

# Grow Your Business & Expand Your Service Offerings

White Label Cloud

PRIVATE LABEL  
HOSTING SOLUTIONS  
FOR MSP PARTNERS

# CREATE NEW MONTHLY RECURRING REVENUE

Becoming a White Label Cloud Partner allows you to generate Monthly Recurring Revenue by offering private label cloud solutions to your clients.

Lume's White Label Cloud provides enterprise-grade cloud infrastructure that is ready for immediate go-to-market implementation for our MSP, VAR, and Reseller Partners who are looking to provide hosting services to their clients.

## The Provider's Provider



### Why Partner with Lume?

- Global Footprint of Edge Data Centers
- Unbeatable Speed-To-Market for New Cloud Offerings
- Cloud Solutions Fully Branded as Your Own
- Enterprise-Grade Infrastructure and Solutions
- Your Customers on Your Paper
- Lume Support and Monitoring
- Discounted Pricing on Additional Lume Services



# WHITE LABEL PRIVATE HOSTING SOLUTIONS FOR MSP PARTNERS

## Becoming a Partner and Reselling Cloud Services is Easy

Taking advantage of our White Label Partner Program and earning recurring revenue by selling cloud services is an extremely simple and straightforward process. There are no fees or monthly spending thresholds and we provide everything you need to quickly get started: the infrastructure, installation, training, and support.

## A SIMPLE PARTNERSHIP DESIGNED TO HELP YOU HIT THE GROUND RUNNING AND BE SUCCESSFUL.

### 1. Sign Up to Be a White Label Partner

Becoming a White Label Partner starts with you contacting our Channel Team. This lets us learn more about how we can help you grow your business by enabling you to provide White Label Cloud Solutions to your clients. There are no fees or charges outside of the services you resell.

### 2. Sell Cloud Solutions to Your Clients

We've structured our White Label program without any monthly spending thresholds or hidden fees. You only pay for what you consume. You have the freedom to set your own pricing and you have complete control over your gross margin.

### 3. Earn Recurring Monthly Revenue

Once you begin selling cloud solutions to your clients, you'll begin earning monthly recurring revenue. As your clients grow, we can help you provide additional services and solutions to meet their demand. These are your customers, your contracts, your cloud – and we are here to help you serve and support them.

## WHITE LABEL CLOUD USE CASES

### Production/Primary Cloud

Built for enterprise-grade, mission critical applications and uses

### Hybrid Cloud Environments

Provide your customers a mix of on premise, colo and hosting environments

### Backup to the Cloud

An easy entry-point into the cloud for archiving and backup protection

### VDI (Virtual Desktop Infrastructure)

Deploy VDI services to capture one of the fastest growing segments in the market

### DRaaS (Disaster Recovery as a Service)

Failover to the cloud for an efficient and cost-effective DR strategy



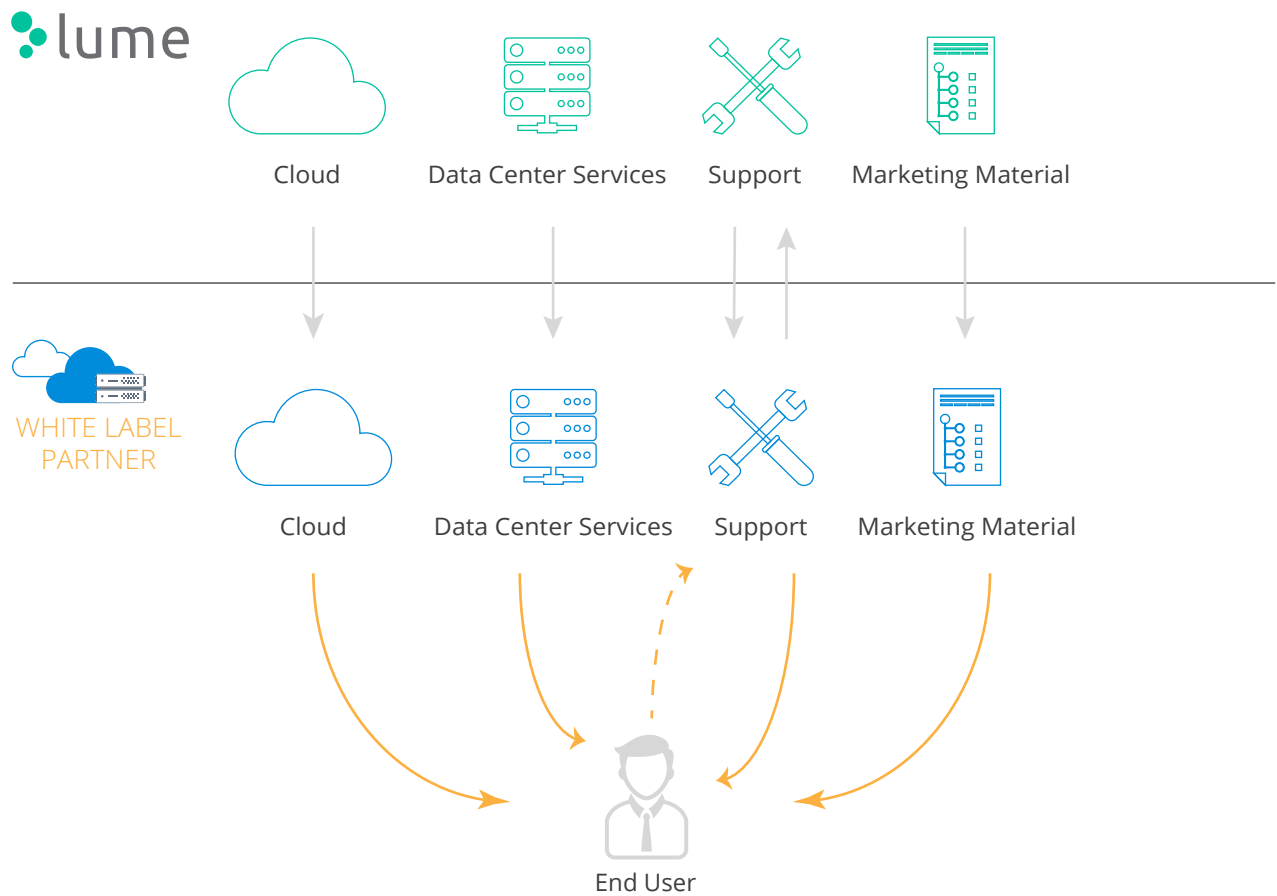
# A REAL PARTNERSHIP WITH NO COMPETITION

