



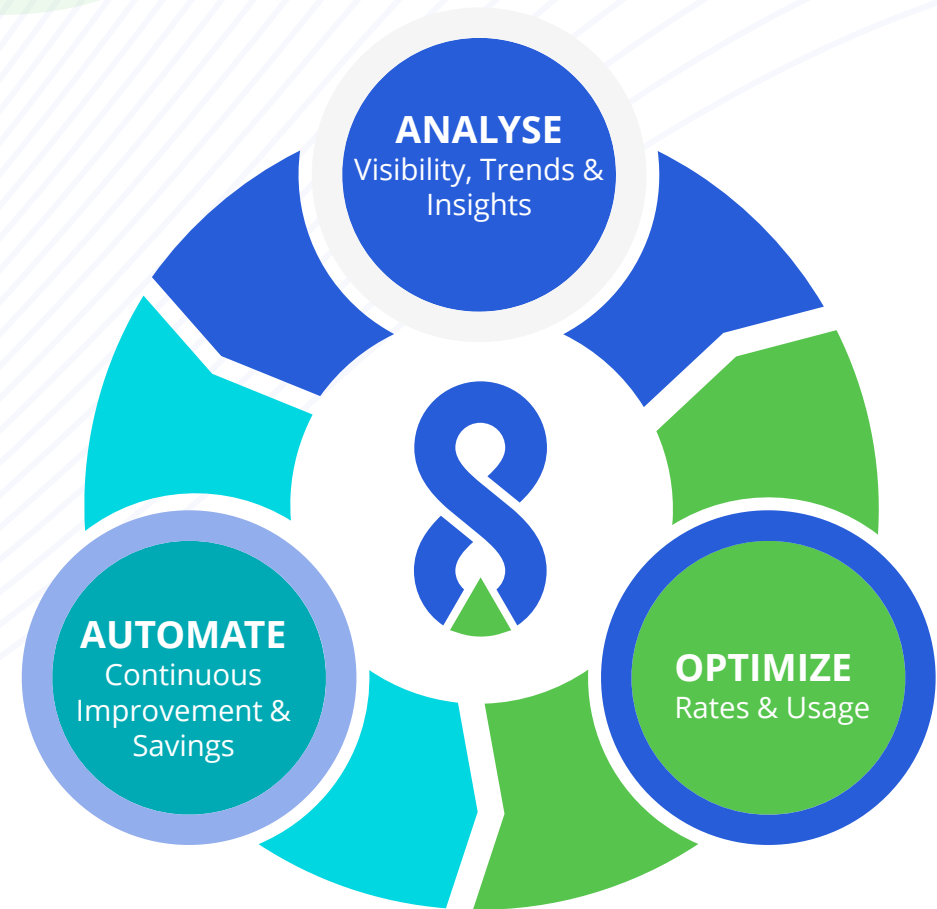
BUSINESS OVERVIEW

October 2024

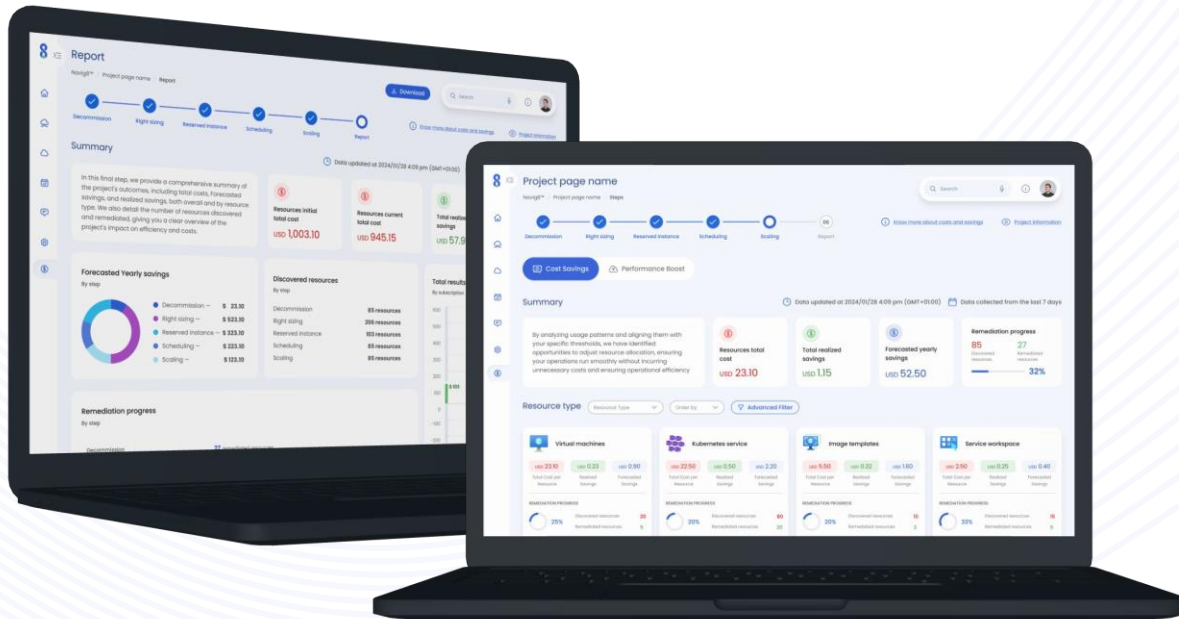
Take Control of Cloud Spend with **KALIBR8**™

