

Audcomp Cloud Server vs other clouds:

Only Cloud Server is designed specifically for SMBs.

To position Audcomp Cloud Server against the competition, leverage the fact that only Cloud Server is designed specifically for you.

Your need: Fixed pricing

- Metered pricing is designed for variable usage, which makes sense for developers and enterprises
- But you have steady-state use cases (LOB apps, productivity apps, web servers)
- So for you, fixed pricing is far more economical

Key elements come standard

- Other clouds are designed for highly technical users
- But you don't want the distractions. You want it simply to work.
- That's why we bundle all the elements shown in the table to the right

Flexibility and scalability—in both directions

- Your need to minimize risk
- Cloud Server helps you do so by letting them scale up AND down
- And there's no long-term contract to tie you down

	SMB-tailored cloud	General use clouds		Developer clouds	
	Cloud Server	Rackspace managed servers	Softlayer managed servers	Amazon Web Services	IBM Smart Cloud Enterprise
Fixed monthly pricing	✓	✗	✓	✗	✗
No additional monthly fees	✓	✗ \$100 per account monthly fee	✗ \$50 per server monthly fee	✓	✓
VPN free of charge	✓ 20 tunnels included in every configuration	✗ Hardware appliance, requires dedicated account	✗ Add-on: \$99.00 and up Private Network IPSEC VPN	✗ \$0.05/hr/tunnel (\$720/month for 20 tunnels)	✗ • \$900 setup charge for VPN environment • \$100/private virtual LAN • \$0.085/hr (\$61.20/month) for VPN environment
Integrated firewall free of charge	✓	✗ Hardware add-on	✗ \$50 hardware add-on	✓	✓ No self-service UI Configuration files only
One week backup free of charge	✓	✗ \$0.10/GB	○ \$20/20GB per month	○ API-based snapshots	○ via CP or API Price depends on size
Includes block of outgoing bandwidth	✓	✗ \$0.18/GB	✓ 1000GB	✗ \$0.09/GB	✗ Inbound & outbound Starts at \$0.15/GB first 10TB/mo
Permits granular upgrade AND downgrade	✓	○ Between packages only	✓	✗	✓
99.999% uptime SLA free of charge	✓	✓ 100%	✓ 100%	○ 99.95%	○ 99.9%