Cloudify.Asia

FROM CLOUDY TO **CERTAINTY**

WHAT ARE BUSINESS DEMANDING RIGHT NOW
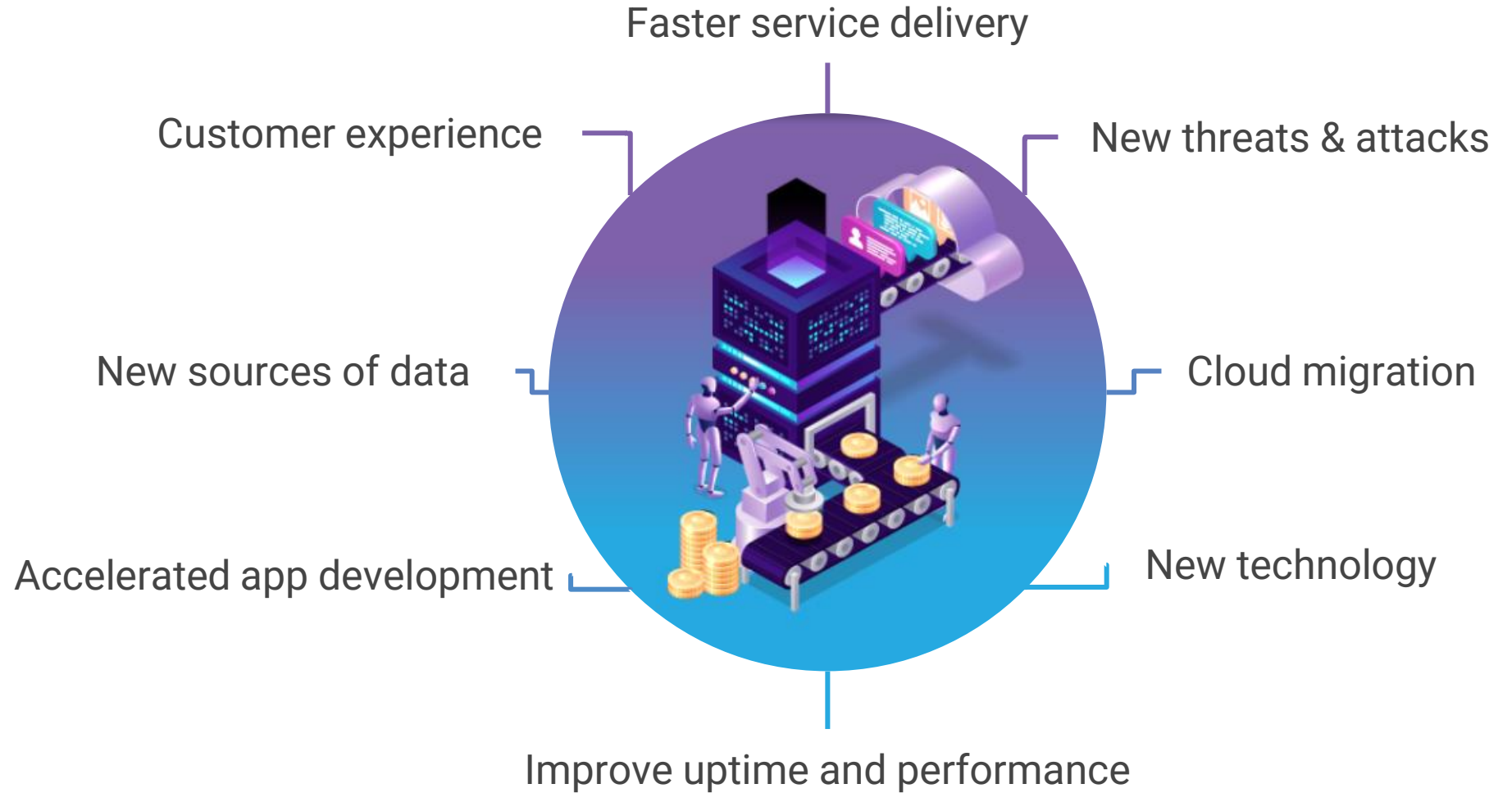
Faster service delivery

Customer experience

New threats & attacks

New sources of data

Cloud migration

Accelerated app development

New technology

Improve uptime and performance

Cloudify.Asia

COMMON BUSINESS CHALLENGES
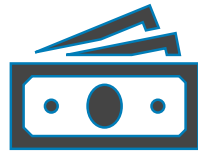
Financial

Budget constraints

Wasteful spending on overprovisioned assets

Overprovisioning based on inaccurate predictions

Long procurement cycles
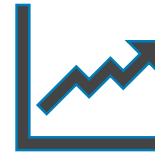
Business Agility

Unpredictable workloads

Inefficient spending from the desire to avoid downtime at all cost

Capacity required ahead of demand

Technology lock in

Operational

Expenses from maintaining an expanding data center

Unsupported/depreciating assets

Reduced IT staff

Shadow IT

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DIGITAL APPROACH, FLUID TRANSFORMATION

Transform Technology

- Find the right mix of private and public clouds
- Build a software-defined, hybrid cloud management strategy
- Operational Efficiency

Transform People & Processes

- Create a culture of change, growth, and innovation
- Free IT staff to focus on innovation
- Business Agility

Transform Economics

- Optimize economics of hybrid cloud
- Shift to as-a-service delivery
- Financial Flexibility

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DIGITAL APPROACH ACCELERATE BUSINESS OUTCOME

For customers who want to:

Get started quickly, and accurately grow ahead of demand

Move on from long procurement cycles

Pay for use and map actual usage

Remain flexible both in budget and infrastructure

Keep data and workloads on-premise

Simplify IT operations, bolster IT effectiveness
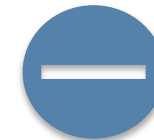
Regain control of their business

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IT CHALLENGES TO ENABLE DIGITALIZATION

Struggle with Business Agility

Need capacity ahead of demand

Are looking at new projects or application

Want Cloud Economics

Experience long procurement cycles

Lack visibility into usage to align costs to business

Need Flexible Financing

Have no capital for critical business needs and projects

Need Simplified IT

Value operational efficiencies such as tech refresh, firmware updates, enhanced support

Lack resources or skillsets for business value-add projects
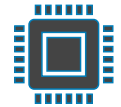
Need Greater Control

Have a compelling need for on prem capacity (sensitive data, legacy app)

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LEGACY EXPENDITURE PROCESS MAKES IT WORSE

83% of enterprises are still using fixed capital models

80% IT decision makers say provisioning times are poor

70% IT decision makers say developers complain of poor agility

70% IT decision makers say capacity planning is a headache

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CONSUMPTION BASED IT OFFERS A BETTER APPROACH

40% **Budgets are in digital transformation projects, finance & operation[1]**

94%

of enterprises want their traditional IT provider to offer pay per use to consider moving workloads

56%

of enterprises won't consider an IT provider if they don't offer flexible IT consumption

[1]Tech Research Asia's 2021 survey on ASEAN customers

Cloudify.Asia

YOU ARE SEARCHING FOR PARTNER THAT ARE:

RELIABLE	REPUTABLE	SKILLFUL	INNOVATIVE
We are part of	Top Cloud Service Provider	1 of 2 Local Managed Service Partner	Key Azure Stack Partner
iCT zone ASIA	DELL Technologies	Alibaba Cloud	Microsoft

RELIABLE
- Public listed
- RM100M fund
- RM924K paid up capital
- Yearly positive growth

REPUTABLE
- Dell Strategic Innovation Partner
- HPE Silver Partner
- Microsoft Silver Partner
- Serving large key partners across region

SKILLFUL
- HPE's Appointed Cloud Vendor
- Microsoft's Appointed Vendor
- Deep Certification in various cloud technologies

INNOVATIVE
- First global batch certification
- Deploy complete & complex hybrid cloud
- Deploy Kubernetes platform
- Multi cloud portal

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CLOUDIFY.ASIA BRINGS CLOUD TO YOU

EDGES ——— **COLOCATION/DATACENTERS** ——— **CLOUDS**

| SELF SERVICE | PAY PER USE | SCALE UP & DOWN | MANAGED FOR YOU |

Cloudify.Asia

Bring Multi Cloud To You

for business growth

Deployment Model	Private Cloud	Hybrid Cloud	Public Cloud	Local Cloud	Education
Automation Solution	Usage & Billing Software	Workflow Software			Certification Microsoft Cisco CompTIA
Services & Support			Deployment & Migration	Managed Support	
Training & Consultancy					Consultancy Workshop
On Demand Access	Multi Cloud Management Portal & Marketplace				

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— TechFINITY — ClouDILITY — SkillDILITY