Kalibr8 is a leading provider of cloud optimization solutions, dedicated to helping businesses transform cloud waste into tangible business value.

Our innovative tools and insights enable organizations to enhance efficiency, reduce costs, and maximize the return on their cloud investments.



Next-Level Transparency & Control



Cloud providers make it easy to consume their services but often challenging to manage them effectively. As a result, **30-35%** of cloud spend is wasted each year. And they are notoriously secretive about metrics of cloud usage.

Kalibr8 will give you full transparency and control of cloud costs and with its innovative, multi-tenant cloud optimization, FinOps & automation platform, designed specifically for Managed Service Providers.

KNOWLEDGE IS POWER

Kalibr8's Key Features



Single Pane of Glass View of All Cloud Tenants



Automated Cloud Efficiency Assessments



Advanced Analytics with ML and AI



Automated Optimization & Scheduling



Eliminates Waste and Unmanaged Resources



Quickly Identify Reserved Instances Opportunities



Automated and Simplify governance



Cost Analysis & Forecasting

Manage More with Greater Ease

Kalibr8 is fully automated and always on.

- ↘ Automated scheduling & scaling of 24/7 cloud resources.
- ↘ Automated recommendation generation and optimization guidance.

Kalibr8 doesn't require MSP's to do anything.

- ↘ We implement policies at a coded level for MSPs and their customers.
- ↘ We track and report on back costs and saving analysis.

Kalibr8 is continuously analyzing.

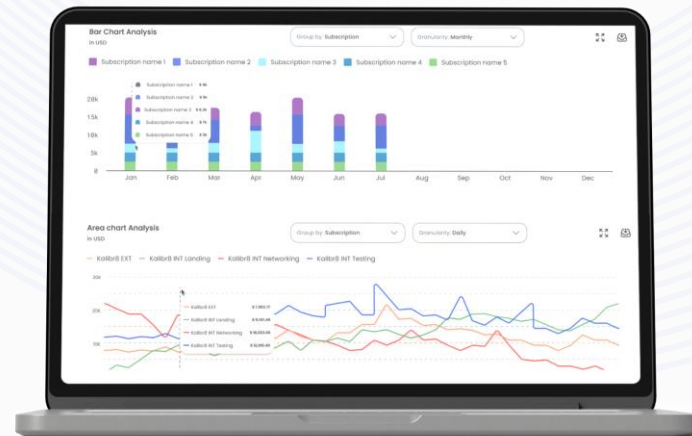
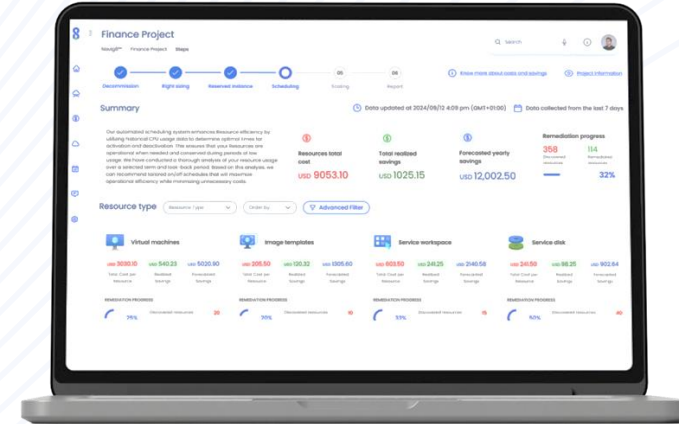
- ↘ Our Navig8 software reports what is new, what is growing and what is not.
- ↘ Navig8 measures and reports on levels of consumption and accurately shows the status of customers' cloud resources in near real time.

A Completely Modern Approach to Cloud Optimization



Automatic Discovery and Navigation

- 5-step discovery and exploration wizard.
- Right size recommendation.
- Identify unmanaged resources.
- Find reserved instance opportunities.
- Automate schedules and scaling requirements.
- Report against optimization findings to existing or potential new customers.



Proactive Cloud Analytics, Visibility, Insights and Control.

- Accelerate the value you bring to your customers.
- Accurately allocate costs.
- Implement effective governance.
- Serve all customers on a single platform.
- Performance and utilization analytics.

