

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

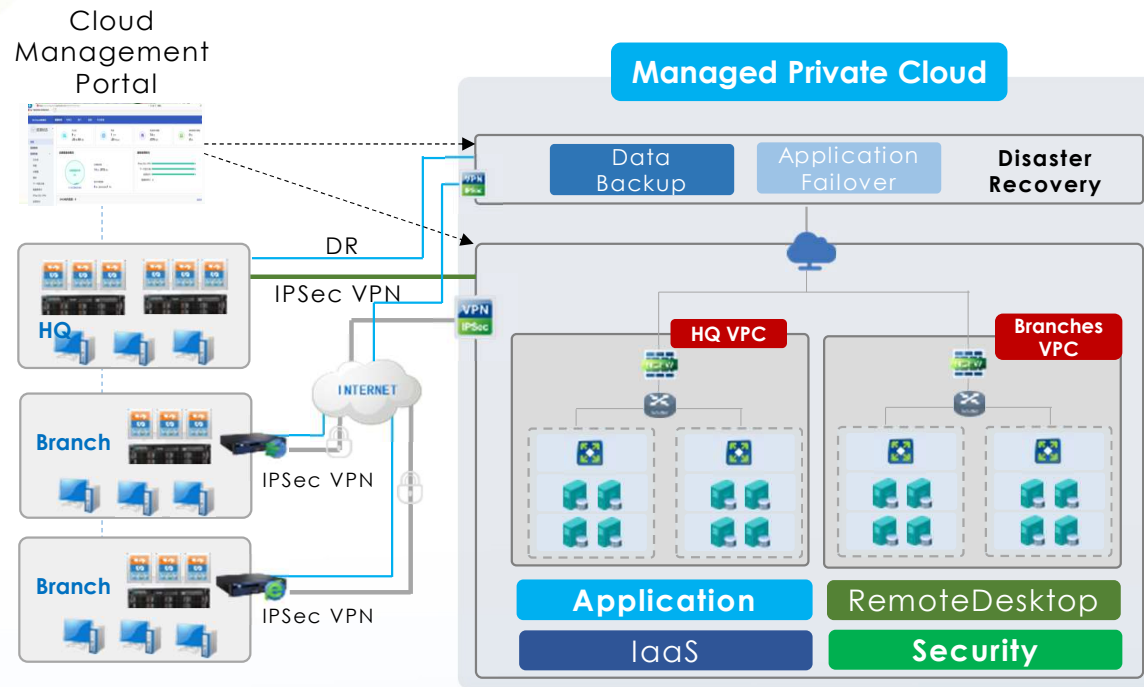
Case 3

Managed service for on-premise DC

Hosting service for customer on-premise data center

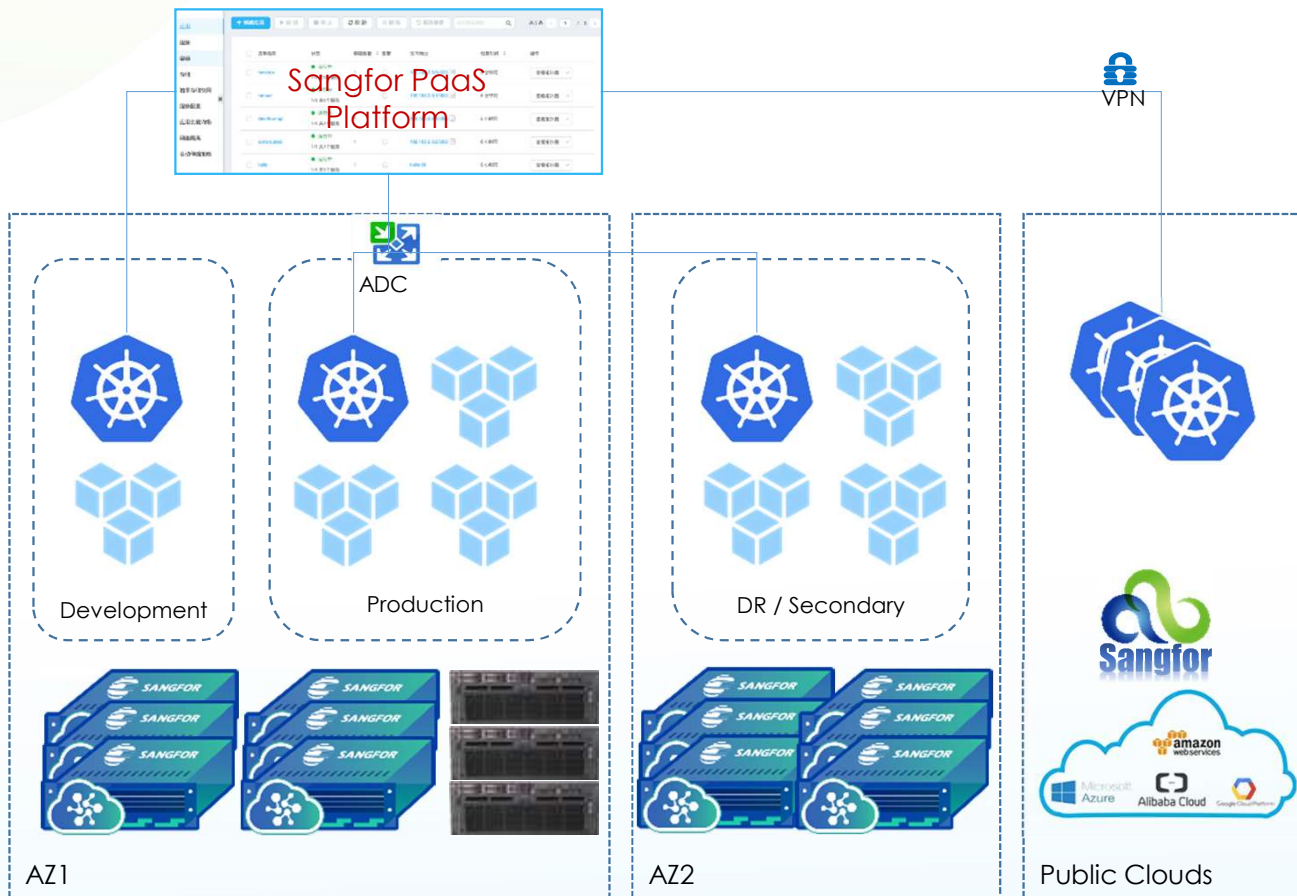
Case 4