Cloud Platform as a Service

Backup as a Service

Container as a Service

Disaster Recovery as a Service

DATA CENTRES

Hyperscale Cloud

Local Cloud

Remote Access

IoT
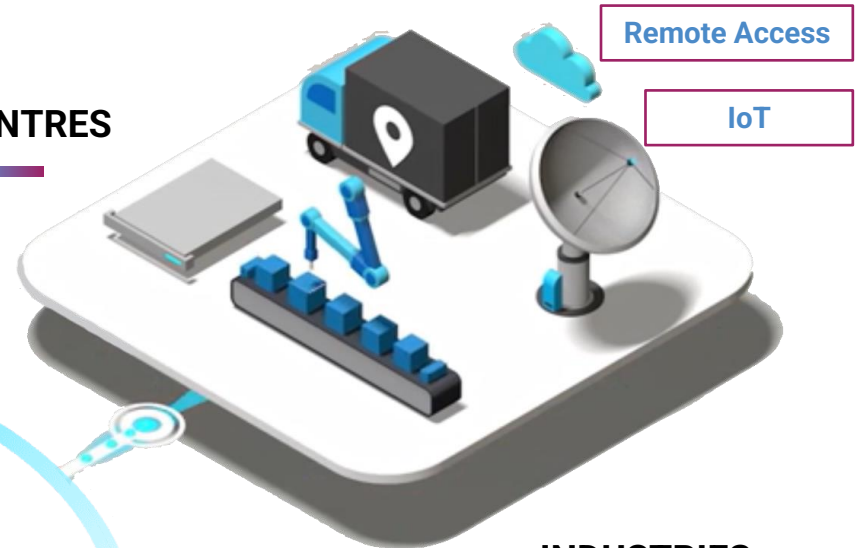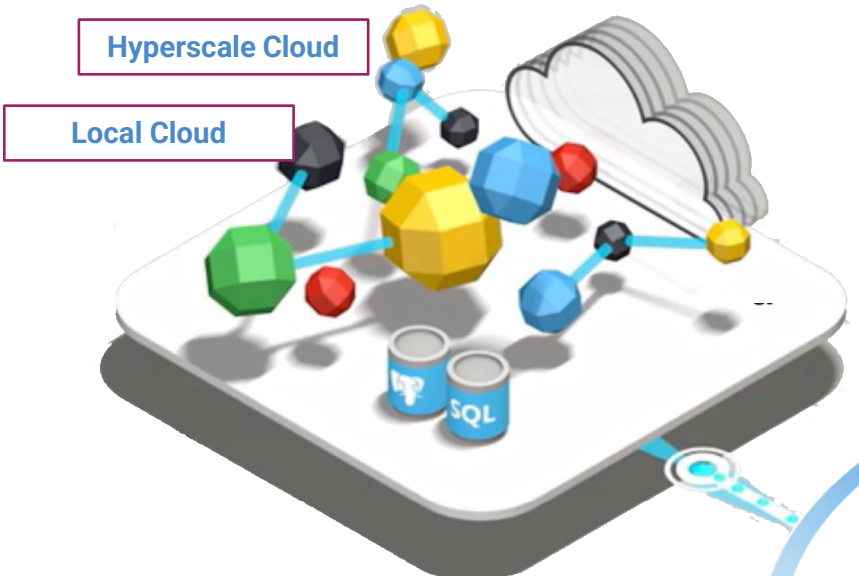
Multi-Cloud Portal

INDUSTRIES

MULTI-CLOUD TECHNOLOGIES

Data Dashboard

ZStack
vmware
veeAM

Telco   Finance   Government   Education

Provider   Integration   Software   Manufacturing

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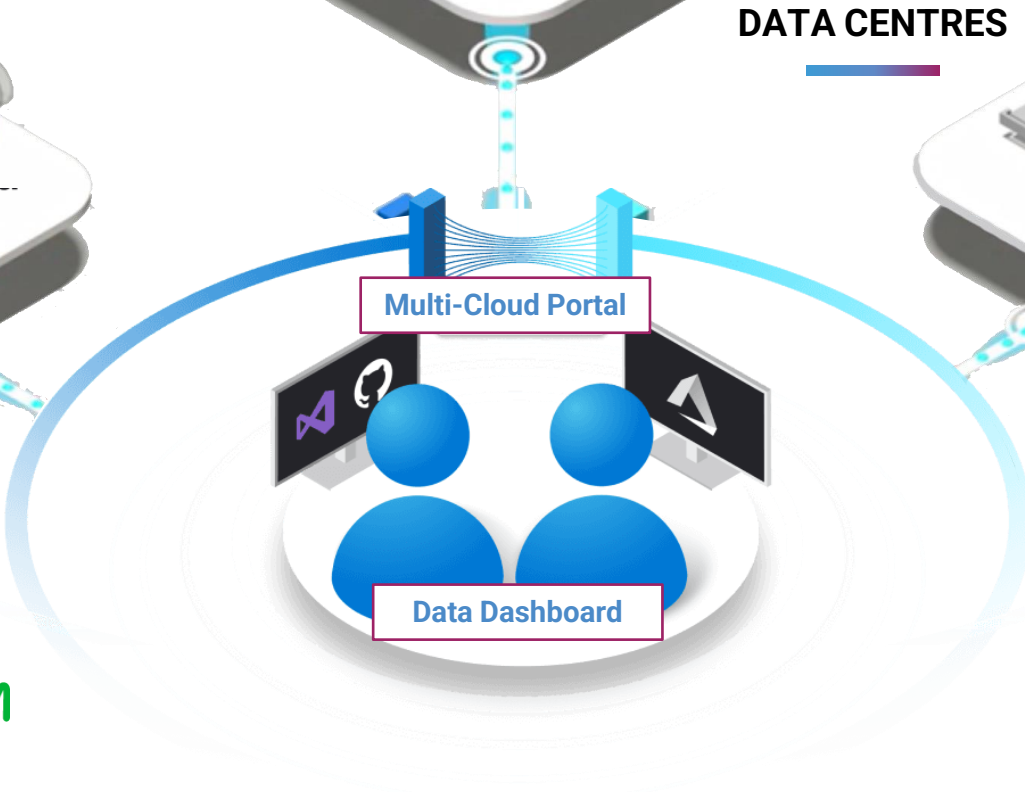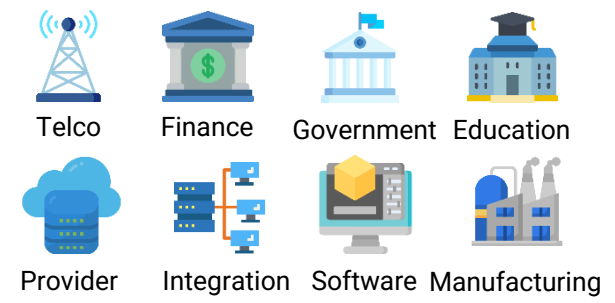
PROVEN END TO END MULTI-CLOUD CONSULTANT

Trusted by global brands to provide services on behalf:

DELLTechnologies
Cloud Provider & Consumption Partner

Hewlett Packard Enterprise
Cloud Services Vendor

Alibaba Cloud
Hybrid Cloud Managed Service Partner

Microsoft
Vendor & Hybrid Cloud Partner

Appointed Southeast Asia distributor for:

Corent

Cloud Assert

gridpro

Cloudify.Asia comprises of cloud professionals that provide right
cloud native foundation and services for your business growth

Cloudify.Asia

INNOVATIVE LEADER IN INDUSTRY

INDUSTRY FIRST

TOP CLOUD SERVICE PROVIDER

Dell Technologies

2020

FEATURED IN CHANNEL ASIA

2020

STRATEGIC INNOVATION PARTNER

Dell Technologies

2019

AZURE STACK CERTIFIED

Global First Batch Certification

2018

GLOBAL CERTIFICATIONS

ZStack Enterprise — Cloud Computing Consultant

ZStack Enterprise — Cloud Computing Technician

Microsoft CERTIFIED — AZURE STACK HUB OPERATOR — ASSOCIATE ★★

Microsoft CERTIFIED — AZURE ADMINISTRATOR — ASSOCIATE ★★

Microsoft CERTIFIED — AZURE SOLUTIONS ARCHITECT — EXPERT ★★★

DELL Technologies — Cloud Platform 2019 — SOLUTIONS CERTIFIED

DELL Technologies — Converged Infrastructure and Hybrid Cloud — CO-SKILLED ASSOCIATE — vmware

DELL Technologies — Data Protection Suite — SOLUTIONS CERTIFIED

2020 — DELL Technologies — Proven Professional

vmware — ADVANCED PROFESSIONAL — 2020 - DATA CENTER VIRTUALIZATION DESIGN — CERTIFICATION

vmware — ADVANCED PROFESSIONAL — 2020 - DESKTOP & MOBILITY DESIGN — CERTIFICATION

veeAM CERTIFIED — Technical Sales Professional 2020

veeAM CERTIFIED — Sales Professional 2020

Hewlett Packard Enterprise — Workload Solution — HPE GreenLake

Alibaba Cloud CERTIFIED — PROFESSIONAL — CLOUD COMPUTING ★★

Microsoft — Exam passed — Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack

Microsoft — Exam passed — Implementing Microsoft Azure Infrastructure Solutions

MICROSOFT CERTIFIED PROFESSIONAL — Microsoft MCSA — Windows Server 2016 — Certified 2020

MICROSOFT CERTIFIED TRAINER — Microsoft MCT — Trainer — 2019 - 2020

MICROSOFT CERTIFIED PROFESSIONAL — Microsoft MCSE — Productivity — Earned 2019

MICROSOFT CERTIFIED PROFESSIONAL — Microsoft MCSE — Cloud Platform and Infrastructure — Earned 2018
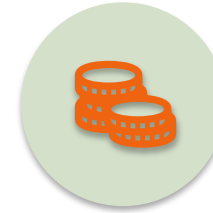
Cloudify.Asia

OUR VALUE PROPOSITIONS

Reduced TCO and Risks via XaaS models

Optimize Cash Flow for Reinvestment

Align IT Expenditure to Business Growth

Set Detailed Project Costing via Metering

Improve Time to Value via Ready Resources

Achieve Cloud Like Agility Anywhere

Provide Insights on Workloads' Utilization

Mitigate Operating and Business Risk

Cloudify.Asia

TESTIMONIALS

About Innoveam

Innoveam is a regional technology solutions provider, using the latest ICT technologies to process, analyze, simulate and visualize 3D datasets to provide business & operations improvements solutions for various industries. Focusing on Enterprise, Innoveam's experience in providing 3D data solutions within the region firmly places the company as a major player in the Industrial Revolution 4.0, specializing in Engineering Design, and VR/AR content development.

The Pain Point

The hardware requirements to handle large datasets proved to be a major blockade for many companies' services expansion plan. Innoveam wanted to expand their services to the clients by providing cloud powered VR streaming content.

The Course of Action

Cloudify.Asia offered advisory on the cloud solutions and provides cloud platform for Innoveam to host the company's brand-new cloud portal and marketplace platform. Cloudify.Asia also provides Azure Remote Rendering (ARR) solution to trial on streaming VR content to ultraportable computers.

