



SC//PLATFORM

The High Available Integrated IT Infrastructure for Datacenter and the Edge, providing a secure solution


THE HARBOUR CLUB

portland[®]

MSP Seminar Series

THE FUTURE IS HYBRID

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Scale Computing // June 2022





CYBERAANVALLEN VERDUBBELD

De schade kan enorm zijn

- Aantal cyberaanvallen verdubbeld in 2021 ten opzichte van 2020
- Gemiddeld is de downtime na een cyberattack 22 dagen
- Losgeld betalen geeft geen garantie data niet doorverkocht wordt
- Naast “betalen” zijn de downtime kosten enorm.
- De impact kan enorm zijn





ENORME SCHADE

Verlies in omzet/winst en ransome betalingen

- Largest European Electronics retailer
- 1000 sites, \$10B+
- All sites are affected
- Most applications at Mediamarkt run centralized (cloud)
- No local on-premises backup to run essential applications
- Mediamarkt could not
 - retrieve past orders (backorders) anymore
 - pick up orders
 - return items to a store
 - process credit cards, and more...

The Brussels Times

Thursday, 11 November, 2021

Mediamarkt cyber attack: hackers demand \$50 million in Bitcoin

Wednesday, 10 November 2021



Since Monday morning, the European branches of German company Mediamarkt have been dealing with a cyber attack. Now [RTL Nieuws](#) reports that the hackers are demanding \$50 million USD in Bitcoin.

Over a thousand branches were hit by yesterday's cyber attack. The news was first reported by the Dutch news outlet, which said it based its findings on internal emails they gained access to.

BUSINESS RESILIENCE SYSTEM





MSP CHALLENGES

Become More Competitive While Increasing Profits



Faster

- Meet and Beat SLAs
- Improve client recovery times
- Better prevent downtime from happening



Boost MRR

Increase revenues with new services and better service levels



Lower Overhead

Comprehensive technology integration provides efficient management, saving time and money



Improve Productivity

Deploy technicians on more strategic, higher margin client projects

SCALE COMPUTING HC3

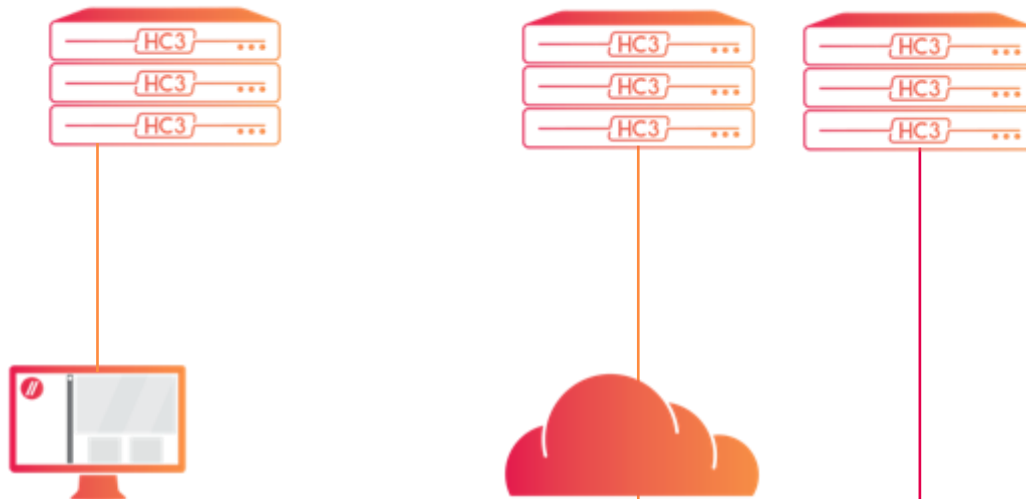
Flexibility for the Datacenter

Edge/SMB

- Starting at 3 Nodes per cluster
- Running a few to 10s Virtual Machines
- Starting <\$10,000 per cluster
- Snapshot & cloning

Mid-Market/Enterprise

- Up to 8 Nodes and 1.35PB per single cluster
- GPU and All NVMe
- Central web-based multi-cluster management



Central web-based multicluster management

Business Resilience System for MSPs, Purpose Built for Acronis Cyber Protect Cloud

