, As long as the source is x86 common platform, it can be migrated or DR to Sangfor Managed Cloud Platform. Sangfor's SDDC solution empowers hybrid cloud architecture for a seamless Active-Active infra or DR design.



- Seamless P-V-C workload Migration at X86 common platform
- Hassel-free Multi-cloud Migration and workload dispatching, managed hardware combability issue