

# SUMMIT

ALWAYS ON. ALWAYS SECURE.

## Unleash the Power of Cloud hosting for Sage 100



# Agenda

- **About Us: Who is Summit Hosting?**
- **In-house Sage**
- **Sage Partner Cloud**
- **AWS/Azure**
- **Managed Cloud Solutions**
- **Q&A: How can we help?**





**Jake Reeves**

Director of Sales  
Cloud Productivity Expert



## Speaker

- MCP, Network +, Security + certified
- 20 years of IT consulting experience
- 6 years with Summit
- Leo

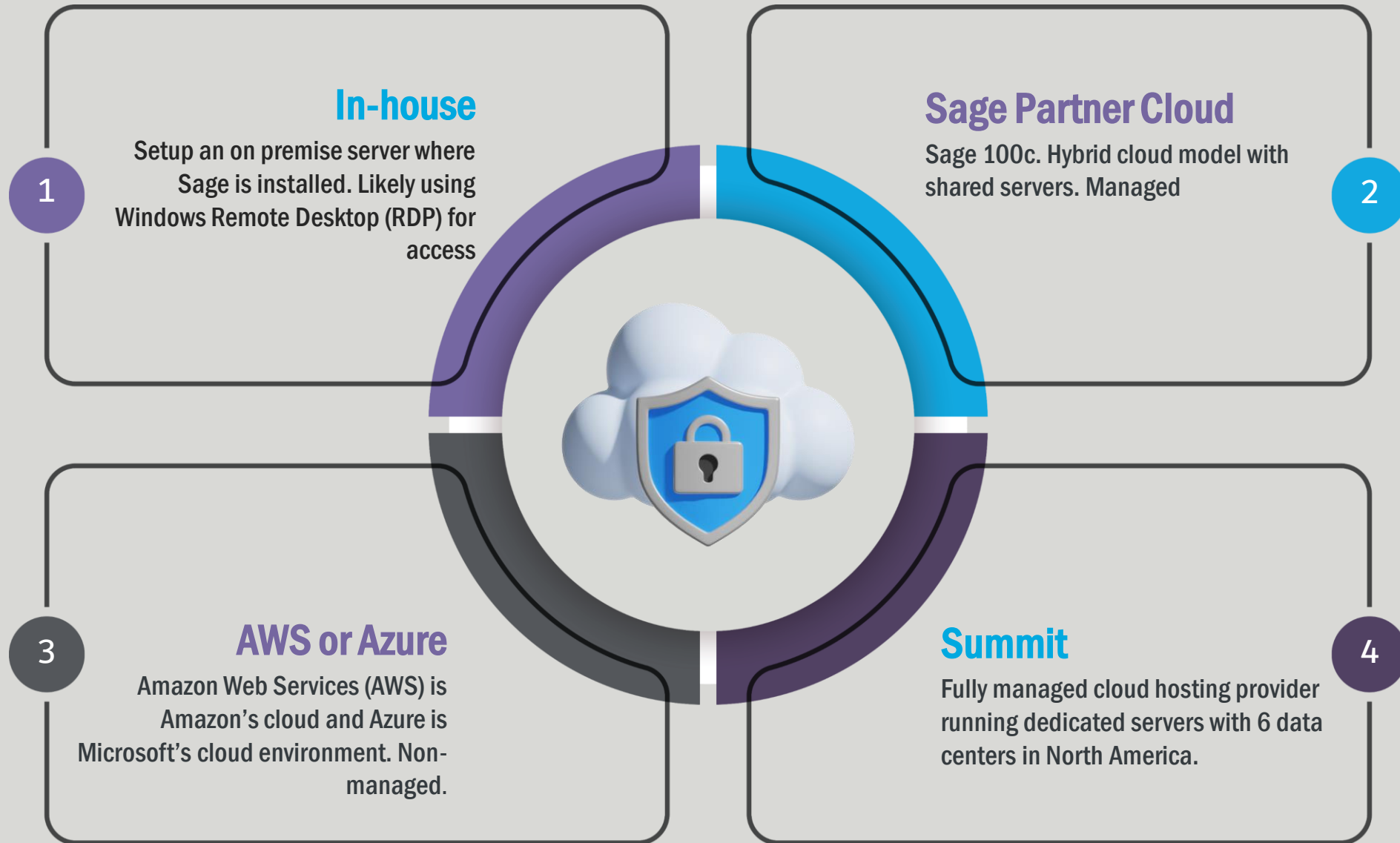
# Who is Summit?



Summit is a **leader in managed cloud application hosting**. Since 2006, we have been offering top-tier hosting platforms for customers world-wide just like you. We have 15+ years of being a Sage Hosting partner. Across 6 Data centers in North-America

With over **8,000 servers** and **30,000 end-users** across our environments, we pride ourselves on giving our customers every tool they need to make their day-to-day more manageable and allow their business to grow.

# Your Sage Management Options



# In-house Servers

## Pros

- You own your hardware and it's at your location.
- Freedom to implement you own security measures.
- No governance or strict rules to follow.

## Cons

- High up front capital costs.
- Customer/IT staff needs to manage the data security, backups, technical support, and licensing.
- Requires additional setup of remote access.
- No guaranteed uptime.
- Unforecastable spend.
- Does not come with disaster recovery built in.
- 3-5 year shelf life.
- Limited scalability





# Sage Partner Cloud

## Pros

- Medium monthly service cost.
- Low implementation costs.
- Data lives on a cloud server for remote access.
- Minimal IT resources needed.

## Cons

- End user device dependent.
- Heavy internet connection needed.
- Farm shared servers with Shared (elastic) licensing.
- Missing out on application features and functionalities.
- Bank reconciliation issues
- AWS / Azure backbone.
- Limited Customization



# AWS/Azure Hosting

## Pros

- Full cloud solution. Remote access ready.
- Scalability
- Ease of use

## Cons

- Unmanaged servers.
- Bandwidth and usage are separate costs.
- Target on your back from the hacking community.
- Server resources are based on regions.
- Lack of security compliances.
- Server technical support is an added cost.
- Hardware maturity.
- Strict governance.





# Managed Cloud Provider

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## Pros

- Full cloud solution. Remote access ready.
- High reliability.
- Quick setup time.
- No setup costs.
- Fully managed.
- Enterprise grade security for an SMB price.
- Proprietary data centers.
- Hardware upgrades included in your pricing.
- Increased scalability for growing businesses.
- Forecastable, low monthly cost.

## Cons

- Internet connection needed.
- Limited control.



# Security

- SOC I-III and ISO Certified
- TruGrid RDP Security
- Guardicore Server Segmentation
- Sentinel One Anti Virus / Malware
- Multi-Factor Authentication



TruGrid



Guardicore



SentinelOne®

# Why Summit

## 24/7 Support

We answer **95%** of support tickets in **20 minutes or less** and have a **95%** customer satisfaction rating!



## 24/7 Security

An **enterprise-level** security suite, **24/7 monitoring**, and a dedicated security operations team!



## Remote Access

Work and access your applications **securely** from virtually anywhere in the **world!**



## Always On.

Our **secure** datacenters and world class technology offer **99% uptime**



**We can host any application or third-party module!**

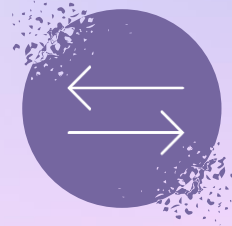
# FAQ's



Do I still need anti-virus on my computer if everything is in the cloud?



How often is the server backed up and for how long?



Will my applications be the same as they are now?



What happens if my server get's a virus or malware?



How does printing work?



Do you have an partner or reseller programs available?

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