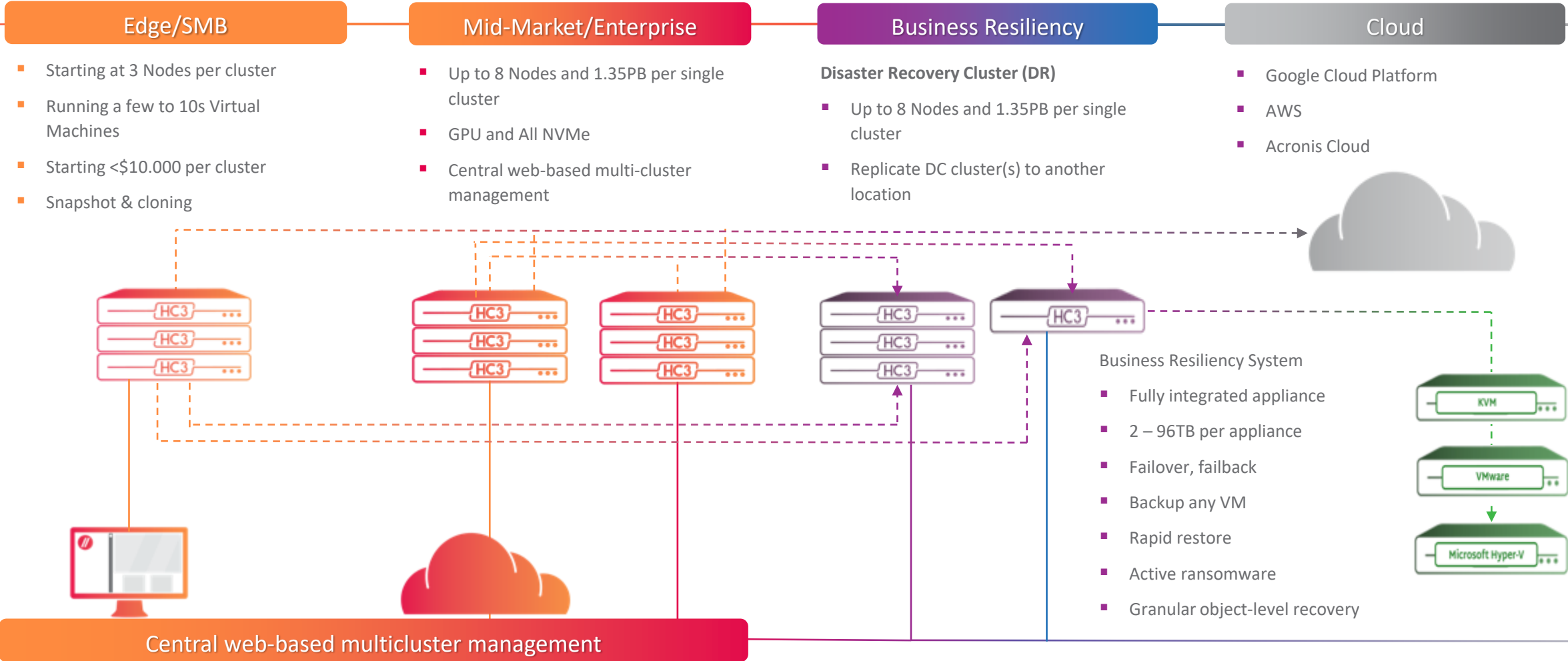


The Business Resilience System (BRS) for MSPs, Purpose Built for Acronis Cyber Protect Cloud, empowers service providers with backup, cybersecurity, and endpoint management in one unified solution!

BRS for MSPs integration with Acronis Cyber Protect delivers the agility of a hybrid cloud data protection platform, techs can rest assured they will meet SLAs and their clients' systems stay up and running.