Cloudify.Asia

TESTIMONIALS

KONICA MINOLTA

Cloudify.Asia's consumption model allows us to scale for regional and external customers as well

ENCORP

Cloudify.Asia's cloud platform on premise allows our property applications to run better with great Return of Investment (ROI)

MAJLIS PERBANDARAN SELAYANG

They build Microsoft Private Cloud and protect our data via monthly consumption, enabling agility & flexibility

TM ONE

Cloudify.Asia enable our team in cloud native platform such as App Functions & Database as a Service
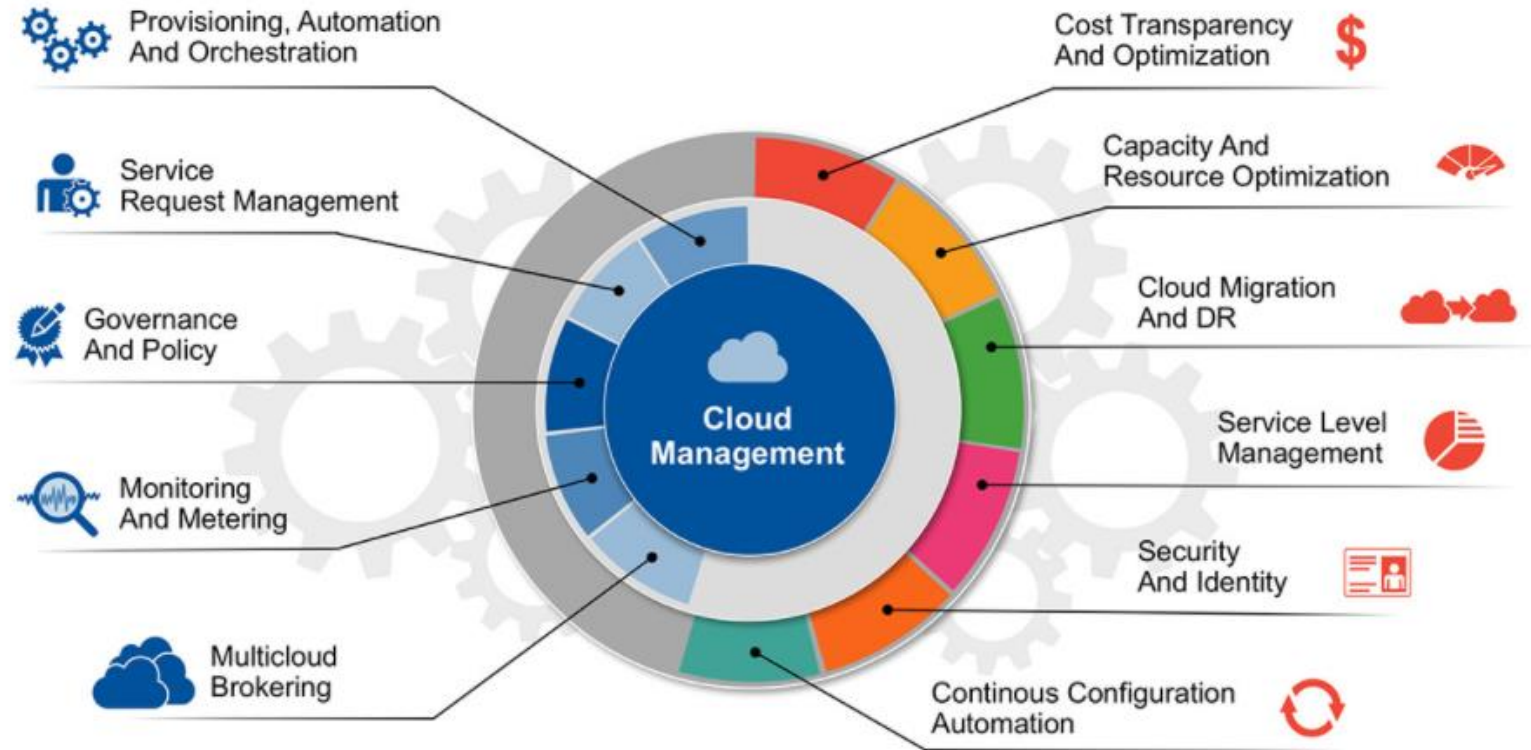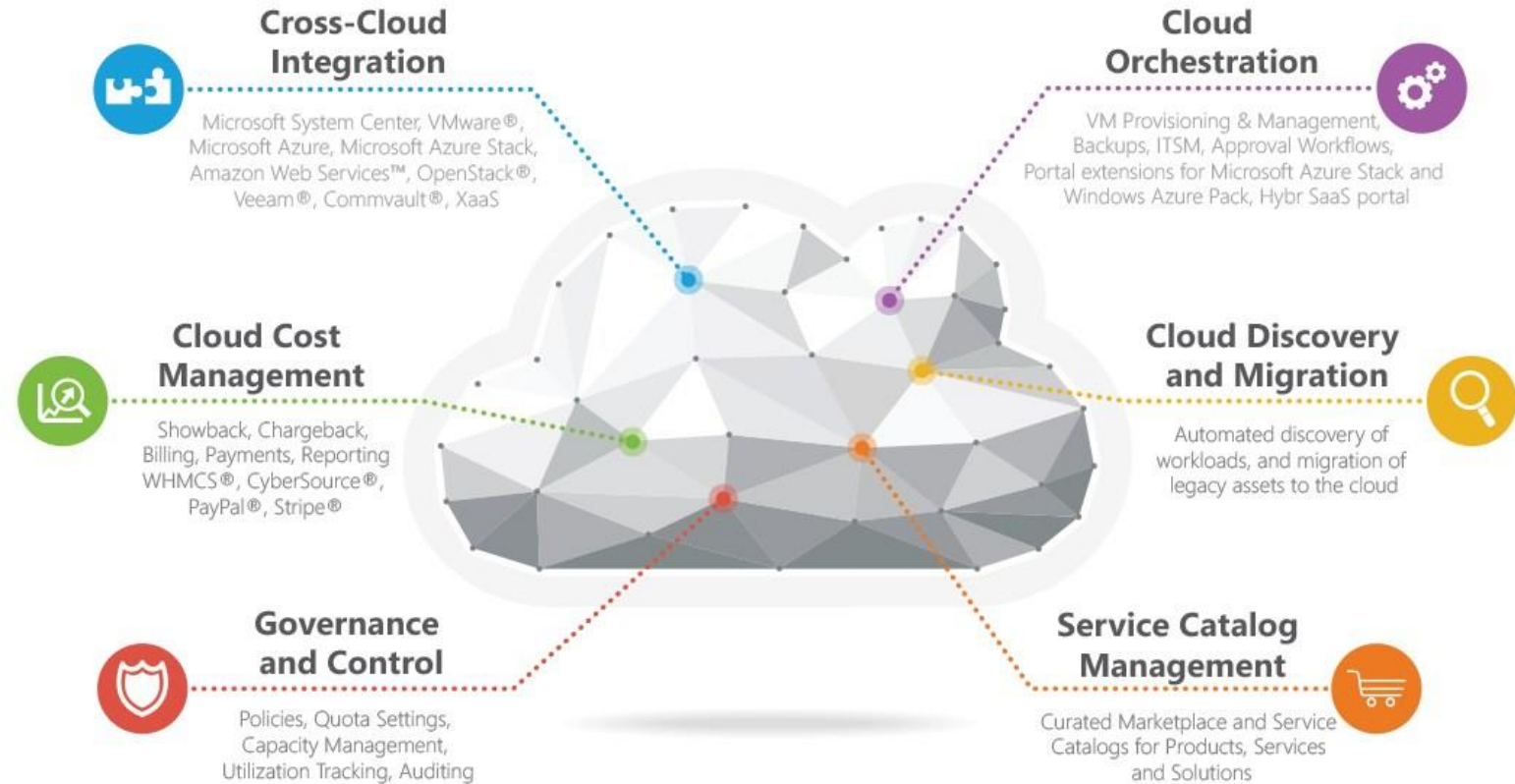
Cloudify.Asia

MULTI-CLOUD MANAGEMENT

Manage Cloud Cost Effectively

Cloudify.Asia enables your team to better manage various cloud expenses, provisioning and multi-tenancy chargeback in a single dashboard

Cloudify.Asia

MULTI-CLOUD MANAGEMENT BENEFITS

Provisioning, Automation And Orchestration

Service Request Management

Governance And Policy

Monitoring And Metering

Multicloud Brokering

Cloud Management

Cost Transparency And Optimization

Capacity And Resource Optimization

Cloud Migration And DR

Service Level Management

Security And Identity

Continous Configuration Automation

Cloudify.Asia

MULTI-CLOUD PORTAL CAPABILITIES

Cross-Cloud Integration
Microsoft System Center, VMware®, Microsoft Azure, Microsoft Azure Stack, Amazon Web Services™, OpenStack®, Veeam®, Commvault®, XaaS

Cloud Orchestration
VM Provisioning & Management, Backups, ITSM, Approval Workflows, Portal extensions for Microsoft Azure Stack and Windows Azure Pack, Hybr SaaS portal

Cloud Cost Management
Showback, Chargeback, Billing, Payments, Reporting WHMCS®, CyberSource®, PayPal®, Stripe®

Cloud Discovery and Migration
Automated discovery of workloads, and migration of legacy assets to the cloud

Governance and Control
Policies, Quota Settings, Capacity Management, Utilization Tracking, Auditing

Service Catalog Management
Curated Marketplace and Service Catalogs for Products, Services and Solutions

Cloudify.Asia

SELF SERVICE PORTAL

Cloudify.Asia

CLOUD PLATFORM AS A SERVICE

Provide Cloud Native Platform For Business Growth

Cloudify.Asia helps you to build cloud native platform, turnkey solution in your data center in pay-per-use model

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BENEFITS OF CLOUD PLATFORM

Data Sovereignty	Improve productivity	Scalability	Reduced capital expenditure
Reduced lead times with on-demand availability of resources	Multi Tenancy	Edge Computing	Support of team collaboration

Cloudify.Asia

INTRODUCING ULTIMATE CONSUMPTION

Now customer don't have to make the impossible choice between the pay-as-you-go scalability of the cloud and the reassurance of on-premise IT.

TechFINITY enables businesses to exactly align technology expenditure with requirement. Customers can have it all through Cloudify.Asia.

