



Corporate Profile 2014

Iron Networks, Inc.

Turnkey Converged Infrastructure-as-a-Service Platforms

Iron Networks builds turnkey converged cloud infrastructure platforms on industry-standard hardware that are optimized for faster, easier and more reliable hybrid cloud deployments. These cloud platforms make cost effective and scalable solutions for enterprises and service providers building both private clouds for their own internal use, and public clouds for offering hosted cloud services. Iron Networks provides customers pre-configured and pre-validated platforms for both general IaaS and specialized workloads, while significantly reducing both the cost and time of deploying these technologies. With years of experience and expertise in both hardware and software solutions with a unified converged approach, and end to end support services, Iron Networks is an ideal choice for service providers and enterprises looking to rapidly grow their cloud infrastructures. Cloud service builders globally now have an alternative choice to deploying expensive tier one solutions, or unsupported commodity solutions for their cloud infrastructures.

The Iron Advantage

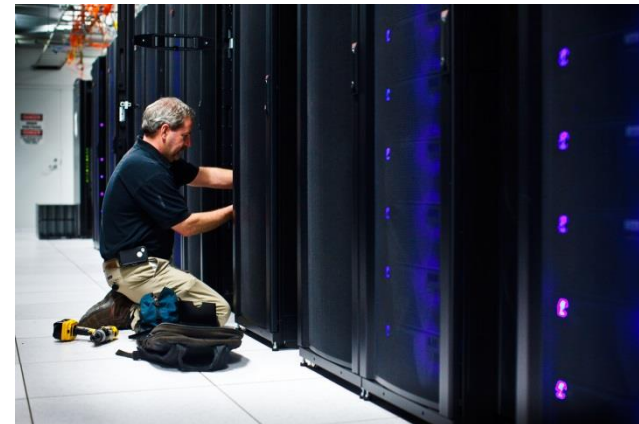
Enterprises and service providers can now purchase plug-and-play infrastructure platforms to avoid a number of challenges encountered with a build-it-yourself software and hardware solution. Iron Networks alleviates many deployment and maintenance burdens, allowing cloud infrastructure architects to lower their TCO and operating costs.

- **Lower TCO:** IRON can greatly reduce the total cost of ownership of enterprises and service providers looking to build out their cloud infrastructures. Infrastructure costs are greatly reduced by deploying solutions on industry standard hardware, without the expensive proprietary storage and networking technologies. Deployment and maintenance costs are also greatly reduced by Iron through end to end global support services and turnkey pre-integrated products.



- **Lower Deployment Risk:** IRON greatly reduces the risks of deploying cloud infrastructure solutions through the IRON pre-validated and tested reference designs at the Iron Integration Centers. Our solutions are rigorously tested and optimized for software defined networking and storage protocols ensuring the smooth rollout of these complex and powerful technologies. Through leading edge technology and high performance fabric, Iron solutions are future proofed for customer growth and scalability.

- **Faster Time to Value:** IRON helps cut the time down on large and complex cloud infrastructure projects by eliminating lengthy design and engineering cycles and expediting delivery and deployment through an optimized global supply chain, and an experienced professional services team. Iron helps organizations deploy this complex infrastructure on demand so that they can focus on their core competencies and competitive advantage through higher value applications and services.





LEADERSHIP

Strong leadership record

Our differentiated value comes from our sustained and substantial investment in R&D, broader portfolio of systems, software, and services, our ability to create total integrated solutions, and our commitment to delivering the best Total Customer Experience for converged cloud infrastructure customers.

PRESENCE

A global presence

Our differentiated value comes from our sustained and substantial investment in R&D, broader portfolio of systems, software, and services, our ability to create total integrated solutions - all designed in partnership with Microsoft® and our commitment to delivering the best Total Customer Experience in network security industry.

Our Partners

Channel Partners

Our partnerships include a global network of system integrators, value added distributors and resellers. We offer our partners extensive training and support through our Iron Partner Program and website. We are a channel focused company with a strong commitment to channel integrity.



Technology Partners

Iron Networks and its partners create end-to-end industry-leading converged infrastructure solutions for our customers. Our partnership model gives us the ability to be flexible and respond to your specific needs, regardless of whether you are a global enterprise or a mid-sized service provider. Our partner relationships help us create feature rich out-of-the-box solution and support models at a competitive cost. Iron Networks partners include Microsoft, Intel, Dell, SuperMicro, Mellanox, SafeNet and many others.

Industry Depth

Iron Networks is a fully-owned subsidiary of Iron Systems. Established in 1996 and headquartered in Fremont, California, Iron Systems is an innovative, customer-focused provider of customized network infrastructure products such as network servers, storage, appliances, and rack-level integrations. Combining two decades worth of hardware and software expertise, Iron Networks, along with Iron Systems is able to provide robust and refined turnkey cloud infrastructure platforms and services that only a seasoned tech company could produce.



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