SCALE COMPUTING HC3

Flexibility for the Datacenter



BUSINESS RESILIENCY SYSTEM

A co-development by Acronis & Scale Computing

Ease of Management

- 1-click VM recoveries
- Pre-configured storage and hypervisor
- Common OS among deployments

Rapid Recovery

- Spin up critical VMs on site
- Recover in seconds
- Easily fail back to production



Scalable Storage

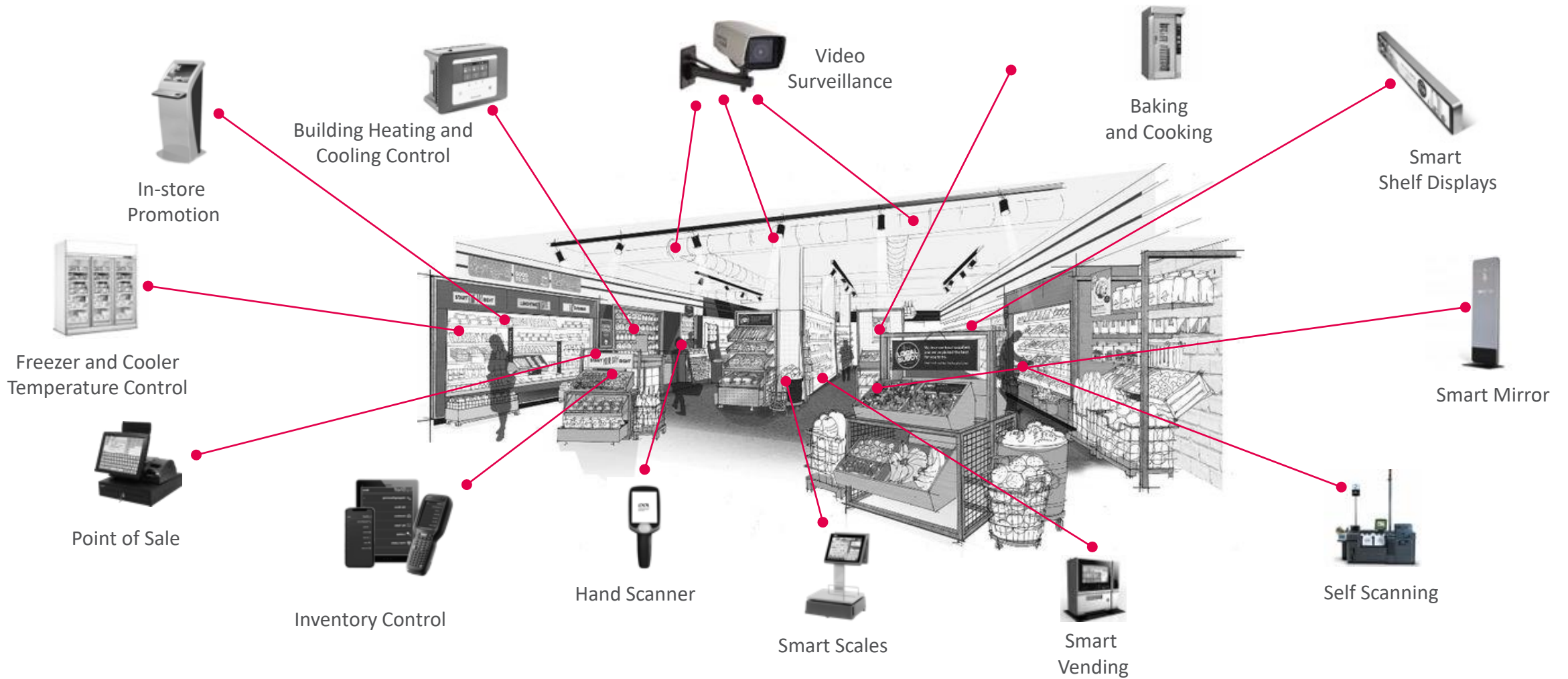
- Grow capacity by adding nodes
- Expand from SNS to cluster
- Mix-and-match node types and capacities

Affordability

- Lower monthly and total ownership costs
- Maximize and protect margins
- Flexible billing options

#1 CHALLENGE: SECURITY

Stores are a popular cyberattack target.



There are many areas making a store vulnerable to cyberattacks, mainly due to increasing number of Operational Technology (OT) systems and IoT devices.