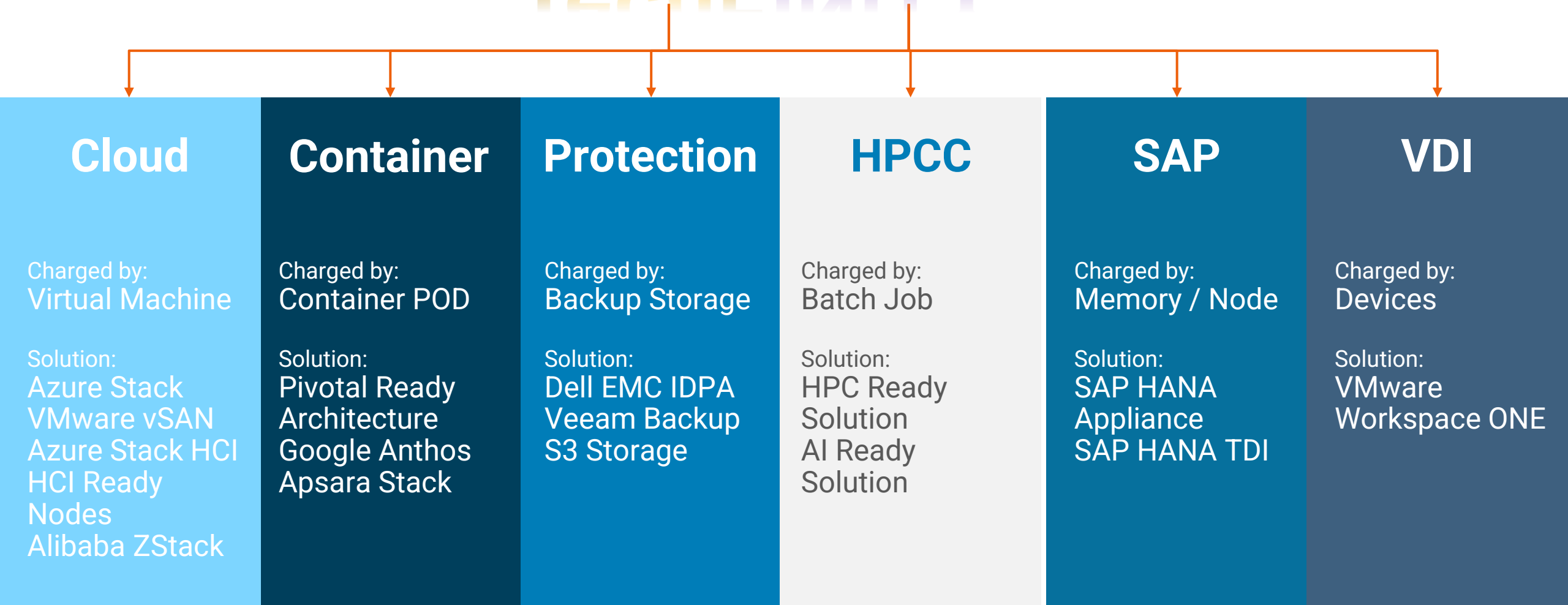Cloudify.Asia

CLOUD ECONOMICS ON-PREMISE

TechFINITY

- ✓ Zero Down Payment
- ✓ No Additional Maintenance Cost
- ✓ No Long-Term LOCK-IN
- ✓ No Depreciation Concerns
- ✓ New Platform Every 3/5 Years
- ✓ No Ownership Worries
- ✓ Inclusive All Risk Insurance
- ✓ Allocated 30% – 40% resources buffer
- ✓ Pay by usable IT Resources

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PAY FOR ACTUAL USE AND TESTED SOLUTIONS

TechFINITY

Cloud	Container	Protection	HPCC	SAP	VDI
Charged by: Virtual Machine	Charged by: Container POD	Charged by: Backup Storage	Charged by: Batch Job	Charged by: Memory / Node	Charged by: Devices
Solution: Azure Stack VMware vSAN Azure Stack HCI HCI Ready Nodes Alibaba ZStack	Solution: Pivotal Ready Architecture Google Anthos Apsara Stack	Solution: Dell EMC IDPA Veeam Backup S3 Storage	Solution: HPC Ready Solution AI Ready Solution	Solution: SAP HANA Appliance SAP HANA TDI	Solution: VMware Workspace ONE

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CLOUDIFY.ASIA BRINGS THE CLOUD FASTER TO YOU

01

Understand
business
requirement
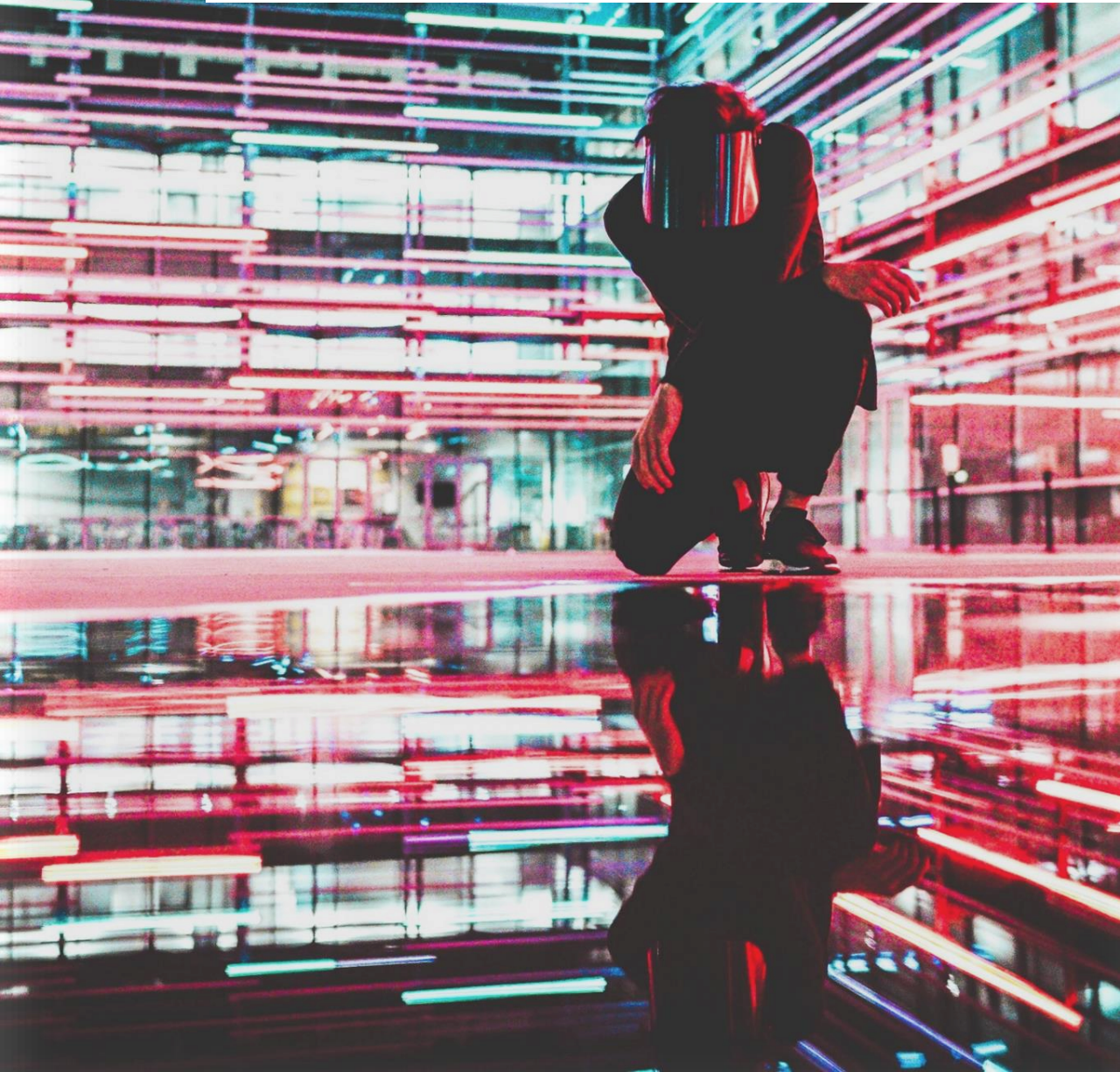
02

Assessment

03

Deploying

04

Consume

Cloudify.Asia

CONTAINER AS A SERVICE

Accelerate App Modernization for Your Business

Cloudify.Asia offers serverless Kubernetes, an integrated continuous integration and continuous delivery (CI/CD) experience, and enterprise-grade security and governance.

Cloudify.Asia
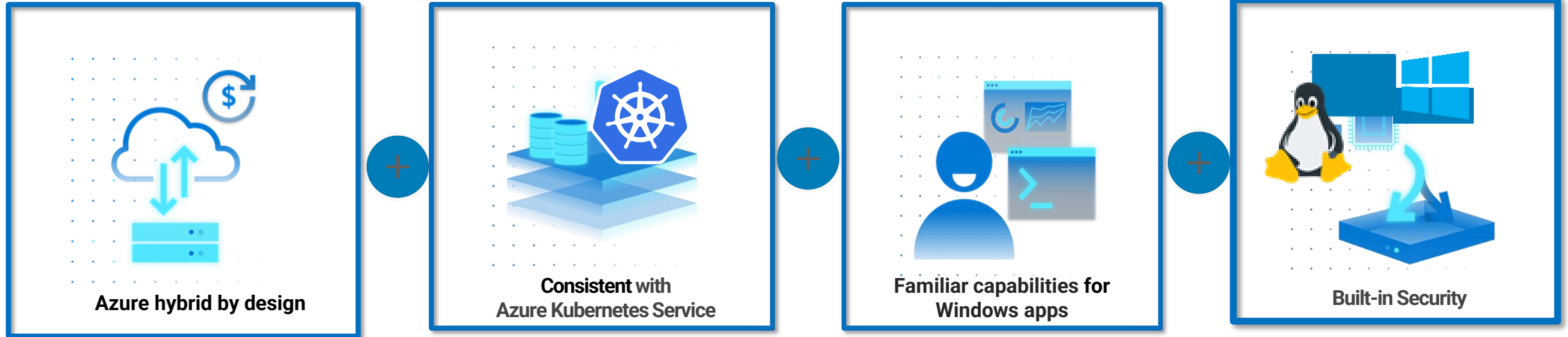
BENEFITS OF CONTAINER AS A SERVICE

Faster App Delivery

Secure Development

Move App in any Cloud

Increased Speed To Market

Cloudify.Asia

Azure Kubernetes Services (AKS)

