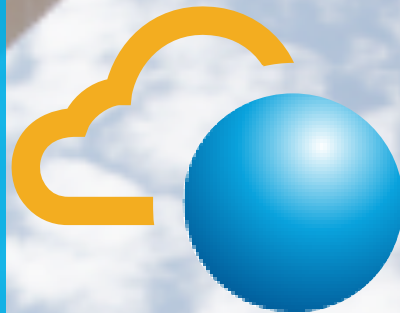


Introducing MapCLOUD



Sphere3D Corp. Confidential

Agenda



Company Overview

Market Trends

Snap Storage Portfolio

What is SnapCLOUD

Use Cases

Competitive Differentiation

How to Sell SnapCLOUD

What's in it for the partner

Plugging into the opportunity



here 3D Corp.

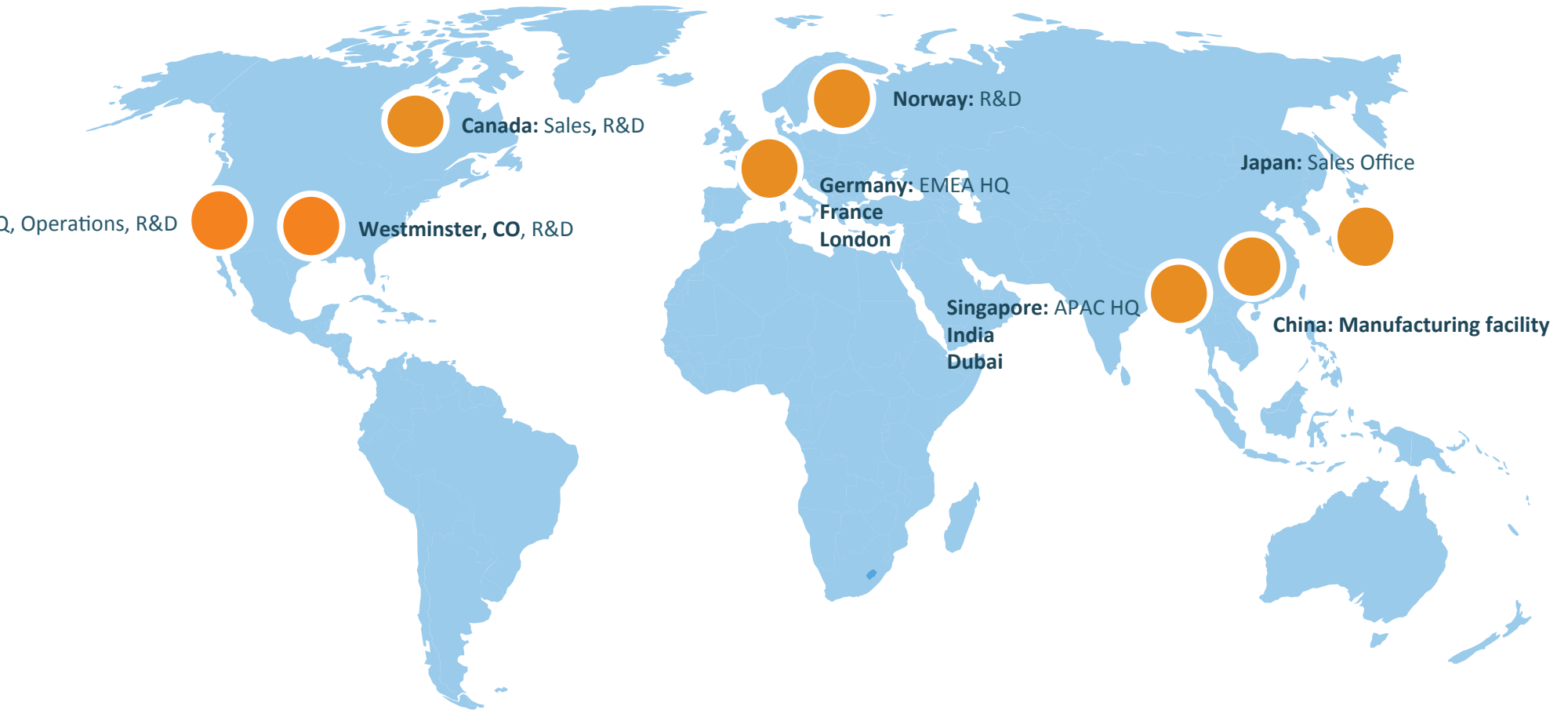
pp, Any Device, Anytime™

Sphere 3D technologies are enabling new ways to create, manage, and retain information... that we can live a more productive life.

Sphere 3D is delivering technologies to power the Next Cloud.