RETAIL IT-INFRASTRUCTURE

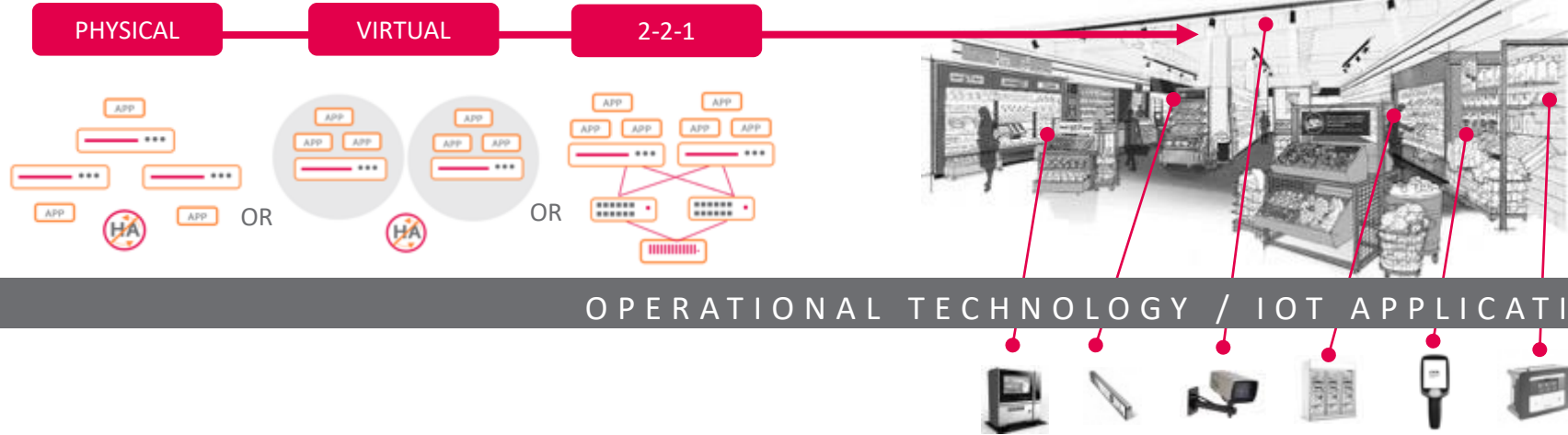
The most common current instore scenarios

MOST COMMON IT INFRASTRUCTURE SCENARIOS

MAIN APPLICATION DEPLOYMENTS

Store Server, Self Scanning, Point of Sale, Video Surveillance, Inventory Management, Firewall and Security, Data Collection & Analysis, File and Print, Pricing and Promotion, Parking, and other

INFRASTRUCTURE DEPLOYMENTS



Heating and Cooling, Video Surveillance, Baking and Cooking, Building Airconditioning and Cooling, Secure Access Control, Inventory Scanning, Smart Mirrors, Self Scanning, Smart Shelf Displays, Scales, and more

*If, where possible, OT/IoT applications are virtualized, they can run on the SC//PLATFORM Edge cluster. This improves security, brings High Availability to OT/IoT applications and provides easier management

