ORIONVM SECURITY BUNDLE

orionVM

Powering Next-Gen IaaS Solutions

$499*
per month
12 MONTH MINIMUM

WatchGuard®

GETS YOU

$1,000
of CLOUD INFRASTRUCTURE
per month

+

$200
of WATCHGUARD BASIC SECURITY SUITE
per month

+

$10,000
of ONBOARDING & PROFESSIONAL SERVICES
once-off

Everything IT providers need to easily brand & launch premium cloud solutions

WATCHGUARD SECURITY PACK ($200 VALUE)

- ✔ 1 Small WatchGuard FireboxV Appliance *(includes license and hosting)*
- ✔ Basic Security Suite Subscription *(UTM, Stateful Firewall, Intrusion Prevention Services, SpamBlocker, Network Discovery, and more)*
- ✔ 1 WatchGuard Dimension VM to allow for Reporting & Visibility

SALES & MARKETING SUPPORT PACK ($5,000 VALUE)

- ✔ Access to white-label marketing collateral
- ✔ Assistance with go-to-market strategy
- ✔ Assistance with marketing & collateral development

TECHNICAL ONBOARDING PACK ($5,000 VALUE)

- ✔ Wholesale platform setup, including white-labelling
- ✔ Assistance with domain mapping, custom SSL certificate
- ✔ Technical training - best practices & solutions architecture

ONGOING TECHNICAL & PLATFORM SUPPORT

- ✔ 24/7/365 level 3 platform support over email or phone
- ✔ Assistance with your custom deployments & pre-sales engineering
- ✔ Help with migrating workloads from existing solutions

OrionVM Wholesale Cloud Platform includes:

RESELLER FEATURES

- ✔ Resellable enterprise-grade cloud platform
- ✔ Wholesale pricing up-to 50% less than AWS & Azure
- ✔ Multi-level reselling & rebranding support
- ✔ White-label support, with custom branding & domain
- ✔ Manage custom pricing & limits for your clients

TECHNICAL FEATURES

- ✔ BYO public IP addresses
- ✔ Layer 2 cross connects for private, public or hybrid cloud solutions
- ✔ Define & publish custom OS instance templates
- ✔ End-user signup flow, including Stripe credit card capture
- ✔ Usage tracking & billing data feed

*Capacity may be spent on OrionVM infrastructure services only; excludes third-party products & licenses. OrionVM provides support for Virtual Machines, Storage, and Networking services; Partner to provide end-user support. Onboarding & professional services includes a Sales Support Pack, Marketing Support Pack & Technical Onboarding Pack. OrionVM is able to provide optional professional services to assist with migrations & custom deployments.

Get in touch today for a free trial, live demo & learn more at www.orionvm.com/watchguard

Cloud Vendor Comparison

For Channel Partners

CSP	orionVM	amazon web services	Microsoft Azure	Google Cloud Platform
Support & Regions				
Global PoPs & Multiple Regions	✔	✔	✔	✔
Channel Only - no direct sales (never compete with partners)	✔	✖	✖	✖
SLA-Guaranteed Vendor L3 Support (within time frame)	✔	Costly Enterprise Support	Costly Enterprise Support	Costly Enterprise Support
Vendor Support Options	24/7 Phone, Email, Personalized Support	Twitter, post to forums; costly Enterprise support	Twitter, post to forums; costly Enterprise support	Post to forums; costly Enterprise support
Personalized Onboarding	✔	✖	✖	✖
Customization & Business Model				
Turnkey White-Label Solution	✔	✖	✖	✖
Pricing Model	Wholesale (25-80% off market rates)	Retail (On-Demand/Reserved)	Retail (PAYG/Enterprise Agreement)	Retail (Sustained/Committed)
Defined User Roles/Permissions	✔	✖	✖	✖
Billing Integration	✔	Limited	Limited	Limited
n-tiered Reseller Structure	✔	✖	✖	✖
Custom Domain Mapping	✔	✖	✖	✖
Advertise Your Own IP Range	✔	✖	✖	✖
Storage & Architecture				
Underlying Cloud Technology	Cloud 2.0	Cloud 1.0	Cloud 1.0	Cloud 1.0
n+1 Server Redundancy	✔	✖	✖ (at additional costs)	✖ (at additional costs)
Enterprise Grade (IQ/resilience)	✔	✖	✖	✖
Max Sustained IOPS Achievable	60,000	32,000	7,500	40,000 (read) 30,000 (write)
Networking				
Layer 2 Networking	✔	✖	✖	✖
Data Transfer Speed	1 Gbps (up to 5 Gbps)	500 Mbps	750 Mbps	2 Gbps (up to 16 Gbps)
Bundled Networking Options	Private Cross Connect, Metro Ethernet and SD-WAN bundles	✖	✖	✖
Out of Band Management (VNC) / Console Access	✔	✖	✖	✖
Dedicated Public IPs Direct Internet Access	✔	✖	✖	✖

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