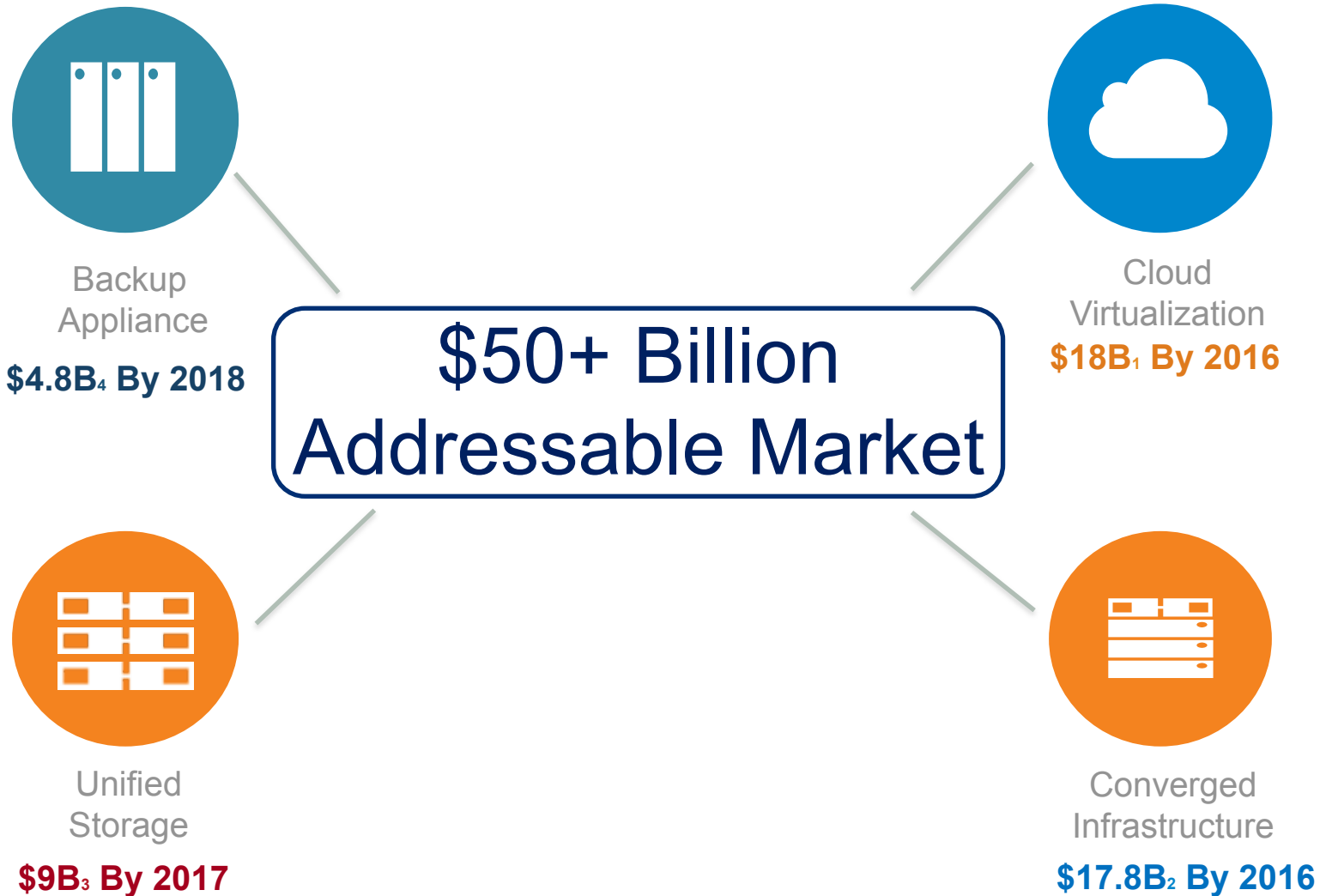


Global Presence



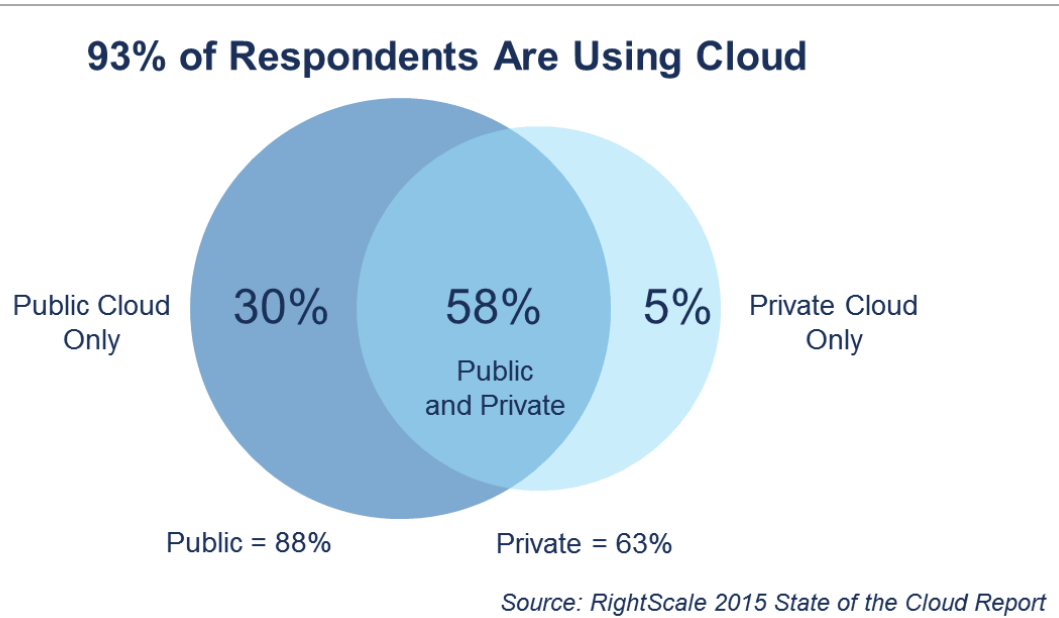
Large Market Opportunity

Full Range of Cloud, Virtualization and Data Life Cycle Management Solutions



Systems Forecast", IDC, Feb 2014;
Storage Forecast" IDC, Aug 2014
Structure
Storage Systems Forecast
September 2013
Use Built Backup Appliance
2013