Familiar Kubernetes application platform available on **Azure Stack HCI**

Azure hybrid by design	**Consistent** with **Azure Kubernetes Service**	**Familiar capabilities for Windows apps**	**Built-in Security**
Azure Connected	Single step installation and update of a fully conformant Kubernetes cluster	Differentiated container solution for Windows host	Secure and Trusted Platform
Built-in Azure Arc capability	AKS consistent Kubernetes cluster management	Local administration with Windows Admin Center	Single and consistent Identity
Always Up to Date like Azure	Familiar Azure experience	Built-in support for Windows and Linux	Secure and resilient infrastructure

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When to use Azure Kubernetes Services

Run Kubernetes on Azure Stack HCI and easily connect to Azure hybrid services

AKS applications on Azure Stack HCI

Windows or Linux Containers

Data Services on Azure Stack HCI
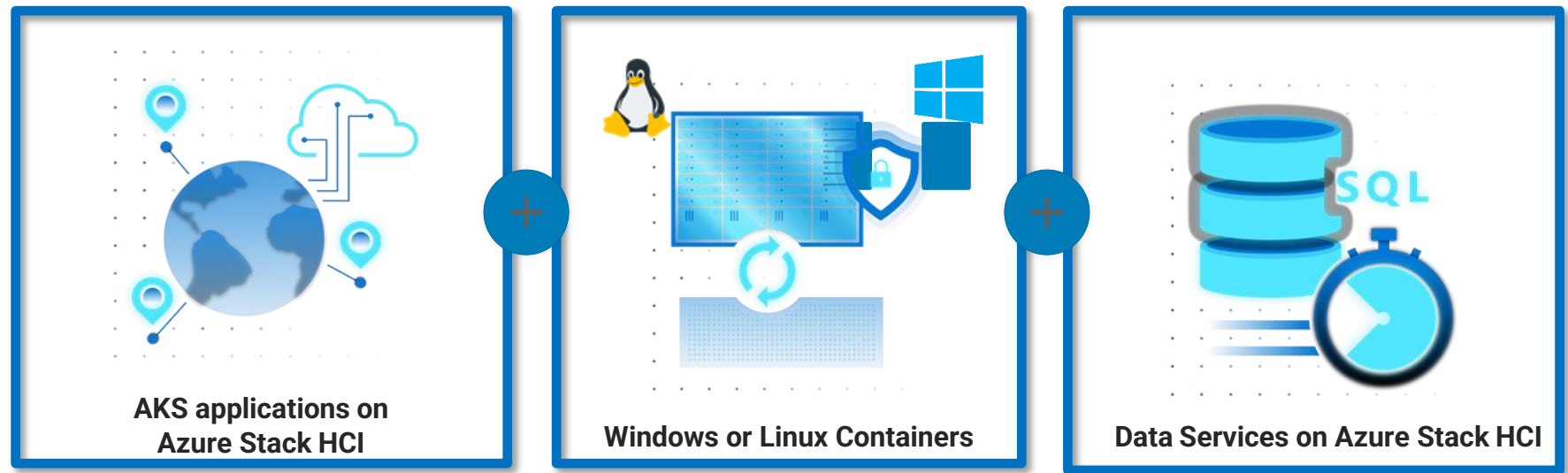
Develop in AKS, but deploy unmodified to the edge

.Net framework and core apps being containerized

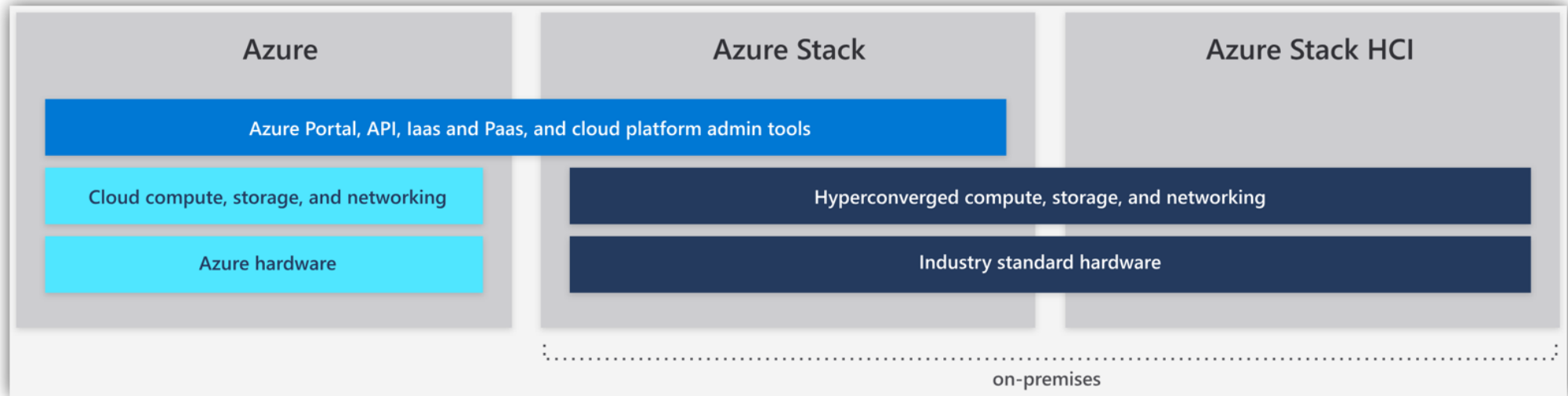Run Azure Arc for data Services on a resilient platform

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MICROSOFT AZURE STACK HCI

For your IT Agility And Maximum Efficiency

Azure Stack HCI offers the best performing Hyperconverged Infrastructure (HCI) solution on the market, with Pay-Per-Use CSP licensing for 20H2 version

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AZURE IN YOUR DATA CENTRE

Cloudify.Asia

WHY YOU NEED AZURE STACK HCI

Hybrid by Design

Connect to hybrid services like Azure security Center, Azure Backup, and Azure Site Recovery

Price Performance

Per core monthly subscription to scale up or down

Familiar Operations

Leverage existing skills

Work with popular tools

Benefit from automation

Deployment Options

Choice of Validated Nodes or Integrated Systems / OEM vendors / Existing hardware

Best Performance for SQL

Millions of storage IOPS and database transactions possible

Acceleration at the Edge

True Consumption Model

Scalability, Flexibility and Agility In One

Pay for what you need

Ready resources

Azure Kubernetes Services

Manage containerized apps with automation

Simplified Kubernetes setup

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NEXT GENERATION HYPER-CONVERGED
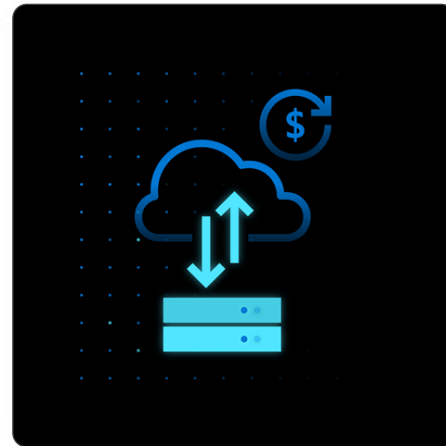

Hyperconverged infrastructure stack

+

Delivered as an Azure hybrid service

+

Familiar for IT to manage and operate

Specialized host operating system	Native integration, no agent	Full administrator control
Native BC/DR	Manage in Azure Portal	PowerShell, SC VMM
Faster storage resync	Dedicated team in Azure Support	Third-party tools
Guided deployment workflow	Modern subscription billing	Windows Admin Center
Full stack updates	Azure Kubernetes Service	Choose and customize hardware

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AZURE STACK HCI USE CASES

For Branch Office and Edge

For High-Performance Microsoft SQL Server

For Scale-Out Storage

For Artificial Intelligence (AI)

For Trusted Enterprise Virtualization

For Virtual Desktop Infrastructure (VDI)

Cloudify.Asia

DATA PROTECTION AS A SERVICE

Ensure Business Continuity From The Unexpected

Cloudify.Asia enables you to protect your existing and new data as you grow. No more complexity of hardware, software and skillsets to manage backup for existing, cloud and new databases.

Cloudify.Asia

PROTECT LARGEST APP ECOSYSTEM

Protect largest application ecosystem
Any application, multi-hypervisor and cloud
Integration with VMware, SQL, Oracle native management tools

Physical

Virtual

Home grown & custom apps

Cloud

Cloudify.Asia

BENEFITS OF HAVING DATA PROTECTION

- ✓ Protects new app

- ✓ Disaster recovery

- ✓ Protect productivity files

- ✓ Protect against hackers

- ✓ Meeting current standards

- ✓ Protect endpoints

Cloudify.Asia

DISASTER RECOVERY AS A SERVICE

Get Cost Effective Data Availability

Cloudify.Asia enables cost-effective replication with near-continuous data Availability. This mean your business doesn't need to stop even under locked-down, natural disaster or unexpected data centre failure

Cloudify.Asia

BENEFITS OF HAVING DISASTER RECOVERY

- ✓ Flexibility and reduced downtime

- ✓ Reliability

- ✓ Audit compliance

- ✓ Use DR as analytic center

- ✓ Secondary active site

Cloudify.Asia

USAGE AND CHARGEBACK

Charging Your Customers / Business Units For What They Use

Cloudify.Asia helps you to view each business unit' IT usage and charge them accordingly

Cloudify.Asia

BENEFITS OF HAVING USAGE CHARGEBACK

Accurate allocation of IT costs and usage

Reporting and analysis

Business units become accountable for their own use

Service level internally

Cost compilation

Cloudify.Asia

INTERNET OF THINGS (IoT)

Invent New Lines Of Business, Connecting The Data

You can now quickly process massive quantities of data from all kinds of IoT devices using AI and machine learning. Create leading-edge IoT applications on a fully open, flexible platform that simplifies the development process

Cloudify.Asia

IoT HUB CONNECTING THE DEVICES

Invent new lines of business, connecting virtually any device
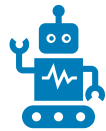
Process massive quantities of data from all kinds of IoT devices using AI and machine learning.

