Technology, meet Humanity.

opus:interactive

Partner Program

Trusted advisors since 1996.

Hybrid Cloud & IaaS ● Enterprise Colocation ● IT Services ● Hyperscale Connectivity ●
DRaaS & Backup ● Hybrid Cloud Monitoring & Management

Dear Potential Partner,

The global managed-services market is predicted to grow to $193B by 2019. As connectivity increases and data expands, managing workloads is becoming even more complex, increasing demand for managed service providers.

We're happy to offer a partner program that will expand your services and increase your profits. Opus Interactive has gained a reputation for delivering reliable products and services from state-of-the-art facilities. Since we first opened our doors in 1996, we've worked to hone our service offering to include customized solutions built on reliable networks that are hosted in state-of-the-art facilities located in the most connected places on the planet.

As a member of the Opus Partner Network, you'll be able to deliver more for your customers with the end-to-end service mix that's trusted by more than 300 customers. Opus has earned a reputation for delivering high performance enterprise solutions for a range of industries, including; healthcare, technology, government, travel, finance, and gaming.

Partnership benefits include:
- **Up to 40% margins**
- **White-label offering**
- **24/7/365 technical support**
- **Product Training**
- **Marketing and Sales Tools**

We'd love to have you join the Opus Partner Network. Together, we can deliver custom solutions and dedicated expertise to deliver what your customers need, when they need it. Please feel free to call our Partner Account Executive at (866) 678-7955 or email sales@opusinteractive.com to get enrolled.

Sincerely,

Shannon R. Hulbert
Opus Interactive CEO

About Opus Interactive
Founded in 1996, Opus Interactive has earned a reputation for custom hybrid cloud solutions that fit unique requirements for security, scalability, cost, and future growth needs of its customers. An accredited member of the International Managed Services Provider Alliance, the Company operates from Tier III+ data centers located in Hillsboro, Portland, Dallas, and Northern Virginia. Through close partnerships with industry-leaders and a commitment to customer satisfaction, Opus offers Hybrid Cloud & IaaS (with IaaS, Object Storage, and Virtual Desktop Infrastructure), Enterprise Colocation, IT Services, Network Connectivity, DRaaS & Backup, Hybrid Cloud Monitoring & Management.

OPUS Interactive is a woman and minority-owned enterprise that has worked closely with VMware and HPE partnership programs since 2005. With past performance that includes more than 20 years of proven results and current compliance with PCI-DSS, HIPAA, and SSAE 18 SOC 2, Opus helps customers reduce cost and optimize resources using efficient operations.

For more information please visit **opusinteractive.co**m.

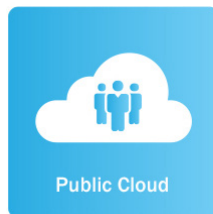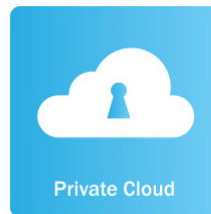# Expand your service offering

Hybrid cloud is the new norm. The Opus Interactive Partner network offers scalable performance backed by over 20 years of proven results delivering custom hybrid IT solutions. As a partner, you can refer or fully brand our suite of customized products and services.
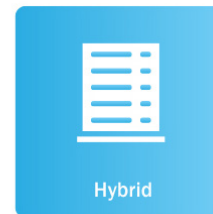
| Public Cloud | Multi-Cloud | Private Cloud | Hybrid |

Hybrid Cloud & IaaS ● Enterprise Colocation ● IT Services ● Hyperscale Connectivity ● DRaaS & Backup ● Hybrid Cloud Monitoring & Management

FedRamp Ready (Moderate) ● HIPAA ● PCI DSS ● SSAE 18 SOC 2 Type 1 & Type 2

Custom Solutions
We work with you to understand your business requirements and goals and design custom solutions that deliver.

Dedicated Expertise
Our team of experts is committed to working closely to solve problems and drive business success for you.

Customer Experience
Our team is made up of experts that are dedicated to delivering what you need, when you need it.

Partnerships
We've been in the industry since 1996 and are proud to have formed lasting partnerships with leading companies that are known for quality and reliability.

Premium Facilities
Opus Interactive combines leading class facilities with our own highly resilient network to offer a reliable environment for your IT infrastructure.

Certifications
We're experienced in the programs, systems, and technologies that businesses rely on - SSAE 18 SOC 2 Type 2, PCI-DSS, HIPAA, and FedRamp Ready.

We've got a 15 year history of working with Opus Interactive. Their commitment to customized, high performance hosting solutions is phenomenal. At the end of the day, we just trust that they'll deliver.

- Director of Solution Delivery, WEtap Media

We take a simple six-step approach to digital transformation. From initial planning through continuous improvement, we work with you to ensure that your environment continues to support your critical assets.

| Define & Plan | Deploy | Deliver | Secure | Monitor | Improve |

Join today! Email sales@opusinteractive.com or call (866) 678-7955

Marketing and Sales Tools

Whether you are marketing our services as your own, leveraging our brand and services under your banner, or referring prospective clients, we have all the training and support materials you need to begin today.
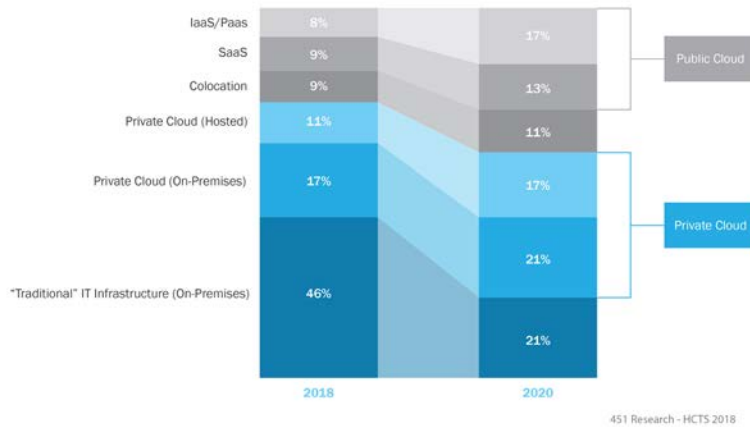