The “Next Cloud” is Primarily a Hybrid Cloud



Survey: 930 IT professionals in Jan 2015

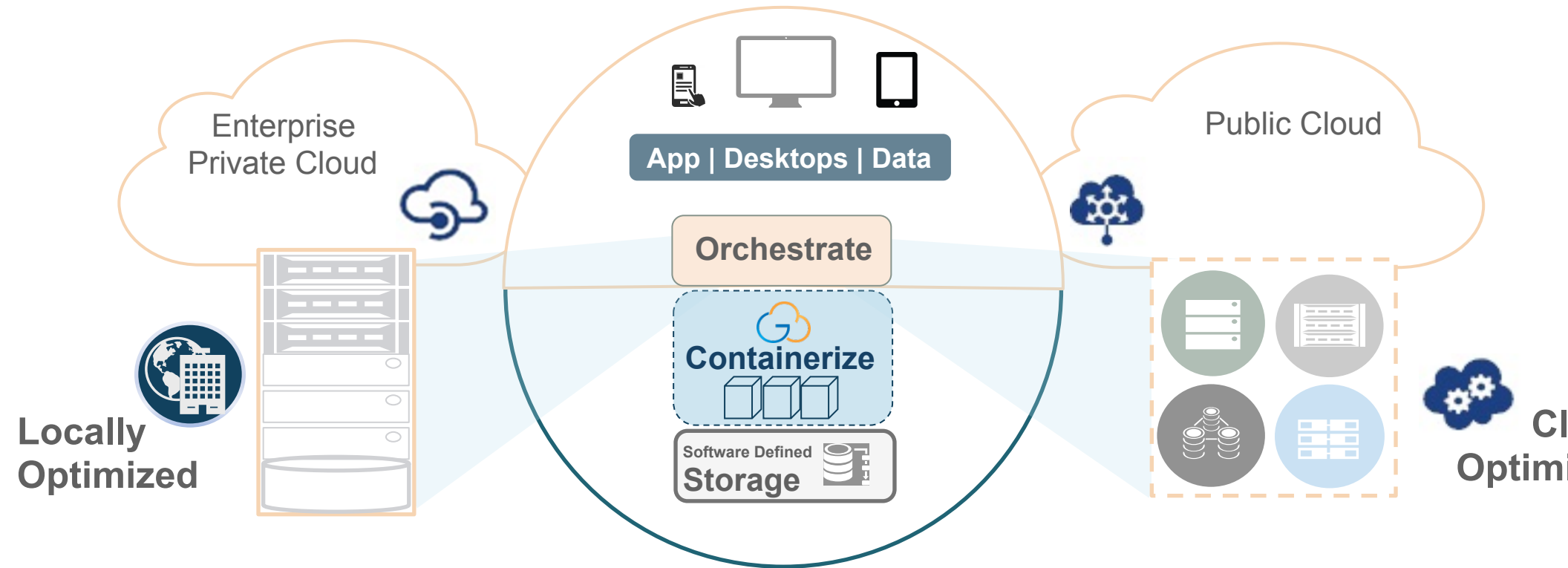
ear’s survey reveals that 55 percent of enterprises are
g for hybrid clouds, 13 percent expect to use multiple public
and 14 percent are planning for multiple private clouds.” –
ale Survey summary

- The growth of hybrid cloud will reach about \$84.67B in 2019¹ growing 29.8% CAGR – *MarketsandMarkets Research*
- In 2015, 3rd Platform offerings (mobile devices and apps, the cloud, big data) will account for one third all IT spending and virtually 100% all spending growth. – *IDC Predictions 2015*



Sphere3D Powered Hybrid Cloud Solution

Simplifying End-to-end Workload and Data Delivery in the Cloud



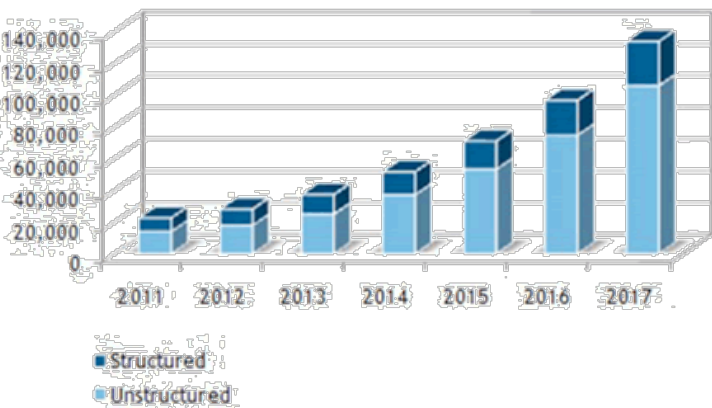
Delivering the next generation hybrid clouds built on software defined storage and containerization platform



