

CloudSwyft Virtual Labs & Learning Platform Solutions

Solution description



Solution Description	<p>CloudSwyft end-to-end future-ready skills platform and custom virtual labs solution that provides higher learning institutions and professional vocational / training organizations the ability to replace their physical labs with cloud-based virtual labs across a multitude of disciplines such as Computer Science, IT, Business, Multimedia Design, Engineering, Architecture, Film & Animation etc.</p> <p>Hands On Virtual Labs are fully-automated, live, cloud-based, pre-installed applications and tools that are aligned to each specific technology course.</p> <p>Accessible by anyone with access to the internet and a browser, they provide learners access to a broad range of relevant software applications and examples aligned to the relevant course content from any device and with no minimum system requirements, allowing for true BYOD.</p> <p>Providing the opportunity for learners to apply their newly learned skills as they progress through their online course, these Hands-On Virtual Labs allow learners to perform practical lab exercises, to receive live support from mentors and to be graded ahead of course completion.</p>
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Benefits USPs	<ol style="list-style-type: none"> 1.Provides a manageable, controlled learning environment with flexibility for both on-campus and off-campus learning either Instructor-led or Self-paced 2. Customizable, configurable, lab environments that replicates campus lab capabilities in a browser, enabling BYOD option for learners, removing hardware limitation particularly for Graphics-required applications such as Adobe Creative Cloud, IBM SPSS, Solidworks, Autocad, Blender, Python, Oracle, MATLAB, SAP, Unity3D and more! 3.Ability to scale virtual environments up or down in real time to match student needs and teaching needs 4.Cost efficiencies through reduction in hardware, network, maintenance / repair and on-campus support costs 5.Ability for lecturers to access each student's lab environment and outputs at any time
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Resources

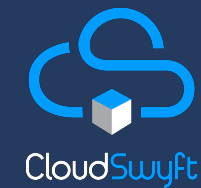
Partner Website: <https://cloudswyft.com>
 Partner PR: [Here](#)
 Partner Video: [Here](#)
 Link to Appsource and/or Marketplace: currently being updated – to follow
 Customer Case Study: [download here](#)
 PDM alias:
 Partner Contact: sales@cloudswyft.com

Industries	Education, SMB, Corporate Enterprise, Public Sector	AVG ACV AVG ACR Business Model	\$30K-150K ISV rev p.a. 25K-120K ACR p.a. SAAS OR PAAS/IP Co-Sell
Verticals	Tertiary, K-12 TVET Training Institutes, Corporate L&D	Customer Audience / BDMs	Education BDM's; Education Partners in Gulf, Middle East, North Africa, APAC, Europe, ANZ, Latin America
Geos	Global	Solution Areas Workloads	Microsoft Azure, App Service, Application Gateway, Virtual Machine, Azure Kubernetes Service, Microsoft Teams

Customer(s) / Pilot(s)

Central Bank of the Philippines, Hitachi Asia Pacific, TIP, TSU, Enderun, DLSU-CSB, Miriam College, OpenLearning, upGrad India, FutureLearn UK, Emerson Philippines, Telkom Group Indonesia Binus University Indonesia, Universitas Terbuka UNITAR Malaysia, DRB-HICOM, San Beda College