RETAIL IT-INFRASTRUCTURE

The most common current and high available HC3 instore scenarios

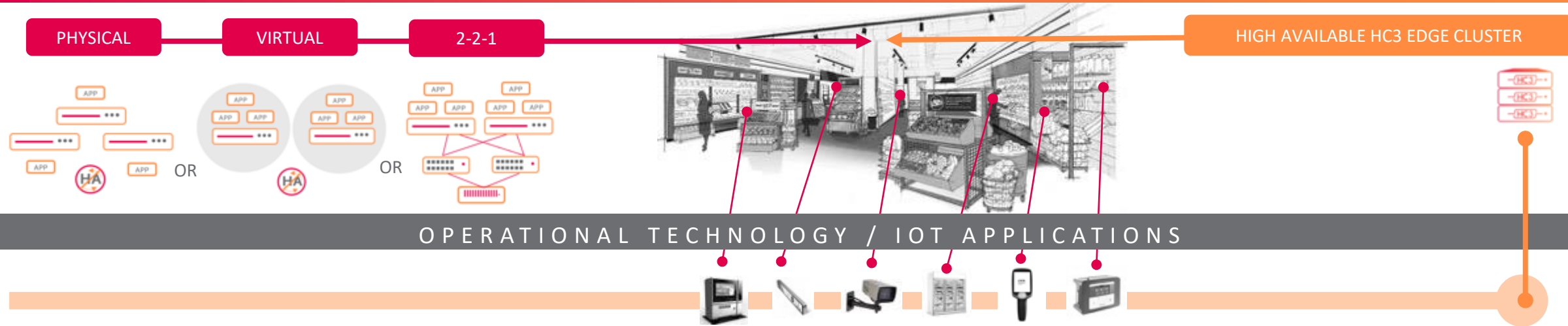
MOST COMMON
IT INFRASTRUCTURE SCENARIOS

SC//HYPERCORE FOR EDGE
IT INFRASTRUCTURE SCENARIO

MAIN APPLICATION DEPLOYMENTS

Store Server, Self Scanning, Point of Sale, Video Surveillance, Inventory Management, Firewall and Security, Data Collection & Analysis, File and Print, Pricing and Promotion, Parking, and other

COMMON VS FUTURE READY INFRASTRUCTURE DEPLOYMENTS



Heating and Cooling, Video Surveillance, Baking and Cooking, Building Airconditioning and Cooling, Secure Access Control, Inventory Scanning, Smart Mirrors, Self Scanning, Smart Shelf Displays, Scales, and more

*If, where possible, OT/IoT applications are virtualized, they can run on the SC//PLATFORM Edge cluster. This improves security, brings High Availability to OT/IoT applications and provides easier management



DELHAIZE "1-BOX" RESULTS AND BENEFITS

850 Clusters, just in Belgium and Luxembourg

The TCO of the Scale Computing SC//Platform and Intel NUC cluster for Enterprise Compute outclass any other platform available in the market. (hardware, software, installation, on-going management, and power consumption combined).

- 75% Less hours to manage the in-store IT infrastructure
- 99% Less networking support issues reported
- Easier management and new application roll-out to franchise
- Easy integration of IoT VMs

// 1-BOX REV2

The Carbon Friendly One Box.



Delhaize decided for the Scale Computing HE150 / Intel NUC, optimizing TCO and lower carbon footprint at the same time.

Differentiation vs. traditional (rack) servers:

- 60-80% less production cost
- \$400-\$750 less power cost per year (depending on the country)
- Less shipping cost
- No onsite repairs (unit exchange)

SCALE COMPUTING SC//PLATFORM

Bridging the gaps between Operational Technology/IoT, the Edge, Datacenter and (Private) Cloud

An Explosion of "Things" across Industries

Manufacturing Retail Maritime Hospitality

Operational Technology / Internet of Things

Wi-Fi	Wi-Fi	Wi-Fi	Wi-Fi
Secure Access Control	Secure Access Control	Secure Access Control	Secure Access Control
Video Surveillance (VMS)	Video Surveillance (VMS)	Video Surveillance (VMS)	Video Surveillance (VMS)
Heating and Cooling	Heating and Cooling	Heating and Cooling	Heating and Cooling
Quality Control	Point-of-Sale	Propulsion Optimization	Smart Room Access
Planned Maintenance	Self Scanning	Leak Detection	Smart Media & Entertainment
Temperature Management	In-store Promotion	Emission Control	Event Promotion
Emission Control	Smart Shelf Displays	Vibration Management	Parking

IoT Gateway

Edge Nano Datacenter "In-a-Box"



Edge applications including Check-in, Inventory tracking, safety, electronic access, quality control, temperature management, asset optimization, planned maintenance, CCTV, AI/AR, Emergency response, parking and many more

Core Datacenter



Public or Private Cloud



Central web-based Site/Cluster & Fleet Management

DESIGNED FOR DATACENTER & EDGE

One integrated platform

SC//PLATFORM

SC//HYPERCORE

HyperCore UI

SCRIBE

HEAT

Edge Fabric

Cloud-Init Customization

Data Protection Suite

HyperCore API

Ansible Collection

SC//FLEET MANAGER

Fleet Manager UI

Fleet Upgrades

Zero Touch Provisioning

Fleet API



SC//HYPERCORE

Move Beyond Traditional IT Silos

Scale Computing HyperCore is the foundation for deploying, running, managing, and monitoring applications in the datacenter and at the edge. From initial deployment and routine system maintenance to capacity expansion and hardware replacement, administrative tasks are easily automated and remotely executed.

SC//HyperCore makes everything look easy—and it is.