Data Growth & Capacity Surge are Leading Storage Challenges

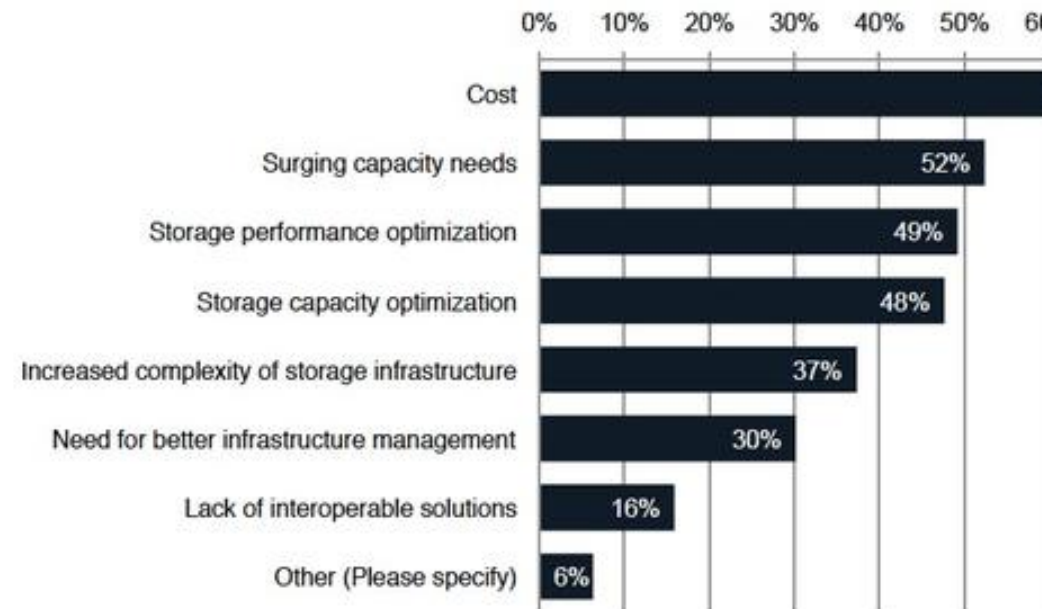
Data growth is relentless...

Worldwide Structured and Unstructured Enterprise Storage Systems Capacity Shipped, 2011-2017



By 2020, IDC predicts the unstructured data to have reached 100 EB, or 40 Zettabytes (ZB). The world's information is doubling every two years. **By 2020 the world will generate 10 times the amount of information and 75 times the number of "information containers" while IT staff to manage it will grow less than 1.5 times.**

... so are storage related pains



Number of respondents, n=126 | Percentages may not total 100 due to rounding.

Tech Pro Research 2015

Storage Portfolio – Addressing Storage Pain P

Unified Management: Online, Integrated, user experience focused
SSM (Snap Storage Manager) – Device Discovery & Management

Consistent Functionality

Failure Resiliency

Space Saving

Snapshots

Disaster Recovery

Security

Scale-Out



SnapScale

- Infinite storage
- Self-learning
- Self-healing

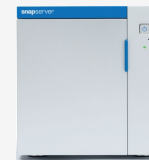
Enterprise Apps



SnapServer XSR

- File and block
- Low latency
- Expandable storage

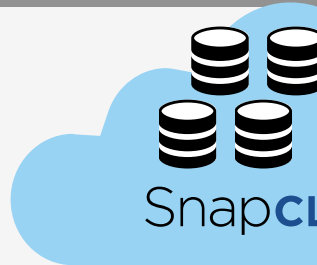
Desktop Storage



SnapServer XSD

- File Shares
- Quiet
- Economical

Enterprise



SnapCLOUD

- \$0 upfro
- Cloud D

Cloud Storage Portfolio -- Key Benefits

**REDUCE
STORAGE COSTS
By 30%**

**MANAGE
DATA GROWTH
WITH NO ADDITIONAL
HEADCOUNT**

**OPTIMIZE
WORKLOAD
ACROSS INFRASTRUCTURE SILOS**

REDUCE SPEND

- Failure resiliency reduces downtime
- Space efficiency
- No additional licenses
- Integrated enterprise-class features
- Simple, intuitive, single management pane
- Lower cost/GB

