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|--------------|--|-------------------|----------------------------------|--|
| Partner Name | Protera Technologies | | About (Brief Overview): | Protera Technologies specializes in Global Technical IT Outsourcing services based on their Protera FlexBridge and Protera AppCare services delivery platforms. Protera is one of very few SAP mid market partners holding 5 SAP Certifications |
| Website | www.protera.com | | | |
| HQ Location | Westchester, IL (Chicago Area) | Customer Segments | CTM, CAM (Opportunistically EPG) | |
| | | Contacts | Christian Wissmann | |

Use ONLY!

Battle Card *Internal Use ONLY!*



A few things about our company

- Gold Cloud Platform Partner Competency
- Azure Partner with SAP and Global IT Migration Expertise and tradition of customer satisfaction
- Protera Holds 5 Global SAP Certifications and is engaged with the MSFT Global SAP Blackbelt Group.
- Engaged with STUs in US Central, East, West Regions, and EMEA. Channel Development in EMEA. Live SAP Production Customers on Azure.
- Sales Team is P-Seller Certified



Areas we can help you

| | |
|---------------------------------------|--|
| SAP Migration to Azure | <ul style="list-style-type: none">• SAP Migration Readiness Assessment• Pilot Migration to Azure (no impact on existing Prod)• Production Migration Preparation and delivery |
| Enterprise Application Migration | <ul style="list-style-type: none">• Migration of Existing Enterprise Applications to Complete Data Center to Azure• Pilot and Production Migration Services |
| SAP HANA Migration to Azure | <ul style="list-style-type: none">• HANA Migration Services Platform – Protera FlexBridge• From Migration Assessment to OS/DB Migration Delivery and Go-Live Support on Azure |
| SAP and Global IT Management Services | <ul style="list-style-type: none">• SAP and Enterprise Applications Infrastructure and Application Management Services – Protera AppCare Platform |
| Disaster Recovery on Azure | <ul style="list-style-type: none">• Packaged SAP and Enterprise Applications DR Solutions on Azure• Available for SAP, SAP HANA, Enterprise Applications |



Current Capabilities & Status

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|---|--|
| Capabilities (key practices they go to market with) | <ul style="list-style-type: none">• SAP Managed Services Platform, Cloud and Infrastructure• SAP HANA Migration Methodology and Platform• Migration of Enterprise Applications to Azure• Deployment and Operation of Azure stack and Hybrid Cloud Solutions |
| Competencies (MSFT & Others) | <ul style="list-style-type: none">• SAP Certified in Cloud, Application Management, Hosting, HANA Operation, Mobility Operation Services• Microsoft Silver Cloud Platform• Amazon Advanced Consulting Partner• SUSE Certified & Reseller |
| Sales Capability | <ul style="list-style-type: none">• 12 outside sellers in US (Chicago, Melbourne, FL, St Louis, MO, Bethesda, MD, Phoenix, AZ)• Azure Everywhere – Linux Partner• MTC and MTC Studio presentations (as of Jan 2017) |
| Current Pipeline (cumulative amount, strategic customers) | <ul style="list-style-type: none">• See Partner Sales Connect• Azure and SAP HANA Migration Services: |
| Wins (cumulative amount, strategic customers) | <ul style="list-style-type: none">• Chromaflo• Elevance• Tate and Lyle (go-live: March 2017)• Monthly Azure Consumption: \$45K (March 2017) |



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|------------------|--------------------------|
| Primary Area | Azure, SAP, Hybrid Cloud |
| MSFT PDP | Michelle Olson |
| Alliance Contact | Christian Wissmann |
| Executive | Dean Adamopoulos |
| Sales | Sam Arra |
| Technical | Carl LaFoe |

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| About (Brief Overview): | |
| MS Cust Segments | |
| Employee Count | |
| Sales | |
| Delivery | |

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|---|
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| CTM, CAM (Opportunistically EPG) |
| 290 |
| Sellers Total: 12 / Practice sellers: 12 |
| Delivery Total: 230 / Practice Delivery: 30 (development) |

Partnership High Level Goals for next 12 months (Jan-Dec 2018)

- Gold Cloud Platform Partner Competency
- Establish Protera as SMSP Azure Solution Leader for SAP and Enterprise Applications
- Establish Leadership in Hybrid Cloud Solutions
- Win 10 new SAP Migration references with Protera FlexBridge
- Drive incremental Azure consumption

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\$ Solution Offerings

| Name | Description/Value Prop | MSFT Workloads & Product pull-through | Customer Evidence |
|-------------------------------|--|--|--|
| Protera FlexBridge | SAP OS/DB and SAP HANA Migration Services Platform Migration Efficiency Delivered | Infrastructure Provisioning (Hybrid Cloud) | NB Coatings, Fitch, (non Azure references) |
| Protera AppCare | Managed Infrastructure and Services Platform for SAP and SAP HANA Operational Efficiency Delivered | Infrastructure Provisioning (Hybrid Cloud) | Elevance, Chromaflo, Tate and Lyle |
| Protera HybridCloud | Hybrid Cloud Deployment, Integration and Operation Services | Infrastructure Provisioning (Hybrid Cloud) | Chromaflo (non MSFT reference) |
| Protera Data Center Migration | Global IT Migration services for Enterprise Workloads to Azure | Infrastructure Provisioning (Hybrid Cloud) | Chromaflo (non MSFT reference) |