Create leading-edge IoT applications on a fully open, flexible platform that simplifies the development process

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BENEFITS OF IoT

Manage lots of device

Always connected

Edge computing

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SECURE REMOTE ACCESS ANYWHERE

Enable Business Applications Access Remotely

Cloudify.Asia helps you to enable work remotely through technology, policy, best practices and security

Cloudify.Asia

ENABLE SECURE REMOTE ACCESS FOR YOU

1. We help to create roadmap to work remotely	→	2. We help to establish policies and access controls	→	3. We help to ensure smooth communication	→	4. We help to secure and prevent any threat	→	5. We help to adapt new work environment

Cloudify.Asia

SECURE REMOTE ACCESS PROCESS

Identify Devices	Move Workloads	Enable Sharing	Protection	Training
Identify devices that can access the network remotely & securely	Move the creative processes/workloads to the local cloud for faster and stable access to avoid frustrations	Enable daily huddle or short meeting to spread and share positivity, idea & coaching	Have ATP protection against malware & ransomware attacks remotely	Train IT personnel to be equipped to help and resolve issues remotely

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BENEFITS OF USING SECURE REMOTE ACCESS

Secure anywhere, any device access

Robust endpoint protection

Safe and secure web access

Raises awareness of security issues

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RIGHT CLOUD FOUNDATION

Cloudify.Asia provides the right cloud foundation

	Azure	amazon web services™	Google Cloud	Alibaba Cloud
Cloud Native				
Cloud Enabled	Azure Pack	VMware	Kubernetes	ZStack
Cloud Inspired	Azure Stack	Outpost	Anthos	Apsara Stack

Cloudify.Asia

ALIBABA ZSTACK

Hybrid Cloud Solution

ZStack is the only software that claims to be able to manage hundreds of thousands of physical machines, millions of virtual machines, and tens of thousands of concurrent API calls in a single management node

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BENEFITS OF ALIBABA ZSTACK

SIMPLE   SUPREME   SMART   SCALABLE

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ALIBABA CLOUD ZSTACK USAGE

➢ Seamless operation from installation/deployment to upgrade of total cloud system

➢ New integrated micro-services architecture with self-maintenance for continuous stabilized platform

➢ Automated operation, workflow, real-time monitoring and intelligent global upgrade system

➢ Scale from single server up to ten of thousand in distributed cloud platform

Cloudify.Asia

VEEAM CLOUD DATA MANAGEMENT

Backup For What's Next

In partnership with Veeam, Cloudify.Asia offers broad data management and visibility/control capabilities and an extensive orchestration engine to facilitate disaster recovery (DR)

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BEENFITS OF USING VEEAM

Simple

Reliable

Flexible

Cloudify.Asia

CHOOSE THE RIGHT VEEAM FOR YOUR BUSINESS

Veeam Availability Suite

Veeam Backup & Replication

Veeam ONE

Veeam Backup Essential

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VEEAM CUSTOMER USE CASES

❖ **Royal Caribbean Cruies, Ltd.**

Royal Caribbean Cruises Ltd. sets sail with backup and Availability from Veeam

❖ **Telecom Italia**

Telecom Italia (TIM) partners with Veeam to deliver high Availability services to their customers

❖ **WWF Australia**

Veeam Protects WWF-Australia's data so they can continue to protect our biodiversity and natural environment

Cloudify.Asia

CLOUD MANAGED SERVICE

We hear your challenges:

Multiple Account Management

Need clear visibility across a multitude of customers with multiple accounts

Application Integration

Adapting workloads to a different environment

Limited Skillset

Limited skills in handle monitoring and reporting, performance testing and more

Cloudify.Asia

CLOUD MANAGED SERVICES

Outsource Daily Management

Cloud Platform

Turnkey solution in your data center in pay-per-use model

Multi Cloud Management

Unique multi-cloud portal to better manage various cloud expenses, and multi-tenancy chargeback

Experience

Proven Go To Market consultancy and strategies

Trusted by world leading providers partner:

Cloud Assert

flint

PR1MA
RUMAHKU, KOMUNITIKU

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BENEFITS OF CLOUD MANAGED SERVICES

Cost savings	Predictable, recurring monthly costs	Future-proofed technology
Custom and integrated service	Coverage on all service levels	Disaster recovery
	Fast response times	

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CLOUD COMPUTING

We hear your challenges:

Speed to Market

Staying up to date in the latest cloud platform for customers

High CAPEX cost

High investment cost in financing latest technology

Limited Skillset

Limited skills to provide new technologies to customers

Cloudify.Asia

CLOUD COMPUTING

Provide Cloud as Digitalization Platform:

Cloud Platform

Enjoy predictable cost, regardless exchange rate

Data Protection

Enable you to cross-sell via multi-tenancy backup

Container Platform

Enabling container as a service for your software developers

Trusted by established cloud providers:

NTT

peering ONE

ViBiCloud
SIMPLE SECURE RELIABLE

aegis
More than just recovery

Cloudify.Asia

COMMUNICATION INDUSTRY

We hear your challenges:

Slow Growth

Most consumers & businesses have connectivity

Low Profitability

Increased competition from locally & globally

Limited Skillset

New solution productization & integration

Cloudify.Asia

COMMUNICATION INDUSTRY

Partnering with you through:

Cloud Platform

Pay per use cloud platform, leveraging your connectivity

Multi-Cloud

Unique multi-cloud portal for easier onboarding

Experience

Proven Go To Market consultancy and strategies

Trusted by global telecommunication providers:

Cloudify.Asia

FINANCIAL INDUSTRY

We hear your challenges:

Complex Procurement

Long procurement cycle to adopt new technologies

Regulatory Compliance

Data sovereignty and single tenant requirement

Lack of Data Insight

Need insight into risk and operational models

Cloudify.Asia

FINANCIAL INDUSTRY

Access to Secure Cloud Native Platform:

Data Security

Comply to data security and sovereignty with local Private Cloud

Usage & Chargeback

Charge business unit and enable self-service

Cloud Platform

No need for upfront CAPEX investment with pay per use cloud platform

Trusted by global brands:

TABUNG HAJI

FWD insurance

KPMG

Cloudify.Asia

CLOUDIFY YOUR BUSINESS

Synchronize the Enterprise

Build Resilient Operations

Drive Business Innovation

Enhance IT Security

Cloudify.Asia

GOVERNMENT

We hear your challenges:

Technology Adoption

Maintain legacy platform is a huge headache

Simplified Services

Integrate and simplify services across departments

Speed To Serve

Speed to serve citizens requirement as they evolve

Cloudify.Asia

GOVERNMENT

Gear Towards Real Digital Transformation:

Disaster Recovery

Ensure operations and services running

Internet of Things

Re-platform application in containers or IoT Hub

Cloud Platform

Increase IT resources anytime with pay per use cloud platform

Trusted by government agencies:

Majlis Perbandaran Selayang

PIDM

LHDN MALAYSIA

Cloudify.Asia

EDUCATION

We hear your challenges:

Data Growth

Tremendous data growth and expensive CAPEX investment

Accessible Education

Students from across the world need to have access to education

Data Security

Minor mistake of virus could potentially cripple a team project files

Cloudify.Asia

EDUCATION

Enable you to train the next world's leader:

Data Protection

Protect endpoint data from ransomware, virus

Internet of Things

Build test cases of IoT through IoT hub platform

Cloud Assessment

Accelerate cloud migration to right platform

Global education institutions are using hybrid cloud:

UTP
UNIVERSITI TEKNOLOGI PETRONAS

A·P·U
ASIA PACIFIC UNIVERSITY
OF TECHNOLOGY & INNOVATION

龍谷大学
RYUKOKU UNIVERSITY

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MANUFACTURING

We hear your challenges:

Consumer Demand

Changing expectations of consumer

Speed to Deliver

Faster delivery to consumer with semi automation logistics

Data Analytic

Consolidation of data and business data analysis for a trend

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MANUFACTURING

Enable Greater Efficiencies & Automation:

Container

Deploy and manage containerized applications easily

Internet of Things

Adopt IoT faster and predict machine failures

Cloud Platform

Reduce cost through pay-per-use model

Trusted by global manufacturers:

KONICA MINOLTA

ROLLS ROYCE

HICM TECK SEE

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SOFTWARE DEVELOPMENT

We hear your challenges:

Consumer Demand

Customers require data locality and request solution to be in their data center or in local country

Limited Expertise

Limited expertise in cloud platform

Speed to Market

Have secured and connected cloud environment for fast development

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SOFTWARE DEVELOPMENT

Enable Agile & Adopt Cloud Native:

Container

Deploy and manage containerized applications more easily

Multi-Cloud

Unique multi-cloud portal for easier management across

Cloud Platform

Inherit powerful security controls from the platform and focus on your code

Trusted by global software development providers:

innoveam
Knowledgeable Innovation

Quantum Thinker

KENTRON

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BENEFITS OF CLOUD IN SOFTWARE DEVELOPMENT

VAST
RESOURCES

TIME TO
MARKET

SECURED &
AGILE

COST
EFFICIENCY

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SYSTEM INTEGRATION

We hear your challenges:

Retain Customer

Principals are encouraging customers to buy direct

Limited Skills Set

Skill sets to deploy latest hyperconverged infrastructure, cloud platform and software development are scarce

Heighten Competition

Slim profitability due to the challenging economy and heightened competition

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SYSTEM INTEGRATION

Enable Agile & Adopt Cloud Native:

Disaster Recovery

Increase your profitability easily through increased managed services

Multi Cloud

Assist customers to manage multi-cloud without getting various skillsets

Cloud Platform

Build your own cloud brand without high capex and complex operation

Trusted by global system integrators:

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BENEFITS OF CLOUD IN SYSTEM INTEGRATION

| Increased recurring monthly revenue | Stickier customers | High gross profit margins | They are easier to provide | Problems can be fixed proactively | Increased valuation of business |

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REGIONAL CLOUD PRESENCE

SHAH ALAM

PETALING JAYA

CYBERJAYA

JOHOR BAHRU

KUALA LUMPUR

AZURE SINGAPORE

ALIBABA MALAYSIA
(CYBERJAYA)