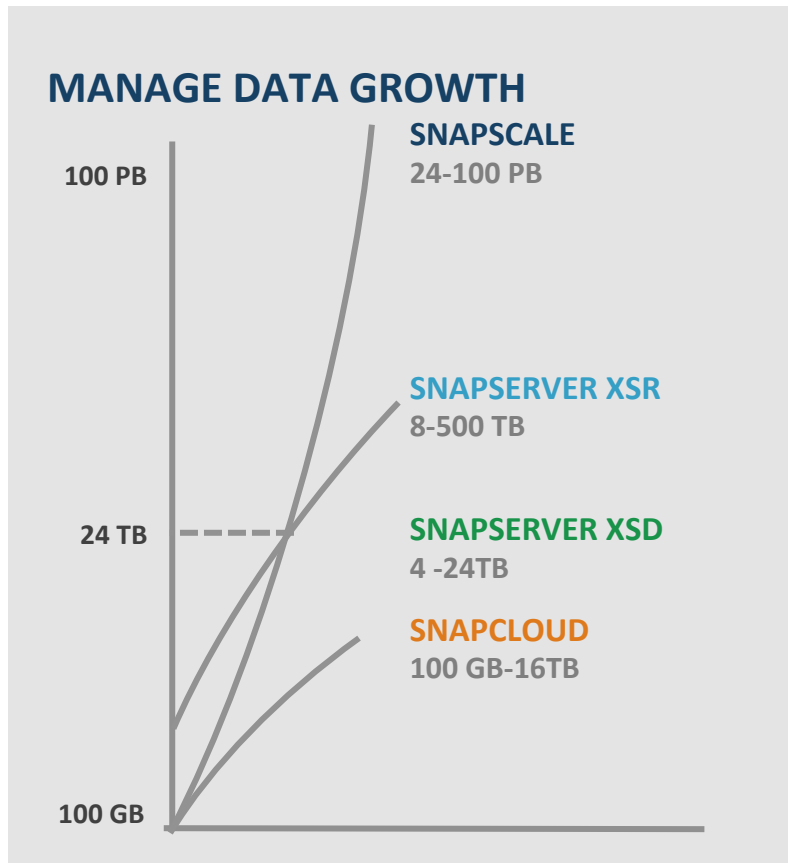


Map Storage Portfolio -- Key Benefits

REDUCE
STORAGE COSTS
By 30%

MANAGE
DATA GROWTH
WITH NO ADDITIONAL
HEADCOUNT

OPTIMIZE
WORKLOAD
ACROSS INFRASTRUCTURE SILOS



Cloud Storage Portfolio -- Key Benefits

REDUCE STORAGE COSTS By 30%

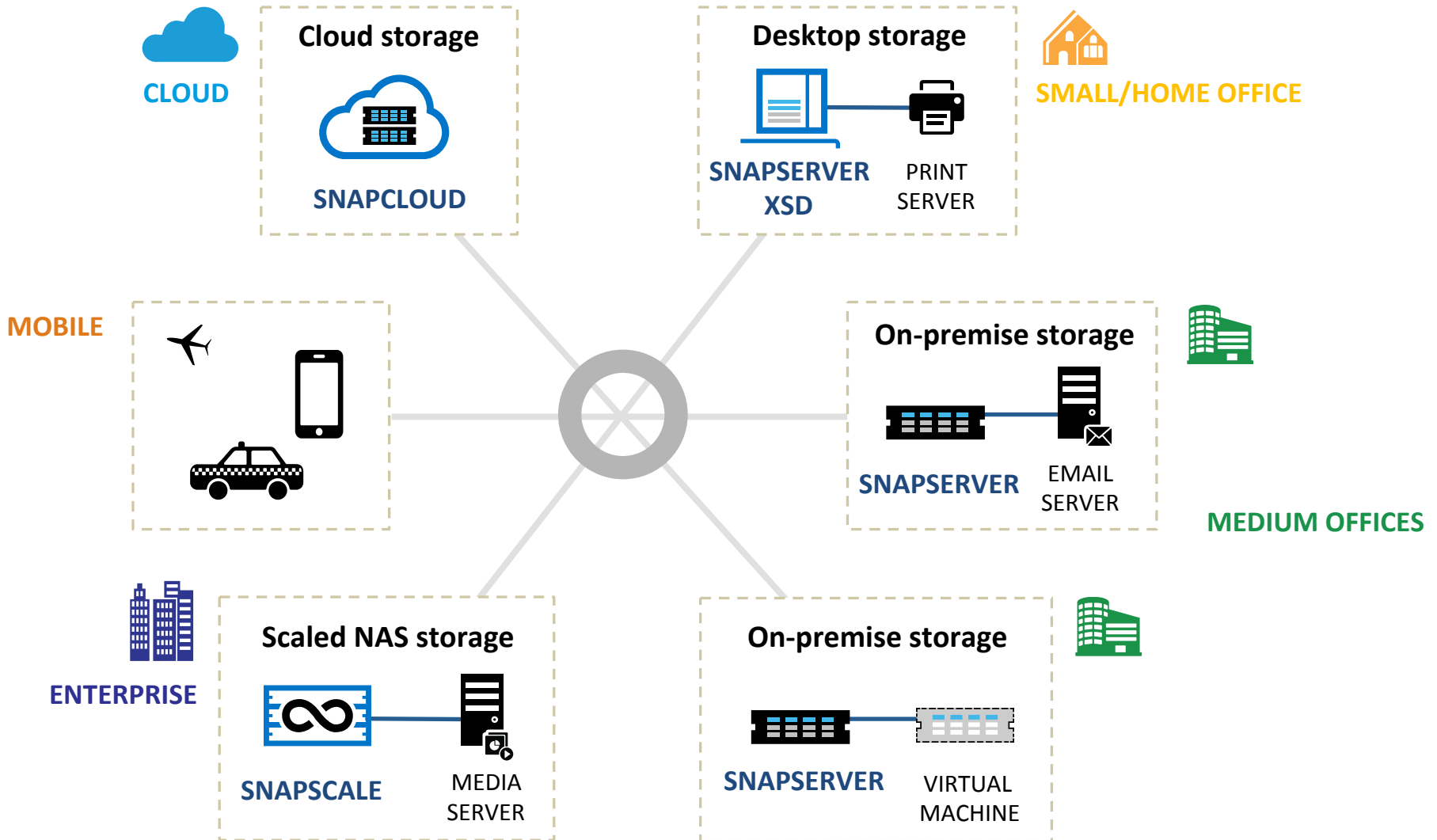
MANAGE DATA GROWTH WITH NO ADDITIONAL HEADCOUNT

OPTIMIZE WORKLOAD ACROSS INFRASTRUCTURE SILOS

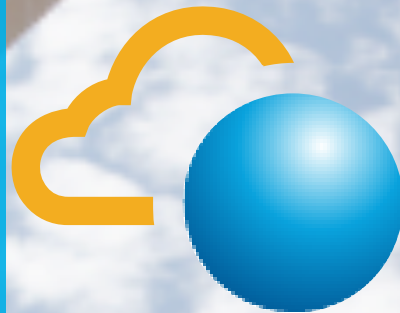
| OPTIMIZE WORKLOAD | SNAPSCALE 24-100 PB | SNAPSERVER XSR 8-500 TB | SNAPSERVER XSD 4 -24TB | SNAPCLOUD 100 GB-16TB |
|---|------------------------|----------------------------|---------------------------|--------------------------|
| High Throughput /Bandwidth | ✓ | | | |
| Infinite Single volume | ✓ | | | |
| Low Latency Business Applications | | ✓ | | ✓ |
| SOHO File Sharing with integrated Print Server | | ✓ | ✓ | ✓ |
| Personal Cloud Solution with controlled access | ✓ | ✓ | ✓ | ✓ |
| DR in the Cloud | | | | ✓ |
| Cloud Bursting with complete NAS protocol suite | | | | ✓ |