Collect – Visualize – Optimize – Report



**Navig8 Automatic
Discovery and
Navigation**



**Navig8 Intelligent
analytics & FinOps**



Multiple Management Groups
Subscription, Resource, Instance/VM



**Illumin8 Cost & Savings
Insights & Reports**



**Illumin8 Advanced Cloud
Management**
Global view of trends and
analytics



**Single Pane of Glass Visibility
of MSP & Customer Base**



**Labels Manager &
Cloud Tags**



**Usage Audits and
Records**



**Historical Usage
Analytics**

Flexible Commercial Terms; Pure Channel Go-to-Market

Kalibr8's Terms

- Access Full Kalibr8 Platform
- % of cloud spend
- NFRs for MSP own domain
- 30 Day Free trial – Customer tenant

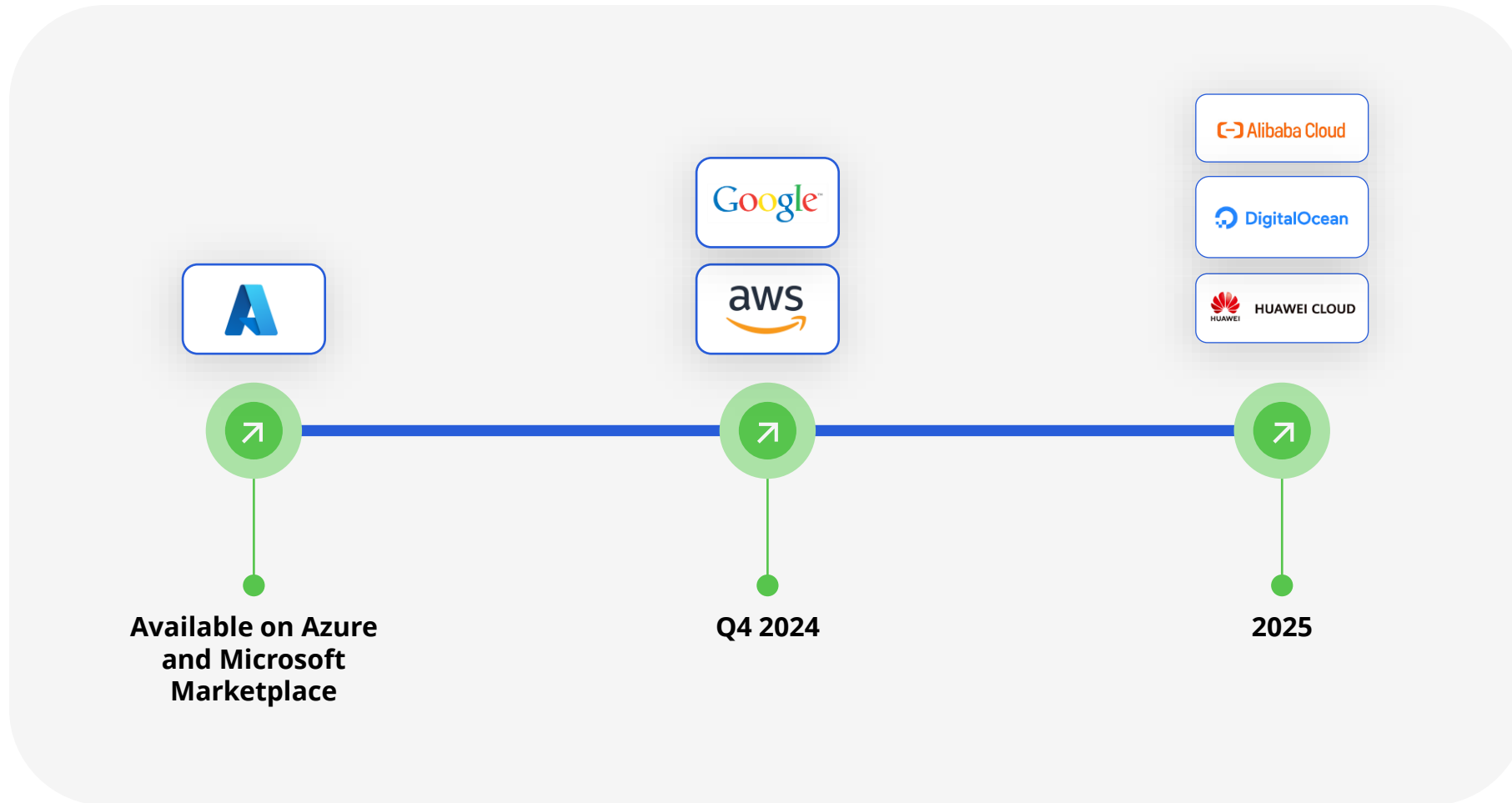
MSP

Pricing Flexibility

- Unlimited
- All Features and Actions



Multi-Cloud Integration is on the Horizon



Why choose Kalibr8?