● LOCAL CLOUD
■ PUBLIC CLOUD

JAKARTA

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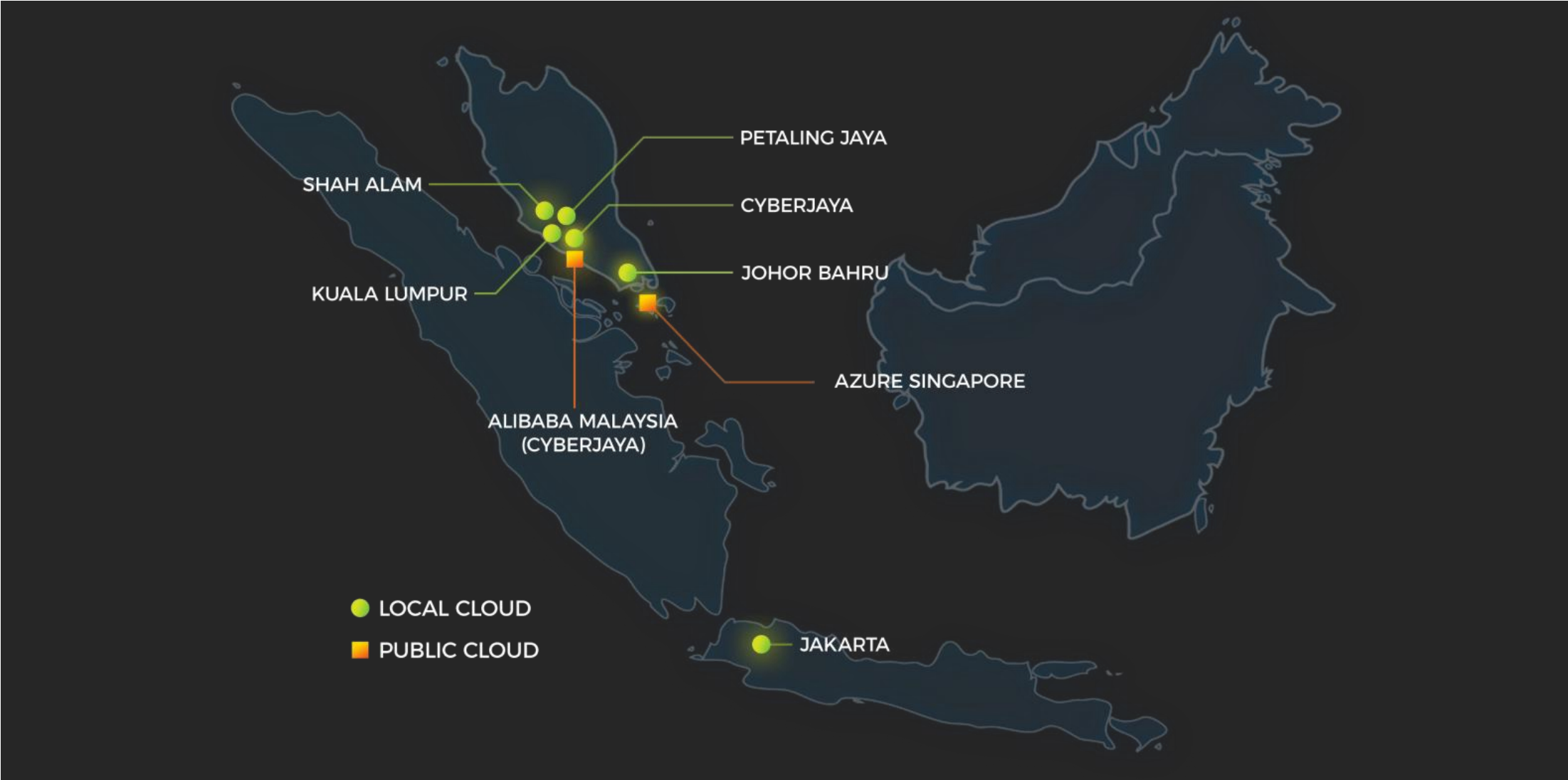
ENTERPRISE CLASS DATA CENTRE FACILITIES

Cyberjaya MY01 (Tier III)

Petaling Jaya (Tier III)

Support (15 Minutes Response Time)
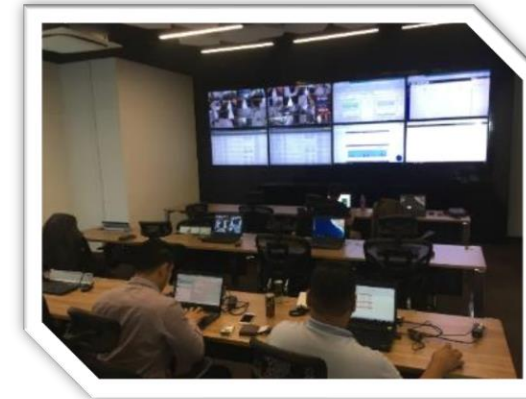
Support Centre

Phone Support
Portal Log Case
WhatsApp Business

DC Monitoring

Temperature
Power
Connectivity

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PURPOSE BUILT DATA

Building

- ☁ Total Gross – 29,832m2 (321k sqft)

- ☁ Data Center – 14,638m2 (157k sqft)

Security

- ☁ 24x7 Facilities management team and security team at site

- ☁ Environment Monitoring

- ☁ Multiple CCTV camera with offsite archival

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EXECUTIVE OVERVIEW

Financials

Billed Sales	GDV	Landbank (acres)
347.3M	1.2bn	137.3

Project Name	GDV
Crystal Maju	300M
The Mutiara	270M
Mutiara Heights	250M
Mutiara Lakeside Phase 2	200M
Mutiara Lakeside	130M
Total	**1,240M**

Landbank by year: 2012: 13.80, 2013: 57.30, 2014: 78.90, 2015: 101.20, 2016: 109.60, 2017, 2018, 2019: 137.30

Billed Sales trend: 2018: 85M, 2019: 125M, 2020: 137M

Commercial

Sales	Unsold Units Value	Highest Reach (FB)
472.8M	486.2M	21.9K
Goal: 572.5M (-17.42%)		

Project Name	Total Sales	Sold %	Unsold Value
Mutiara Lakeside Phase 1	66M	96%	3M
Crystal Maju	96M	75%	42M
Mutiara Lakeside Phase 2	92M	60%	71M
Mutiara Heights	123M	50%	106M
The Mutiara	79M	30%	188M
Total	**473M**	**53%**	**486M**

Funnel	Value
Leads	3,733
Qualifi...	1,753
Visit	1,231
Booking	1,060
Sales	880

Operations

Rework Cost	On Time %	No. of Inspection
1.2M	71%	854

Project Name	Construction %	Rework Cost	On Time %	No . of Inspection
Mutiara Heights	100%	250,000	79%	129
Mutiara Lakeside Phase 1	100%	230,000	64%	119
The Mutiara	80%	270,000	75%	172
Mutiara Lakeside Phase 2	70%	130,000	60%	135
Crystal Maju	30%	210,000	67%	185
Mutiara Lakeside Phase 3	10%	130,000	56%	114
Total	**65%**	**1,220,000**	**71%**	**854**

People

Satisfaction Index
69%

Jan-2021: 45%, Apr-2021: 69%

Attrition Rate
4%

Jan-20..: 7%, Feb-2021: 5%, Mar-20..: 5%, Apr-2021: 0%, May-20..: 3%

Satisfaction & Attrition by Department

Dept	Satisfaction	Attrition (Overall)	Attrition (High Perf)
Finance	0.88	0.10	0.10
HR	0.70	0.00	0.00
IT	0.70	0.00	0.00
Marketing	0.70	0.08	0.03
Sales	0.70	0.10	0.10
Sourcing	0.60	0.35	0.25
Special Projects	0.85	0.00	0.00
Warehouse	0.65	0.20	0.10

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COMMERCIAL OVERVIEW

Unsold Units Value	Units Unsold	Sold %
486.2M	**770**	**53%**

Project Summary

Project Status	Unsold Units	Booking Units	Qualified Leads
⊟ **Ongoing**	**490**	**141**	**405**
⊞ The Mutiara	280	47	81
⊞ Mutiara Lakeside Phase 2	108	32	90
⊞ Crystal Maju	62	37	54
⊞ Mutiara Lakeside Phase 3	40	25	180
⊟ **Done**	**280**	**39**	**117**
⊞ Mutiara Heights	275	34	90
⊞ Mutiara Lakeside Phase 1	5	5	27
Total	**770**	**180**	**522**

Sales v Targets % by Sales Agency

Agency	%
Dynamic	112%
Acme	106%
Umbrella	90%
In-House Sales 1	85%
In-House Sales 2	68%
Globex	65%
Hooli	38%
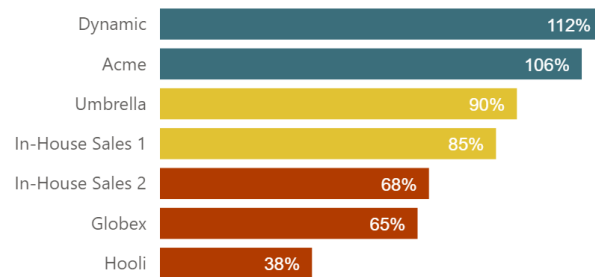
Sales	Units Sold
472.8M	**880**
Goal: 572.5M (-17.42%)	

Sales by Month

Avg: 15.8M

Jan 2019 Jan 2020

30M / 20M / 10M / 0M

Sales by Discount % Group

5%	10%	15%	20%
103M	212M	133M	25M
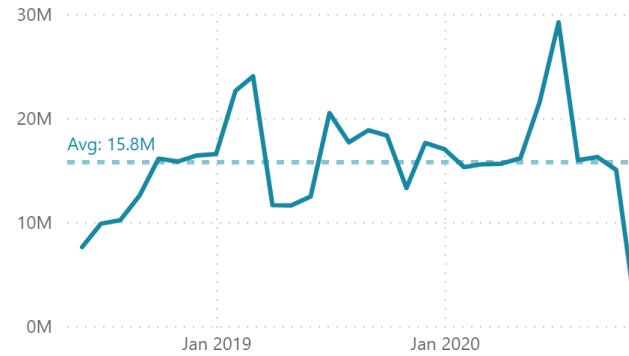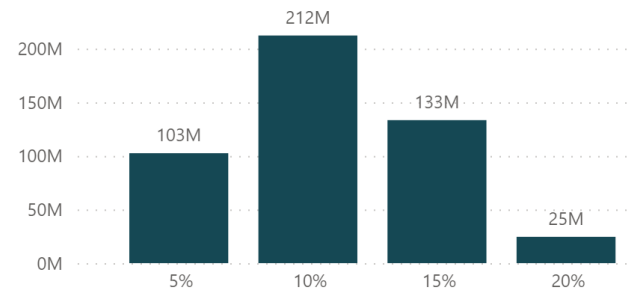
Facebook Marketing Funnel