OI PARTNER NETWORK

	Reseller	Affiliate
Program Model	100% Private label	Referrals
Customer Ownership	Partner owns, bills and supports end-client	Opus Interactive owns, bills and supports end-client
Branding	Your brand	Opus Interactive's brand
Profits	High-demand services with tier pricing; discounts based on total recurring monthly value of your partner account	Tiered recurring commissions based on total recurring monthly value of your partner account
CustomerPricing	Your margins, your pricing	Opus Interactive's retail prices and promotions
Customer Support	You support your clients; we support you	Opus Interactive provides 24/7/365 technical support to your customers/ referrals at no extra charge
Customer Billing	Opus Interactive bills you; you bill your client	Opus Interactive bills end-client
Migration	All-inclusive end-client onboarding. No data loss, no downtime guaranteed	
Partner Support	Dedicated sales and VIP technical support, 1:1 training and enablement, plus marketing tools and resources	
Service Management	You manage your client accounts through your Reseller Login to our billing and monitoring portals	End-clients manage their own account and services

Partners can open multiple accounts at once and transition between programs at any time.
FREE SIGN-UP. NO MINIMUMS OR CERTIFICATION REQUIRED. FULL PARTNER ENABLEMENT EXPERIENCE AND DEDICATED ACCOUNT EXECUTIVES TO HELP YOUR TEAMS ENGAGE IN NO TIME.

Cloud Based IT is becoming the 'new normal'

451 Research - HCTS 2018

Reseller Program
Industry-leading margins & discounts

Opus Interactive offers resellers and affiliates unbeatable bundle pricing. Get **up to 40% margins** on many services plus additional performance discounts on all recurring services.

	Standard	Preferred	Elite
Margins	20%	30%	40%
Monthly revenues	$100-$2,499	$2,500-$24,999	$25,000+

Affiliate
Best referral payouts

Our Affiliate Program is the gateway to the cloud industry for IT professionals wishing to offer hosted services to their customers without having to handle support and billing. Our program offers a recurring commission structure based on Opus Interactive's retail plans and pricing.

Level	Sales	Fee
1	$100-$2,499	5%
2	$2,500-$24,999	8%
3	$25,000+	10%

vmware PARTNER
ENTERPRISE CLOUD PROVIDER

Hewlett Packard Enterprise

Launched in 2005, OpusCloud™ is a robust private cloud solution developed in collaboration with VMware and HPE.

View PDF

"The careful planning and advanced technology used in development of its OpusCloud platform positions Opus as a world class Cloud Service Provider capable of meeting the demands of business and enterprise clients already working within or considering migration to the cloud sphere."

- Third Party Verifier

OUR SERVICES

HYBRID CLOUD & IAAS
A customized approach that utilizes colocation, public, and private cloud to achieve business agility, performance, budget, and data security.

COLOCATION
State-of-the-art-facilities hand selected to ensure your equipment is safe, secure, and operating at peak performance.

IT SERVICES
A suite of services to enable your hybrid solutions - we offer managed services, RemoteHands and SmartHands.

NETWORK CONNECTIVITY
Network solutions to deliver your workloads across a hybrid environment - from on-prem to global hyperscale as quickly and securely as you need.

BACKUP & DISASTER RECOVERY
Backup, restore and replication capabilities with advanced monitoring, reporting and capacity planning.

HYBRID MONITORING
Map and monitor your entire IT infrastructure to ensure health, enforce policy, monitor performance and spend, and allocate resources.

VIRTUAL DESKTOP INFRASTRUCTURE
Virtual desktops and published applications securely delivered on demand through a single pane.

OBJECT STORAGE
Multi-cloud data storage built to support petabyte scale with low latency and concurrent accessibility.

23+
YEARS

600+
CUSTOMERS

6
NETWORK FACILITIES

PARTNERS & CERTIFICATIONS

Opus Interactive is experienced in the programs, systems, and technologies that businesses rely on. We're a proud member of world-renowned IT organizations and have invested the time and energy to offer you business-critical compliance requirements, including SSAE 18 SOC 2 Type 2, PCI-DSS, HIPAA, and FedRamp Ready designations.

Opus Interactive is experienced in the programs, systems, and technologies that businesses depend on the most. We're a proud member of world-renowned IT organizations and have invested the time and energy to offer you business-critical compliance requirements.

Scan me

Performance matters. A third-party comparison showed that the OpusCloud, a robus VMware and HPE solution, offers high price-performance value when compared to AWS and Azure. To view the full report, contact sales@opusinteractive.com

FASTER (Bandon)
Tata TGN
Southern Cross Cable Network
North Star

Western
Submarine Cable
Connectivity

Western
Interconnect

Texas Interconnect

MAREA
BRUSA

Eastern
Submarine Cable
Connectivity

Eastern
Interconnect

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