

# CANOPY METAL

## TOP THREE TALKING POINTS

- 1 Dedicated Resources**  
Canopy Metal delivers individual server resources fully dedicated to you. Customize the server's processors, RAM, and storage to meet your organization's needs.
- 2 No Capital Expenses**  
Low monthly cost for custom, dedicated resources.
- 3 Built Within Highly Secure, Tier III Data Centers**  
Canopy Metal runs on Dell hardware in Tier III enhanced data centers, supporting industry and federal regulatory compliance, such as HIPAA, FISMA, PCI-DSS.



## LISTEN FOR AN ORGANIZATION THAT...

- Has custom applications or develops hosting needs.
- Has security or regulatory requirements.
- Needs to limit capital expenditures.
- Is downsizing infrastructure.
- Lacks the budget for hardware purchase.
- Cannot virtualize an application.
- Does not require large amounts of storage (5+ TB).

## OUR DIFFERENTIATORS

- Reduced cost and complexity for your infrastructure.
- Right-sized solution with specialized discovery process for hybrid and multi-cloud environments.
- Expertise in regulated and complicated industries.

## CRAFTING YOUR JOURNEY

- What is your budget for equipment purchases? Are you sensitive to capital expenditures?
- What infrastructure are you planning to downsize?
- What infrastructure can't be virtualized?
- Do you have security concerns?



# CUSTOMER BENEFITS

## CUSTOMER BENEFITS

### Scale More Easily

- Dedicated resources with ability to scale.
- Low monthly cost enables you to increase resources without large capital expense.

### A Competitive Advantage

- Flexible and custom-fit infrastructure to support your unique resource requirements.
- Gain operational efficiencies with a right-sized environment.
- Support regulatory and compliance standards.

### Added Convenience

- Expand cloud or physical infrastructure easily.
- One vendor, one monthly fee for all your hosting needs.

### VENDOR AGNOSTIC

Strong industry partners ensure your solution is built on the technologies you require.

### CUSTOM-FIT INFRASTRUCTURE

Infrastructure built on industry leading technology and hosted in Tier III enhanced facilities.

### ECONOMIES OF SCALE

Access global carriers, highly secure cloud, and data center facilities worldwide.

### CLOUD EXPERTISE

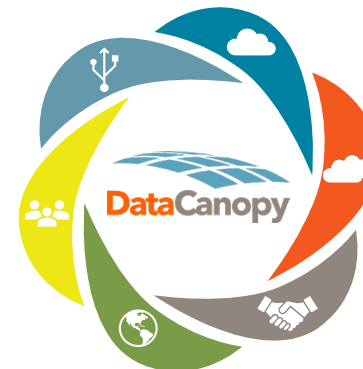
Vendor-certified, industry-tested engineers support your discovery, optimization, migration and management.

### ONE HAND TO SHAKE

Your entire infrastructure solution under the Data Canopy umbrella.

### MULTI-CLOUD ACCESS

Directly connect to hyperscalers, including Amazon Web Services, Microsoft Azure, and more to save money and time.



Data Canopy leverages national carriers, a highly secure cloud, and global data center facilities to cover all your hybrid infrastructure needs.