CloudSwyft Global Systems, Ltd. | Superpower Slide



<p>Key Contact: Key Contact:</p>	<ul style="list-style-type: none"> • Prince Billy Datu; VP Sales; prince@cloudswyft.com • Edward Musiak: Senior Sales Advisor Middle East & Africa: emusiak@cloudswyft.com 	<p>Ability to host and deliver live, browser-based hands-on labs with applications such as Adobe Creative Cloud, MATLAB, Microsoft & Azure applications, Windows server configurations, SQL databases, Cloudera, Hadoop, AI & RPA tools, Java, Linux scripting, IBM SPSS, AutoCAD and more</p>		
<p>PDM: PMA: PTS:</p>	<ul style="list-style-type: none"> • Name, Email • Name, Email • Name, Email 	<p>Position If</p> <ul style="list-style-type: none"> • A: If customer is looking for a way to deliver remote learning labs for student access, with similar capacity as the campus lab workstations • B: If customer is interested in Azure Labs, CloudSwyft Labs is built as such, and also drives Azure. CloudSwyft is currently endorsed as ready option over Azure labs by MSFT Educ SEA • C: If customer is looking for off-the-shelf eLearning courses on technology • D: If Your customer needs a Learning Management System or a more economic option 	<p>Solutions, Services CloudSwyft Solutions are divided into 2 categories – Learning Platform and Labs Solution.</p> <ul style="list-style-type: none"> • A & B: Our customizable hands-on labs can replicate any hardware inside a browser, load different applications needed for Hands-On practice (as Labs). 3rd-party license can be utilized and either shared or transferred from local campus device to virtual end-user lab. Our Labs are architected on Azure, and hence drives Azure consumption and can be deployed on to end-user's tenant. • C: We also offer 200+ ready-made courses, in areas of Data Science, AI, Business Data Analysis etc, good to support HEIs and continuous learning. These are end-to-end content with credentials and labs. Good as value-add to clients interested in LMS • D: Our fully customizable Learning Management Systems can be used as standalone, or as MOOC platforms, if client is on a tight budget, we also provide Subscription-based LITE models 	
<p># of Employees</p>	<ul style="list-style-type: none"> • 25 	<p>Customer Case Study: BINUS University Indonesia</p>		
<p>Industry Focus</p>	<ul style="list-style-type: none"> • Tertiary Education; TVET; Training Institutes 	<p>Customer Case Study: Bangko Sentral ng Pilipinas (Government Finance Agency)</p>		
<p>Locations</p>	<ul style="list-style-type: none"> • Philippines • Malaysia / Singapore • Indonesia • Thailand/Vietnam/Brunei • Australia and New Zealand • UAE • KSA • Egypt • Uganda • South Africa 	<p>Business Problem</p> <ul style="list-style-type: none"> • Replacement of Physical Labs and provision of Custom Virtual Labs for non IT Courses across 5 campuses, 6 schools, 10 Courses, 20 Lab Integrations, 7,000 students <p>Solution</p> <ul style="list-style-type: none"> • Azure based Virtual Custom Labs <p>Outcome</p> <ul style="list-style-type: none"> • Complete virtualization of Labs; No ongoing repair and maintenance expenditure; Redeployment of internal resources to more productive uses; Customized lab templates; Real-time upsizing of lab resources for increased students on numerous occasions; Significant student productivity gains 	<p>Business Problem</p> <ul style="list-style-type: none"> • Need to deliver remote, live, synchronous then hybrid training to a group of 120 employees, over 6 batches over 6 months. Current remote work setup and movement restrictions due to Quarantine prevents live training and local end-users machines are all capable of running applications needed for training. <p>Solution</p> <ul style="list-style-type: none"> • Azure based Virtual Custom Labs, managed by an MCP for live delivery, then provided as both virtual instructor-led (4 days) and self-paced access (30 days), batch of 20+ pax per training session. Virtual labs are templated, user only needed to launch via browser, regardless of device (BYOD) <p>Outcome</p> <ul style="list-style-type: none"> • Successful delivery over varying data speeds, and user-owned devices, users are able to follow VILT and practice after class. Instructor able to monitor their work asynchronously as well. 	
<p>Regional Coverage</p>	<ul style="list-style-type: none"> • Asia Pacific • Middle East • Africa • Europe & Latin America 	<p>Best way to Engage</p>		
<p>Microsoft Competencies</p>	<ul style="list-style-type: none"> • Silver - Azure Expert • Silver -Cloud Platform 	<p>By Territory</p> <ul style="list-style-type: none"> • Europe and MEA • APAC • ANZ 	<p>By Scenario</p> <ul style="list-style-type: none"> • Digitization to Virtual Labs need • LMS or ready-content need • MOOC platform need 	<p>By Workload</p> <ul style="list-style-type: none"> • Lack of capability to do remote labs or virtual labs • Transition of current LMS to a newer one
<p>Sales Plays</p>	<ul style="list-style-type: none"> • Azure ISV Platform 			
<p>Partner Offers</p>	<ul style="list-style-type: none"> • 14 day POC 			