Start Anywhere with Any Snap Storage Product



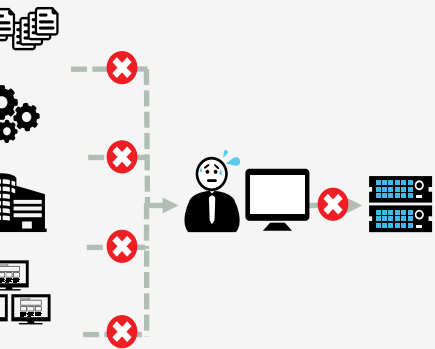
Introducing napCLOUD



Sphere3D Corp. Confidential

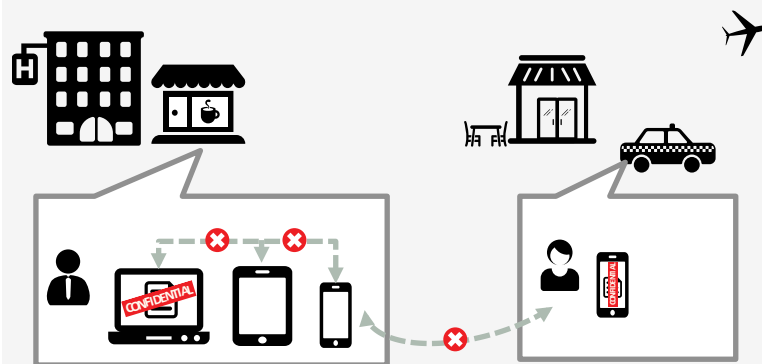
Customer Challenges

IT Resources On Demand



Business requirements on IT structure like compute and storage vary drastically from one time to another.

Accessibility Across Devices



Secure access to company files and business applications on the company's internal network is still a challenge.

Distributed Enterprise



Different offices have different infrastructure managed by different tools needing more time and resources

What is SnapCLOUD?



SnapCLOUD
Standard (Staged)

Sphere 3D

1. Fully functional SnapServer OS in the cloud
2. Available on azure marketplace
3. Runs on VM with storage disks attached to the VM



What is SnapCLOUD?



1. Fully functional SnapServer OS in the cloud
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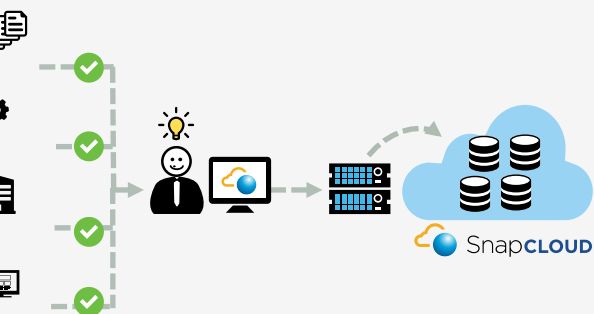
What is SnapCLOUD?

| Features | Benefits |
|---|---|
| UNIFIED STORAGE SAN/NAS - BOTH BLOCK AND FILE Supports Access control, NFS LDAP authentication Samba/Windows shares | Flexibility to work with any application |
| UTILIZATION OF RESOURCES Provisioning | Reduce storage cost. For example if you have 1000 users each assigned 1TB of storage with utilization varying from 10GB to 500GB. Then you can reduce to 4-5TB of storage and save over 100% in cost |
| Cost savings by using storage layer protection | Reduce storage costs by 40% |
| PROTECTION Point-in-time snapshots, Automatic snapshot pruning, High performance | Enterprise-class data protection suite. Same as on-premise storage |
| UNLIMITED STORAGE | Pay for only what you need |
| HYBRID CLOUD Migrate data to and from on-premise storage Interoperate with on-premise LDAP and Active Directory | Seamless extension into the cloud |
| SECURE ACCESS AND SHARE | Secure Data access anywhere, any Device |