## WE'RE ALL ABOUT THE CHANNEL

We are extremely channel-centric and will never compete against our partners for end-user business. We serve as an extension of your team by providing Solution Engineering, Sales Support, and delivering the highest level of Customer Service and Technical Support around.

### Who Is It For?

Our White Label Cloud Program is a private IaaS environment built for Managed Service Providers, VARs, Resellers, System Integrators, and other partners who are looking to expand their service offerings and generate monthly recurring revenue. It allows you to build and grow your cloud offerings at your own pace without a huge capital expenditure.



# HIGHER PERFORMANCE. BETTER SERVICE. A FRACTION OF THE COST.

## DEDICATED, PRIVATE WHITE LABEL CLOUD




Easily adjust specs to meet your requirements.

- Dedicated compute, shared network and storage
- Root access via Cisco AnyConnect VPN tunnel
- Ideal environment for 25 VMs
- Virtual White Label Environments also available

<b>COMPUTE</b> 2 x Dedicated Hosts	<ul style="list-style-type: none"><li>• Proc: Dual 14 core 2.0GHz</li><li>• RAM: 256 GB of RAM per host</li><li>• Includes Advanced Host Monitoring and root access to VMware vCenter</li></ul>
<b>STORAGE</b> 1 TB of SSD	<ul style="list-style-type: none"><li>• 1500 IOPS, upgradable to 4000 IOPS or unlimited</li><li>• Separate, redundant 10Gbps iSCSI storage area network</li><li>• Cisco AnyConnect Remote VPN Access</li></ul>
<b>NETWORK</b> 10 Mbps of Bandwidth	<ul style="list-style-type: none"><li>• Multi-homed configuration with Tier 1 Internet service providers</li><li>• 6 public IP addresses</li><li>• Includes HA Managed, Multi-Tenant Firewall</li></ul>
<b>BACKUP</b> 1.5 TB of Managed Local Backup	<ul style="list-style-type: none"><li>• Full backup (OS, Apps, Data)</li><li>• 14 - day retention (or until space is 100% utilized)</li><li>• Upgradable to Geo-redundancy</li></ul>
<b>ADDITIONAL FEATURES</b> Included	<ul style="list-style-type: none"><li>• VMware licensing</li><li>• Linux Operating Systems</li><li>• Veeam Backup and Replication licensing</li></ul>

\$2,999.00/month

## COMPARATIVE PRICING

			
	\$2,999.00	\$4,648.45	\$4,948.35



# GLOBAL FOOTPRINT

Location matters. We have an international footprint of diverse, and constantly growing, data center locations.

## EDGE DATA CENTERS

Location is a key component when deploying cloud solutions. Our global footprint of edge data center locations allow you to choose where your environment is hosted.



### Current Locations

- Atlanta GA, US<sup>2</sup>
- Salt Lake City UT, US<sup>2</sup>
- Northern Virginia/D.C. VA, US
- Chicago IL, US
- Los Angeles CA, US
- Maidenhead, UK
- Nottingham, UK

### Available Locations

- Denver CO, US
- Charlotte NC, US
- Seattle WA, US
- Santa Clara CA, US
- San Francisco CA, US
- Phoenix AZ, US
- Hillsboro OR, US
- New York NY, US<sup>2</sup>
- Clifton NJ, US
- Miami FL, US
- Dallas TX, US

### DNS POPs

- North Bergen NJ, US
- Ashburn VA, US
- Miami FL, US
- Dallas TX, US
- Palo Alto CA, US
- Seattle WA, US
- Sao Paulo, Brazil
- Amsterdam, NL
- Frankfurt, DE
- Warsaw, PL
- Mumbai, India
- Singapore, SG
- Hong Kong, HK
- Tokyo, JP
- Sydney, AU



# WE SPEAK MSP FLUENTLY

Lume started as an MSP. We know what it takes to be successful.

## Everything You Need



### **True White Label Hosting Solutions**

Our infrastructure with your name written all over it. You'll have the freedom to re-brand the solutions you sell with your own brand, logo, and colors. Plus, these are your clients so you'll still maintain that one-on-one relationship with each of them. We will never contact one of your clients unless you request our Support.

### **Straight Forward, Easy, and Transparent Pricing**

Forget about minimum monthly spends or hidden fees. You have the freedom to set your own pricing and always have complete control over your gross margin.

### **Enterprise-Grade Hosting Solutions for Your Clients**

These aren't some cheap 'Daddy' or 'Gator' VPS boxes. We provide a proven infrastructure environment that is designed to serve clients who require enterprise-grade performance, security, and reliability.

### **Global Network of Edge Data Centers**

Location matters - lower latency and higher performance create better solutions. We have a global footprint of data centers that you can use to deploy your solutions. This means that you can offer solutions and provide services based on you or your customer's needs and location requirements.

### **24/7 Support and Service**

We're an extension of your team and we're here to help. With Lume, you'll have access to an ecosystem of support and services. We have a rock-solid team of US-based Support Technicians that are always available in the event of an emergency.