Case 1 – Managed Private Cloud



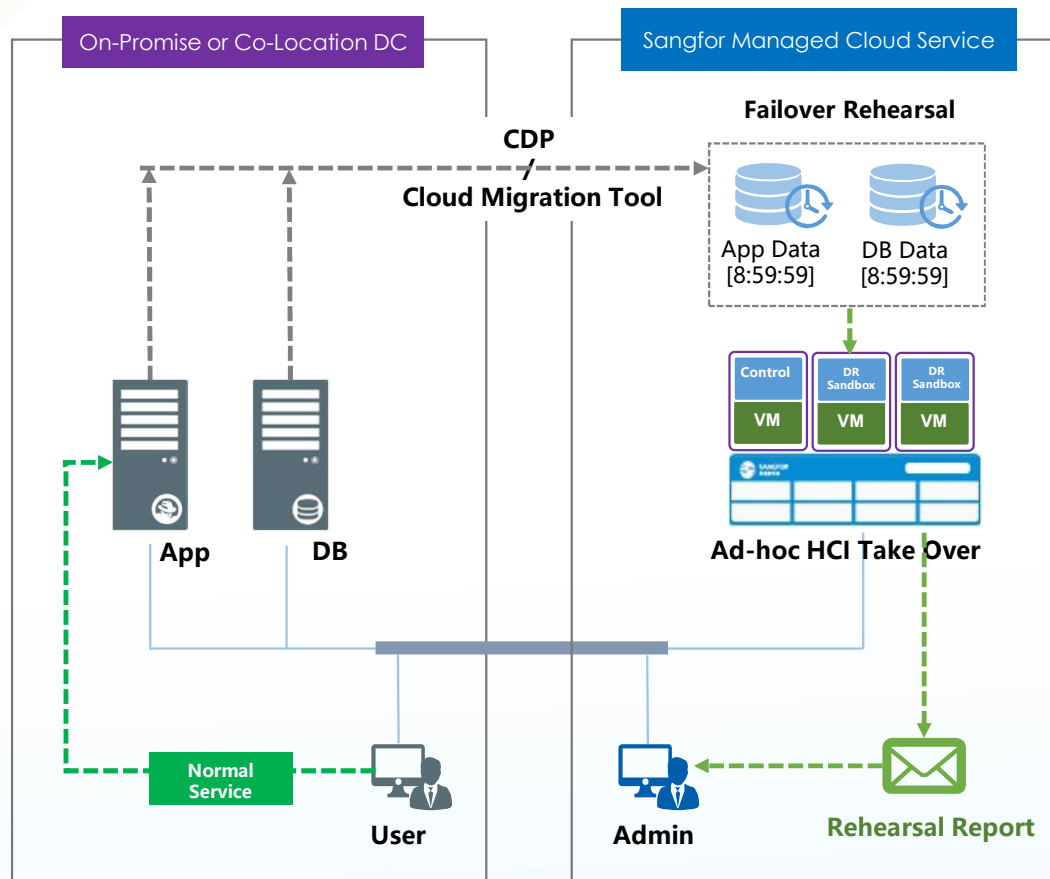
- Sangfor powered Secured IaaS Platform
- Unified Management and Operation
- Unified Data Management and Protection
- Unified Architecture between HQ & Branches
- Enriching Functions and Features