Awareness	21,946
Enquiry	298 (1%)
Visits	57 (19%)

Sales Funnel

Leads	3,733
Qualified Leads	1,753 (47%)
Visit	1,231 (70%)
Booking	1,060 (86%)
Sales	880 (83%)

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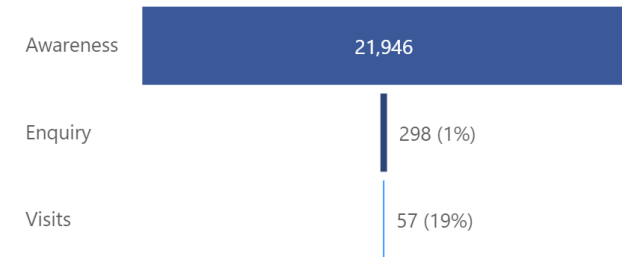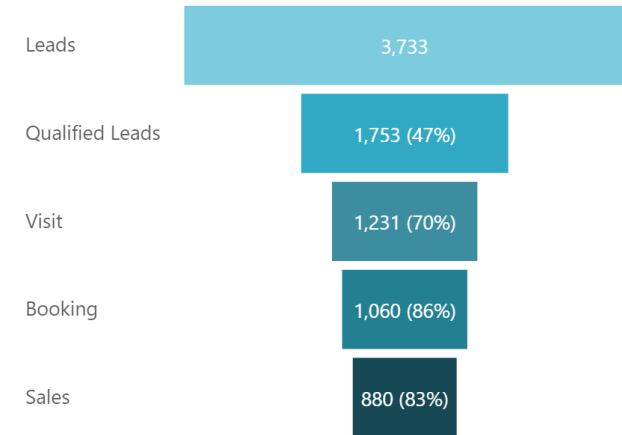
PERFORMANCE DASHBOARD

Hooli ⌄			

Sales Agent	Sales	Targets	%
Buck Kinnear	4,774,454	6,311,250	★ 76%
Barry Wine	4,111,724	6,311,250	★ 65%
Zack Lee	3,083,440	5,163,750	★ 60%
Bob Frapples	2,334,000	4,590,000	☆ 51%
Gail Force…	1,782,645	4,590,000	☆ 39%
Otto Matic	1,604,947	4,590,000	☆ 35%
Tom Foolery	1,560,248	6,885,000	☆ 23%
Walter Melon	1,196,360	6,885,000	☆ 17%
Rick O'Shea	1,007,600	4,016,250	☆ 25%
Maya Didas	552,720	8,032,500	☆ 7%
Total	**22,008,138**	**57,375,000**	**38%**

Action Plans

Collapse All   Apr 18   Apr 25   May 02   May 09   May 16

Barry Wine
- Analyse feedback survey for our monthly discussion
- Develop tracking dashboard
- Set up new marketing materials

Zack Lee
- Analyse feedback survey for our monthly discussion
- Create infographic of our services
- Set up new marketing materials

Buck Kinnear
- Constant refinement of weekly cadence agenda
- Generate 3 referrals from each customer

Performance Breakdown by Month

	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	1.3M	3.3M	4.5M	1.5M	1.9M	3.2M	2.2M	2.3M	1.8M

2018   2019   2020
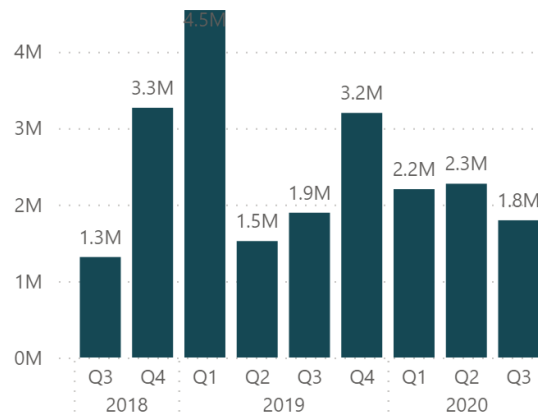
Weekly Cadence

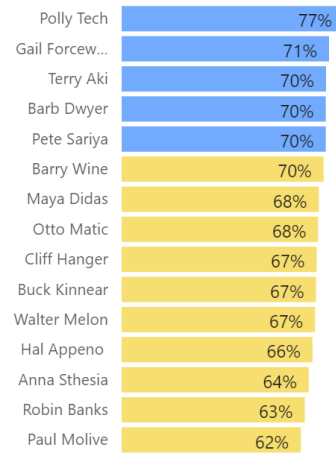| Date	Sales Agent	Cadence Notes
09/04/2021	Maya Didas	Action plans are not progressing well, need help on XYZ
09/04/2021	Rick O'Shea	Action plans are not progressing well, need help on XYZ
16/04/2021	Bob Frapples	Action plans are not progressing well, need help on XYZ
16/04/2021	Rick O'Shea	Action plans are not progressing well, need help on XYZ
16/04/2021	Tom Foolery	Action plans are not progressing well, need help on XYZ
16/04/2021	Walter Melon	Action plans are not progressing well, need help on XYZ
09/04/2021	Bob Frapples	Action plans are progressing well

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PERFORMANCE ACTION PLAN & WEEKLY CADENCE

Acme ▼

All Time Tier	All Time Avg %	# Agent	# Customer
⊟ **Tier 1**	**72%**	**2**	**10**
Barb Dwyer	70%	1	5
Polly Tech	77%	1	5
⊟ **Tier 2**	**53%**	**7**	**32**
Al Dente	60%	1	4
Anna Mull	50%	1	5
Greta Life	52%	1	2
Holly Graham	58%	1	3
Jimmy Changa	40%	1	4
Moe Fugga	51%	1	7
Petey Cruiser	57%	1	7
⊟ **Tier 3**	**32%**	**1**	**1**
Bud Wiser	32%	1	1
Total	**53%**	**10**	**33**

Action Plans

▲ Collapse All

Apr 11 — Apr 18 — Apr 25 — May 02 — May

⊟ **Barb Dwyer**
- *Analyse feedback survey for our monthly discussion*
- *Develop tracking dashboard*
- *Set up new marketing materials*

⊟ **Polly Tech**
- *Analyse feedback survey for our monthly discussion*
- *Develop tracking dashboard*
- *Set up new marketing materials*

⊟ **Al Dente**
- *Constant refinement of weekly cadence agenda*
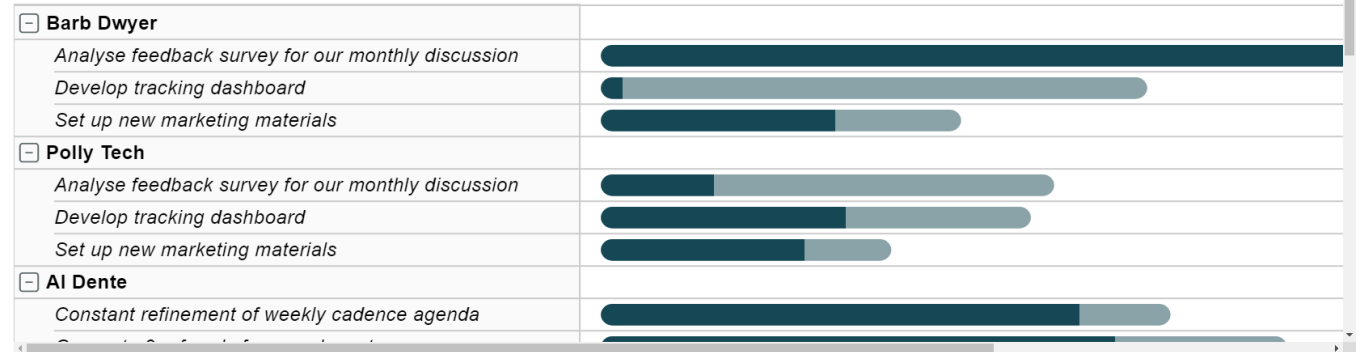
Performance Breakdown by Month

● Customer ● Leads ● Participation

	10	11	12	1	2	3
Total	61%	46%	55%	43%	52%	59%
Participation	11%		9%	10%	11%	11%
Leads	25%	17%	27%	19%	27%	25%
Customer	25%	23%	20%	14%	13%	23%

2020 | 2021
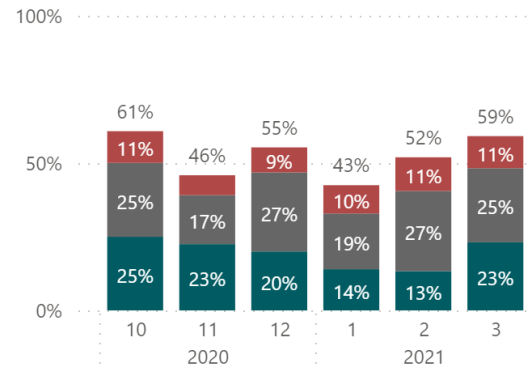
Weekly Cadence

Date	Agent ▲	Cadence Notes
01/04/21	Al Dente	Explored XYZ source, leads are fairly warm
08/04/21	Al Dente	Improved leads conversion by applying XYZ techniques
08/04/21	Anna Mull	Action plans are not progressing well, need help on XYZ
01/04/21	Anna Mull	Action plans are progressing well
08/04/21	Barb Dwyer	Explored XYZ source, leads are fairly warm
01/04/21	Barb Dwyer	Improved leads conversion by applying XYZ techniques
01/04/21	Bud Wiser	Explored XYZ source, leads are fairly warm
08/04/21	Bud Wiser	Improved leads conversion by applying XYZ techniques

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SEARCH & SORT DATA EASILY

Ask a question about your data

Try one of these to get started

| top d99- customer races by billed sales | top f99- facebook types by unsold units | top lead source (groups) by unsold units | top f99- lead lead sources by unsold units | top f99- lead lead sources by qualified leads | top lead source (groups) by unsold units value |

Show all suggestions

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From Cloudy to Certainty