- Single, unified, and redundant system
- All-in-one architecture makes it easy to deploy fully integrated, highly available virtualization right out of the box
- Operates as a redundant and elastic private “cloud”
- Scales seamlessly with automatic incorporation of additional nodes
- Handles hardware failures gracefully with minimal effort or disruption





SC//FLEET MANAGER

For Enterprise Edge deployments and Managed Service Providers

SC//Fleet Manager makes monitoring the health of your entire infrastructure deployment easier than ever.

- Centralized management for all deployments
- Drill down from full fleet to individual VMs
- Proactive alerting, highlighting areas that need attention
- Single Sign-on (Microsoft & Google supported)
- Firmware upgrade management
- Monitor individual hardware devices and health within a cluster
- Monitor VM status, Disk Usage and CPU utilization from the Fleet Management interface
- One-click access to SC//HyperCore
- Zero touch deployment (planned)

The screenshot displays the SC//Fleet Manager interface. The top section shows a 'Clusters' overview table with columns for Name, Health, IP, Nodes, VMs, Storage, and Memory. Below this, a detailed view for the 'HE150-Promo' cluster is shown, including cluster info (Version: 9.2.1.765432, Nodes: 3, VMs: 22/24, Health Status: Warning) and a table of nodes with their LAN IP, Drives, CPUs, Cores, Memory Usage, and Disk Usage. A VMs table below shows the status of individual VMs, including Name, State, CPUs, CPU Cores, Disk Usage, and CPU Usage.

Name	Health	IP	Nodes	VMs	Storage	Memory
Raptor	Disconnected		3	0 / 44	66%	3%
v103a	Critical		3	7	Data Not Collected	Data Not Collected
eng-build	Warning		8	33 / 44	74%	88%
dd-charlotte-3272	Warning		1	2 / 7	86%	6%
dd-napa-3273	Notice		1	6 / 7	70%	8%
Precioussss	Info		3	2 / 3	8%	22%
Scott Demo	Healthy		3	4 / 8	40%	66%
HE150-Promo	Healthy		3	3 / 15	35%	5%
dd-newyork-3270	Healthy		1	5 / 5	3%	6%
dd-west-3271	Healthy		3	7 / 13	32%	47%
pm1ab-00160b	Healthy		3	23 / 62	62%	5%

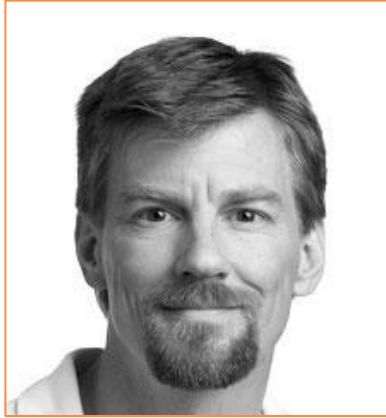
LAN IP	Drives	CPUs	Cores	Memory Usage	Disk Usage
192.16.872.03	4	2	24	88%	88%
192.16.872.03	4	2	24	88%	88%
192.16.872.03	4	2	24	88%	88%

Name	State	CPUs	CPU Cores	Disk Usage	CPU Usage
acronisAppliance Acronis Agent for Scale Computing HC3	Running	2	24	88%	88%
acronisAppliance Acronis Agent for Scale Computing HC3	Running	2	24	88%	88%
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WHAT ANALYSTS ARE SAYING

Gartner Analyst Reviews



Thomas Bittman
VP and Distinguished Analyst
Gartner

“We have been telling our clients that management to scale is difficult, and now Scale Computing have solved it!”

“When other vendors who want to play in edge talk to Gartner, they are comparing themselves to Scale Computing.”



Bob Gill
Research VP, Infrastructure
Strategies Gartner





SC//HYPERCORE SOFTWARE SUBSCRIPTION

License Options & Use Cases



SC//Software & Support



	'General Purpose'			'Purpose-Built' (Limited)	
LICENSE					
PRICING ATTRIBUTE	Core-Based	Cluster/Location/Region/Fleet		Core-Based	Core-Based
USE CASE	General HCI and VDI Infrastructure	Edge	MSP IaaS	Backup/DR Cybersecurity	Video Surveillance Physical Security
LICENSE LIMITATIONS	-	- #VMs & Clusters	HE150 #VMs & Clusters	No Replication, Integrated with Acronis Backup/DR	No Replication, Includes Video/Access Control

THANK YOU

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