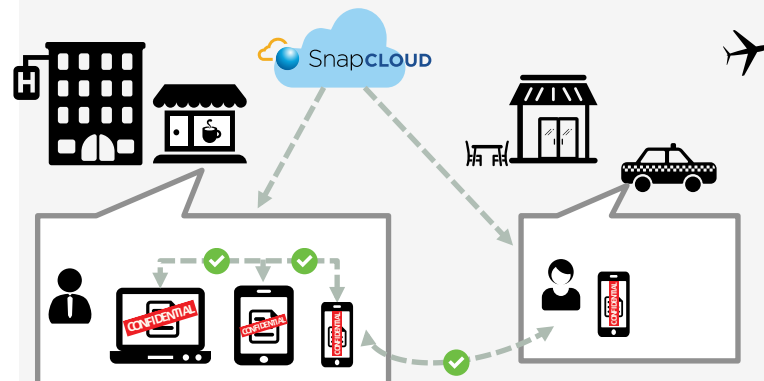
SnapCLOUD Use Cases

IT Resources On Demand



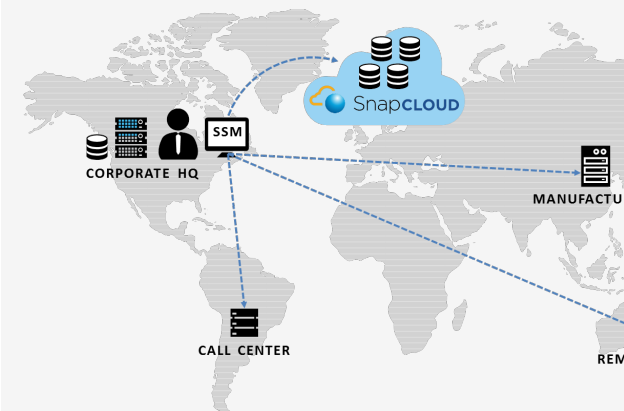
With SnapCLOUD, dynamically expand IT resources into the cloud with the same ease and operations as on-premise resources. Pay for only what you use.

Secure Access. Anywhere. Any Device.



SnapCLOUD enables secure and easy access to data among devices and users. Eliminates risky sharing of confidential material in public clouds.

Centralized Management



Snap Storage Manager enables centralized management of all Snap Storage products through a single pane of glass.



MapCLOUD Difference



Expand storage capacity simply by adding disks to the storage pool



Build a Hybrid Cloud in minutes. Replicate data to and from physical data center; integrate with on-premise active directory and LDAP authentication



Securely access any device, anywhere with business policy enforcement. Sync and share functionality enables data sharing between users and devices.

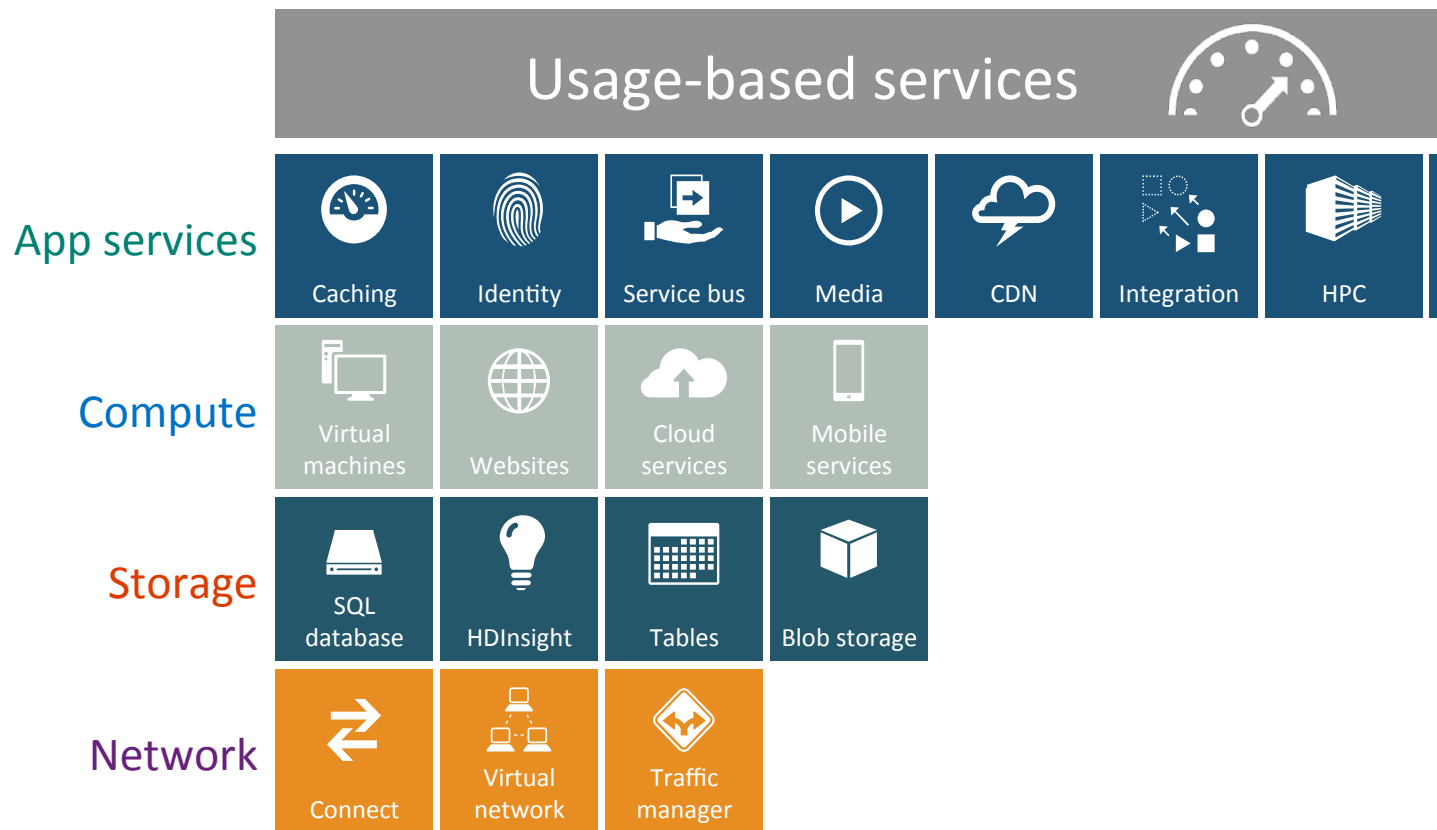
Get data management solution at your terms



What is Microsoft Azure

Open and flexible cloud platform that enables you to quickly build, deploy, and manage solutions across a global network of Microsoft-managed datacenters.

