

MANAGED SERVICES PROVIDER - WHITE LABEL CLOUD

## KOMODO CLOUD HELPS ITS CLIENTS MOVE AT THE SPEED OF BUSINESS

By white labeling Faction's cloud infrastructure, Komodo Cloud delivers on-demand resources and helps its clients move at the speed of business.

### Challenge

As an expert in providing professional services, IT consulting and managed lifecycle solutions, Komodo Cloud helps clients solve business issues, increase agility and become more innovative. Working closely with their clients, Komodo Cloud's team is more than just an advisory resource but is also the hands-on extension to do the work that's needed. Whether it's implementing IT security measures, lifecycle management services, or full data environment migrations, Komodo can be involved at every level depending on the client's requirements.

Komodo Cloud needed a secure and solid foundation in which to deliver its customized managed and professional services. Its priority was to utilize the cloud to deliver on-demand resources and ultimately help clients realize the value they seek. Komodo Cloud knew with the right partnerships, such as with Faction, the company could further help clients leverage technology to move at the speed of business.

### Solution

Komodo Cloud's approach has always been about leveraging best-in-class partners, but more than that – Komodo partners must have the RIGHT tools to solve business problems. They needed a secure and enterprise-grade cloud, coupled with turnkey sales enablement resources so they could hit the ground running. That is why they chose to partner with Faction.

Faction's patented Faction to Faction Layer 2 Direct Connect is a tremendous advantage to Komodo Cloud. It allows Komodo to build a single global network with seamless interconnections to cloud, on-premise and private and public resources across any carrier. Layer 2 connectivity vastly decreases the typical deployment timeframes and complexities involved when companies move to the cloud. As a trusted cloud provider



## KOMODO CLOUD HELPS ITS CLIENTS MOVE AT THE SPEED OF BUSINESS

PAGE 2

powered by Faction, Komodo Cloud understands the process that customers go through when migrating from a physical to virtual environments or utilizing both within a hybrid configuration. With Faction's innovative cloud infrastructure serving as Komodo's foundation, clients that once were hesitant about moving to the cloud - after having made investments at their site for years - can now easily migrate, enjoy Komodo's managed and professional service offerings, and realize cost savings much faster.

"Faction's technical teams are unrivaled - they understand what's needed and are focused on the part of the business supply chain in which they excel the most," states Eric Hughes, CEO for Komodo Cloud. "With a 100% channel focused model, Faction's approach in enabling channel partners and VARs to build their own cloud practice is radically different from their competitors and overall provides Komodo with a huge differentiator."

### Results

By layering their managed and professional services atop Faction's enterprise-class cloud platform, backed by a 100% availability SLA, Komodo Cloud can focus on their core expertise and enable more flexibility at all levels for its customers. Its team can leverage Faction's engineers, as well as Faction sales resources as needed and ultimately work together to transform companies. Komodo Cloud can now adeptly provide Backup, Analytics, and SharePoint-as-a-Service - mapping out timelines, cost savings, and delivering full project management in the cloud.

Komodo's clients have also directly benefited from the Faction/Komodo cloud partnership. DirectBuy, a leading national members-only consumers buyers' club, instantly realized 40% reduction in its IT costs, an almost 100% reduction in core infrastructure problem tickets, and an 80% reduction in time to market upon migrating to Komodo's cloud, powered by Faction

#### On-Board Customers to the Cloud Rapidly

- » Faction's patented Layer 2 Faction to Faction Direct Connect allows end-users to quickly migrate to the cloud, saving time and money. Faction's Direct Connect allowed Komodo to build a single global network where all of its cloud, on-premise, private and public resources are now seamlessly interconnected

#### Extension of your Team

- » Komodo never has to worry about Faction competing for business because of Faction's 100% channel-centric model
- » Faction's comprehensive sales training, inside sales, and marketing resources are available for Komodo's use at any time

#### World-Class Technology

- » Faction's award winning cloud infrastructure, backed by a 100% availability SLA allows Komodo to extend a world-class environment to its end-users
- » Faction dedicates resources to every customer: enterprise-Class Cisco and Open Compute is dedicated per customer, plus dedicated redundant network at the physical layer (Layer 2), and dedicated virtual storage controllers and volumes

#### Business Agility

- » By leveraging Faction, Komodo offers its clients resources on-demand to grow as their business dictates
- » Komodo can scale its cloud practice rapidly without capital expenditure
- » Faction provides Komodo deep access into the infrastructure providing them with a high degree of control

# 40PERCENT

REDUCTION IN IT COSTS

# 100PERCENT

REDUCTION IN CORE INFRASTRUCTURE  
PROBLEM TICKETS

# 80PERCENT

REDUCTION IN TIME TO MARKET

**“FACTION UNDERSTOOD OUR BUSINESS NEEDS FIRST. LOOKING AHEAD A COUPLE OF YEARS, WE THINK FACTION WILL EMERGE AS A VERY DOMINANT PLAYER IN CLOUD ECOSYSTEM - THEIR MODEL IS PARTNER FRIENDLY AND CUSTOMER FRIENDLY—AND IN THE TECHNICAL ARENA, FACTION IS TRULY WORLD-CLASS. THERE IS A TRANSFORMATION GOING ON IN THE MARKETPLACE AND USING THE CLOUD, POWERED BY FACTION, ALLOWS US TO ADAPT AND MOVE AT THE SPEED OF BUSINESS.”**

**ERIC HUGHES**  
CEO, KOMODO CLOUD

## ABOUT FACTION

Faction is an enterprise-class IaaS cloud service provider offering private, public, & hybrid cloud solutions through channel partners. At Faction we supply cloud the way you want it with extreme performance, deep control, and broad customization capabilities. When you join the Faction fold, you take back the keys to your kingdom. Reign as supreme commander in chief of your cloud. No compromises. No exceptions.

Faction is 100% channel-driven. We never ever compete with Channel Partners. Instead, we work hand-in-hand to support

you with the services, tools and expertise that result in value for customers. If you don't make money, we don't make money. It's that simple. With cloud nodes across the United States and in Europe (Seattle, Santa Clara, Denver, Chicago, Atlanta, New Jersey, New York, and the United Kingdom), Faction offers both Cisco UCS and Open Compute platforms, is a Platinum-level NetApp Service Provider, and is VMware vCloud® Powered. **Join the Faction. Become a Reseller Today. [www.factioninc.com](http://www.factioninc.com)** or call (855) 532-4734.

## ABOUT KOMODO CLOUD

Komodo Cloud, LLC is a provider of IT transition and transformation services. Born in the cloud, Komodo enables its enterprise clients to set up cloud assets, provides subscription-based compute and storage services, and provides IT business processing and subscription-based software solutions. The

company is headquartered in Rolling Hills Estates, CA with satellite offices in Chicago and San Jose. For more information, visit [www.komodocloud.com](http://www.komodocloud.com) call 424-488-7755, or email [info@komodocloud.com](mailto:info@komodocloud.com).

## OUR PARTNERS