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



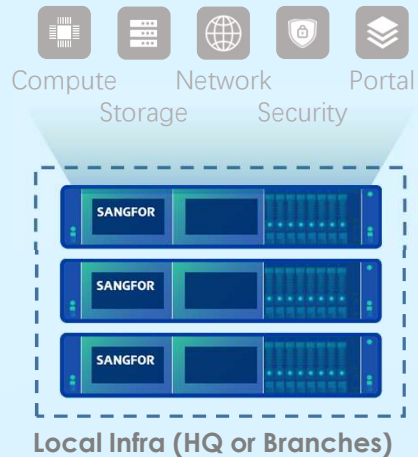
✓ Sangfor DR Features

- 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
	Tier 2 Technical Consultancy	Additional Cost	Additional Cost	Included	Additional Cost
TCO	Initial + 1st year (M/USD)	USD 0.53 M	USD 0.29 M	USD 0.14 M	USD 0.31 M
	5 Year TCO (M/USD)	USD 0.89 M	USD 0.61 M	USD 0.72 M	USD 1.52 M
	5 Year Loan w/ 10% Interest Rate	USD 1.07 M	USD 0.70 M	N/A	N/A

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**

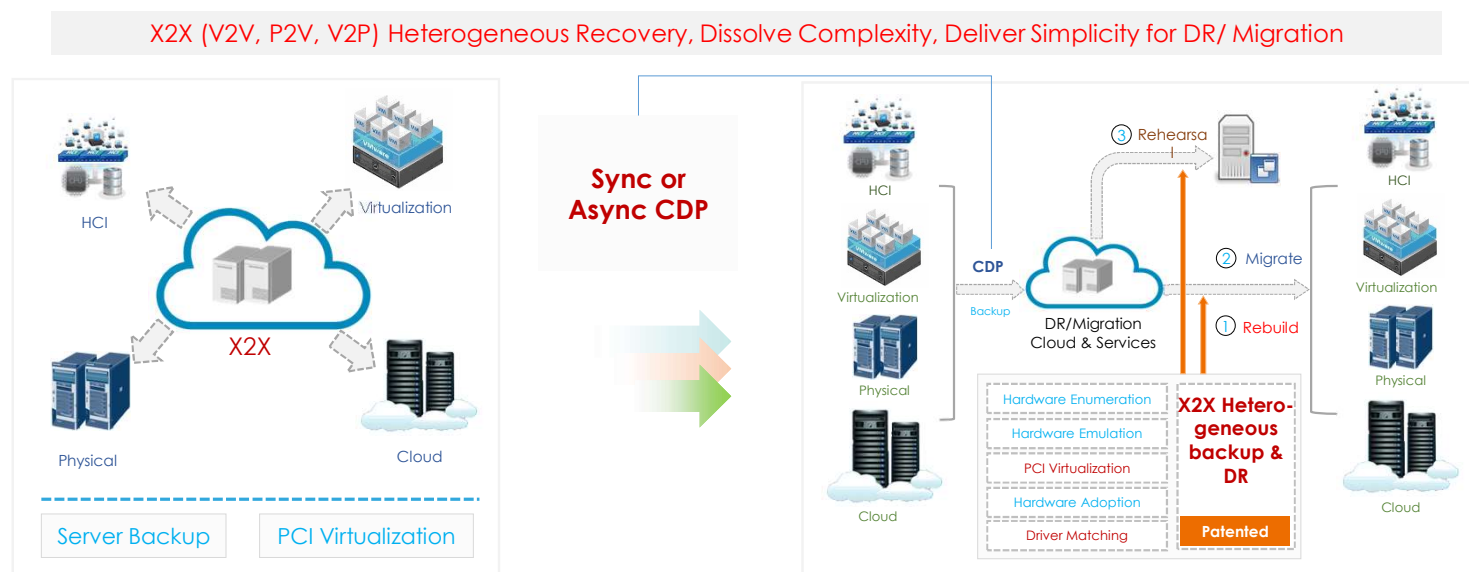
Public Cloud	vCPU	RAM (GB)	Storage (GB)	USD/V M/Year	VM Qty	1st year TCO	2nd year TCO	3rd year TCO	4th year TCO	5th Year TCO
xSmall (2 old U;2GBRAM;30GB Disk)	6	6	90	138	3	416	832	1,248	1,665	2,081
Small (2U;4GBRAM;30GB Disk)	34	68	510	630	17	10,718	21,436	32,154	42,873	53,591
Medium (8U;16GBRAM;470GB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

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