- Build applications using any language, tool, or framework
- Integrate public cloud solutions with the existing IT environment
- 99.995% monthly SLA
- Automatic OS and service patching



Microsoft Azure



- datacenters
- support
- account teams
- currencies



24x 365 support Over 1 billion customers, 20 million businesses 90 markets worldwide
 25 years of combined industry experience in infrastructure, security, product dev, and global ops

SnapCLOUD Difference

Features

| | SnapCLOUD | SOFTNAS |
|---|-----------|---------|
| STORAGE SAN/NAS - BOTH BLOCK AND FILE | ✓ | ✓ |
| Ports | ✓ | ✓ |
| Access control | ✓ | ✓ |
| LDAP authentication | ✓ | ✓ |
| Samba/Windows shares | ✓ | ✓ |
| Active Directory integration | ✓ | ✓ |
| Active Directory groups | ✓ | ✓ |
| PROVISIONING OF RESOURCES | ✓ | - |
| Thin provisioning | ✓ | ✓ |
| Storage efficiency | ✓ | ✓ |
| Thin provisioning by using storage layer protection | ✓ | - |
| PROTECTION | ✓ | - |
| Point-in-time snapshots | ✓ | ✓ |
| Automatic snapshot pruning | ✓ | ✓ |
| Performance snapshots | ✓ | - |
| Asynchronous based replication for DR | ✓ | - |



SnapCLOUD Difference

Use Cases

| | SnapCLOUD | SOFTNAS |
|---|-----------|---------|
| Expand and grow storage on demand in the cloud | ✓ | - |
| Extension of the on-premise storage | ✓ | - |
| Secure access to business data anywhere any device. | ✓ | - |



Support

<http://community.overlandstorage.com/>

Search Alerts [User Icon] [Settings Icon]

Sphere3D

SEARCH ACTIVITY DOCUMENTATION ARCHIVE MANAGE

- Default Community Support
- Support upgrade S through the same c as the hardware

rt

[Post New Support Topic](#)

here3D Snap Support Community to engage, collaborate, co-create, and share with your fellow experts on any Snap or solutions in technical support forums in six different languages. Register to participate in discussions or post

SnapCLOUD

[All Support Topics](#) · [Documentation](#) · [Knowledge Base](#) · [Questions](#) · [Issues](#) · [Suggestions](#) · [Tips](#) · [Compliments](#) · [Conversations](#) · [Announcements](#)

KNOWLEDGE BASE

Install

- [On linux](#) >
- [on windows](#) >
- [Maintenance](#) >
- [add disc space](#) >
- [replace failed drive](#) >

DOCUMENTS FOR SNAPCLOUD

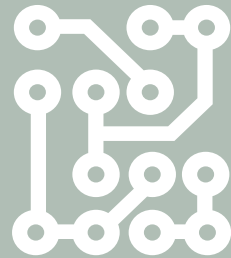
| Part No. | Product |
|------------------|---|
| SWMAINT6U-SCLOUD | 6 Months - Software Maintenance New Product Uplift, SNAPCLOUD |
| SWMAINT6E-SCLOUD | 6 Months - Software Maintenance Extension, SNAPCLOUD |

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What is Azure in Open?



Monetary
commitment valid
12 months



Applicable to any
Azure Service *eligible for
Monetary Commitments*



Business processes
follow existing
Online Services in
Open



Emp Start Your Hybrid Cloud Experience

\$0* for SnapCLOUD for
ays for existing and new
customers

*Only on SnapCLOUD not on compute and storage by Microsoft

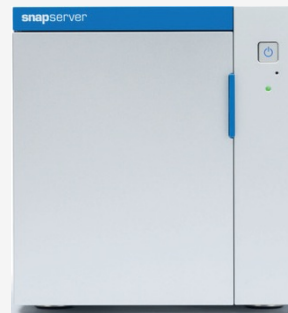
Scale



SnapServer XSR



SnapServer XSD



RDX



Reference Links

| | |
|----------------------------|---|
| Introduction | http://sphere3d.com/snapcloud/ |
| Datasheet | http://sphere3d.com/wp-content/uploads/2015/07/snapcloud-datasheet-0713 |
| Administrator's Guide | http://overlandstorage-public.hosted.jivesoftware.com/docs/DOC-3190 |
| Frequently Asked Questions | http://community.overlandstorage.com/support/kb/snapcloud |
| Support | http://community.overlandstorage.com/ |



Thank you



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What Started – Next Steps for Partners

Sign up for Ramp Up
Annual event
Get the technical
resources you need

<http://aka.ms/AzureOpen>

[http://aka.ms/
SMBLearningPath](http://aka.ms/SMBLearningPath)

Attend marketing
events
Join the Partner
Marketing
Center

<http://aka.ms/AzureVAR>

[http://aka.ms/
AheadoftheGame](http://aka.ms/AheadoftheGame)

Join the [Cloud Partner Community](#) group on Yammer

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Cloud Purchasing Options

Direct on azure.microsoft.com

Open Licensing Programs

Enterprise Agreements

As You Go

6- or 12-months

12-months

Longer-term

Pay as you go, cancel anytime
No long-term commitment

Monetary Commitments
starting at \$500/mo

Flexibility with Volume
Licensing through a familiar
vehicle for SMBs
Opportunity for partners to
earn margins/incentives

Offers additional
discounts and terms
of a deeper commitment
to the platform

/Hour

BYOL

Vouchers

MSP