- Protera is one of only a handful of SAP partners holding 5 Global SAP Certifications
- Very experienced team of SAP experts with strong track record of successful project delivery and customer satisfaction. Engaged with the MSFT Global SAP GBB
- Actively engaged in US Central, East and West Regions, and in EMEA. Focused Account Planning with STUs and Business Development Campaigns in these regions. Channel Development in EMEA
- Actively Driving net new opportunities via Azure Everywhere
- Investment in Sales and Technical training, and Alliance Manager to drive incremental Azure Consumption Business globally (P-Seller Certified)
- Big focus on driving global Azure Migration Projects with 100% user Satisfaction

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Partner Practice Snapshot



Applications in the Cloud

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|---------------------------------|---|
| Partner Name | Protera Technologies |
| Website | www.protera.com |
| HQ Location (US, Canada, LATAM) | Westchester, IL (Chicago area) |
| Sales Locations | Westchester, IL Melbourne, FL St Louis, MO Bethesda, MD Panama City, Panama (LATAM) Athens, Greece (EMEA) Mumbai, India |
| Revenue | Protera is a Private Company. Annual growth in the 40% range |
| MS Cust Segments | SMSP-CA, CTM, CAM (Opportunistically EPG) |
| Employee Count | 300 (+60 in 2017) |
| Sales and Mktg Resources | 15 |
| Delivery & Other | 230 |
| MSFT PDP and CSA | Tanya Beutler (PDP) – Peter Lopez III (CSA) |
| Alliance Contact | Christian Wissmann – VP of Alliances (P-Seller Certified) |
| Executive Sponsor | Dean Adamopoulos - CEO |
| Sales | Scott Mullarkey – EVP of Sales (P-Seller Certified) |
| Technical | Carl Lafoe – Global VP of Services and Solutions |
| Marketing | Kristin Taner – Global Marketing Strategist (P-Seller Certified) |
| MCP Certs | Gold Cloud Platform |

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| Practice Focus FY18 | SMSP CAM & CTM in US and EMEA |
| Optimized Practices | Protera FlexBridge: SAP HANA and Cloud Migration Acceleration Platform Protera AppCare: SAP and Enterprise IT Management Services Platform |
| Practice Sellers | See list of Protera Contacts |
| Practice Delivery | See list of Protera Contacts |
| Practice Wins | Tate and Lyle, Elevance, Chromaflo, Natureworks |
| Special Customer Highlights | Tate and Lyle: SAP HANA Production on Azure Elevance: SAP Production on Azure Chromaflo: SAP DR systems on Azure |
| Consumption \$ | \$5K+ (Dec 2016), \$40K monthly (Mar 2017) |
| Competitive Practices | Protera FlexBridge: SAP Migration Services Migration Assessment Report for SAP systems Azure Migration Services Cloud Broker Services Hybrid Cloud Services – Azure Stack |

Relationship Contact Information

| Role | Contact | Title | Email | Phone No. |
|---|--------------------|--|--|-------------------|
| Executive Sponsor | Dean Adamopoulos | CEO | dean@protera.com | +1 (630) 517-2728 |
| Primary Practice Contact | Christian Wissmann | VP of Alliances | c.wissmann@protera.com | +1 (240) 994-6110 |
| Primary Sales Management Contact (US) | Scott Mullarkey | EVP of Sales | s.Mullarkey@protera.com | +1 (602) 524-7743 |
| Primary Sales Management Contact (EMEA) | Nikos Ioannides | Regional Director of Business Development – EMEA | n.ioannides@protera.com | +4420-709-78576 |
| Primary Technical Sales Contact | Carl LaFoe | Global VP Hosting and Application Services | carl@protera.com | +1 (321) 544-6662 |
| Secondary Technical Sales Contact | Hercules Bester | Lead Solution Architect | h.bester@protera.com | +1 (623) 572-7137 |
| Primary Technical Delivery Contact | Binoy James | EVP, Application Services Delivery | b.james@protera.com | +1 (630) 303-9844 |
| Primary Marketing Contact | Kristin Taner | Global Marketing Strategist | k.taner@protera.com | +1 (262) 271-7791 |
| Microsoft Cloud Solution Architect Contact | Peter Lopez | CSA Cloud Infra & Management | Peter.Lopez@microsoft.com | |
| Microsoft TSP | Willie Maul | TSP Cloud Infra & Management | wimaul@microsoft.com | |
| Microsoft HiPo CSA | Jim Toepel | SR BUSINESS DEV MGR, MSP PDM | jitoepel@microsoft.com | |
| Microsoft HiPo BDM | Ruth Yakubu | CLOUD SOLUTION ARCHITECT, MSP P-SA | ruyakubu@microsoft.com | |
| Microsoft Practice Development Professional | Tanya Beutler | PDP Recruiter | tbeutler@microsoft.com | |