Ease of Use

- Single pane of glass

Scalability

- No limitations on subscriptions

Cost Savings

- Increase margins significantly by driving down costs of cloud environment

Sustainability

- Reduces carbon and power footprint

Productivity

- Generate impressive packaged and customized reports in minutes
- Sale ability

Saleability

- Easy to present, to contract and close

Flexible Commercial Terms

- No minimum spend, no term contracts

Training and Support

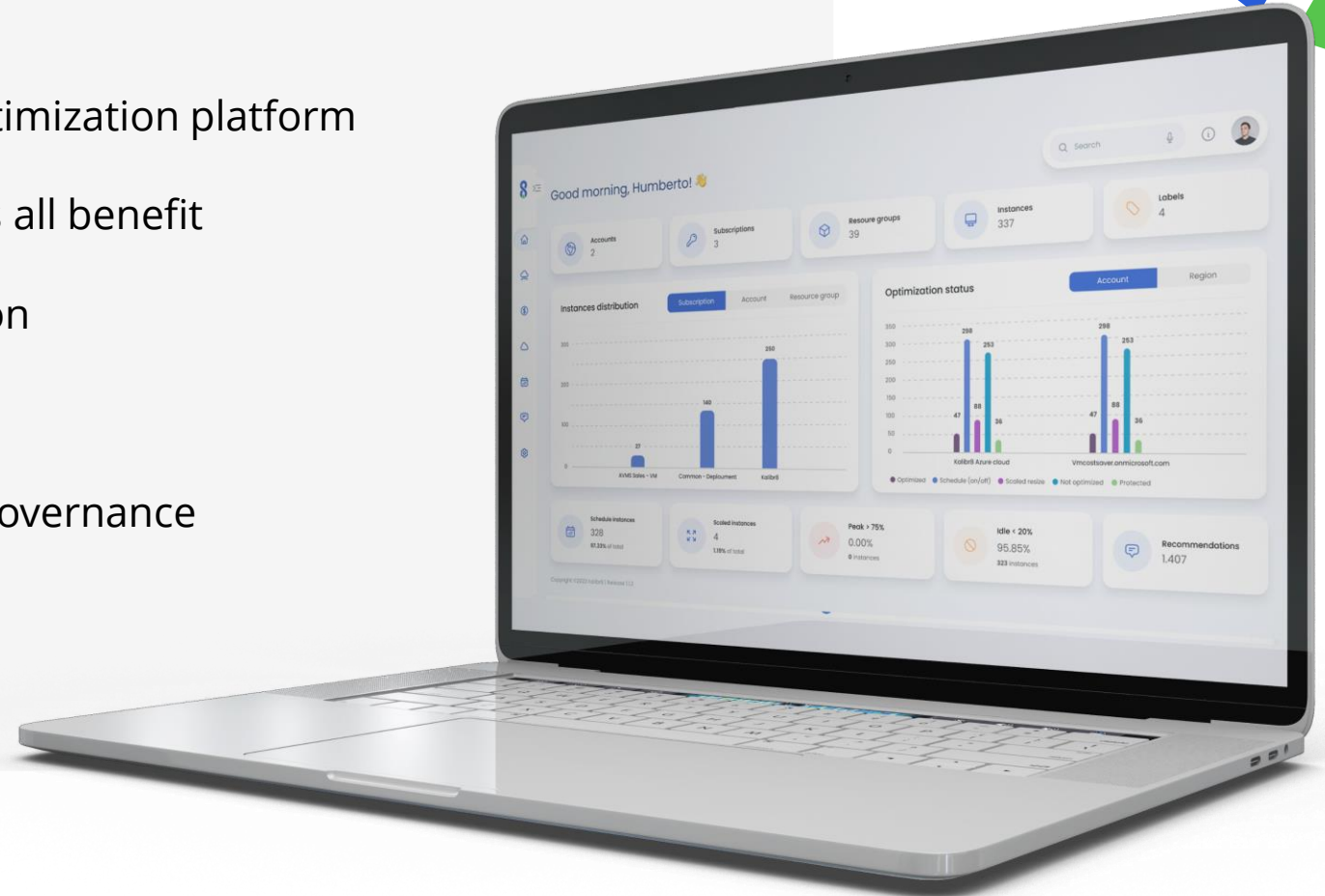
- Live demos, training guides and videos and multilingual support





Summary

- Channel focused automated cloud optimization platform
- Distributors, MSPs and end customers all benefit
- Built specifically for two tier distribution
- Flexible & lucrative pricing model
- Advanced analytics, automation and governance
- 100% channel only platform





Thank You!

 Your.name@kalibr8.io