



# Welcome to the zero-downtime future

An Introduction to Loadbalancer.org

# Working together to make your systems unbreakable



## Zero downtime

Specialists in working in sectors where zero downtime is crucial



## Performance

Solutions that are fully scalable and deliver maximum throughput




## Security

Protecting your mission-critical apps and services





# About Loadbalancer.org

The background of the slide features a sepia-toned photograph of three people in silhouette standing on a high-rise balcony or office floor, looking out at a sprawling city skyline under a dramatic, cloudy sky. The people are positioned in the center-right of the frame, with their backs to the camera. The city below is densely packed with buildings, and a large, dark structural beam of the building is visible in the foreground, running diagonally across the scene.

Loadbalancer.org develops, sells and supports load balancers and application delivery controllers (ADCs)

- Established in 2003
- Selling directly to enterprise customers
- Focused on business partnerships
- Industry-leading pre and post sales support

## Thousands of Deployments all over the World

More than 15 years of experience mean we've encountered and solved pretty much every load balancing challenge you can think of. Thanks to this expertise, you can trust us to match the needs of your business.

# A Flexible Approach to Selling

- Our flexibility allows us to engage with you and your clients through the sales channel of your choice
- Although we often engage directly with clients, we also have strong relationships with a broad range of VARs, MSPs and other channel players
- And we are happy to adapt to your needs by establishing new sales partnerships - it's what we do
- Whatever the route to market, you can be assured of industry-leading support both pre and post sale





## Partnerships refined through insight

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***“Business partnerships are the core of what we do”***

We are focused on forming partnerships with industry-leading solution providers in sectors where zero-downtime is critical.

***“The result, unprecedented levels of uptime for our partners and their clients”***

Our approach requires an in-depth understanding of both our partners and their client’s technical and business practices.





# First choice for storage expertise

Loadbalancer.org is unique amongst our industry peers  
in focusing on object-storage

“Our engineers understand storage environments and can offer guidance from system design, through deployment and beyond. We work closely with providers and end-users, gaining valuable insight into both the storage platform and the client application environment.”

DELL EMC

CLOUDIAN

cleversafe<sup>®</sup>  
an IBM Company

zadara

Qumulo

Hitachi Vantara

# Prescribing zero downtime for healthcare IT

Meeting healthcare data challenges...

- Medical and enterprise imaging
- Electronic healthcare records (EHR)
- Healthcare analytics and informatics
- Value-based healthcare

FUJIFILM

PHILIPS

HOLOGIC®

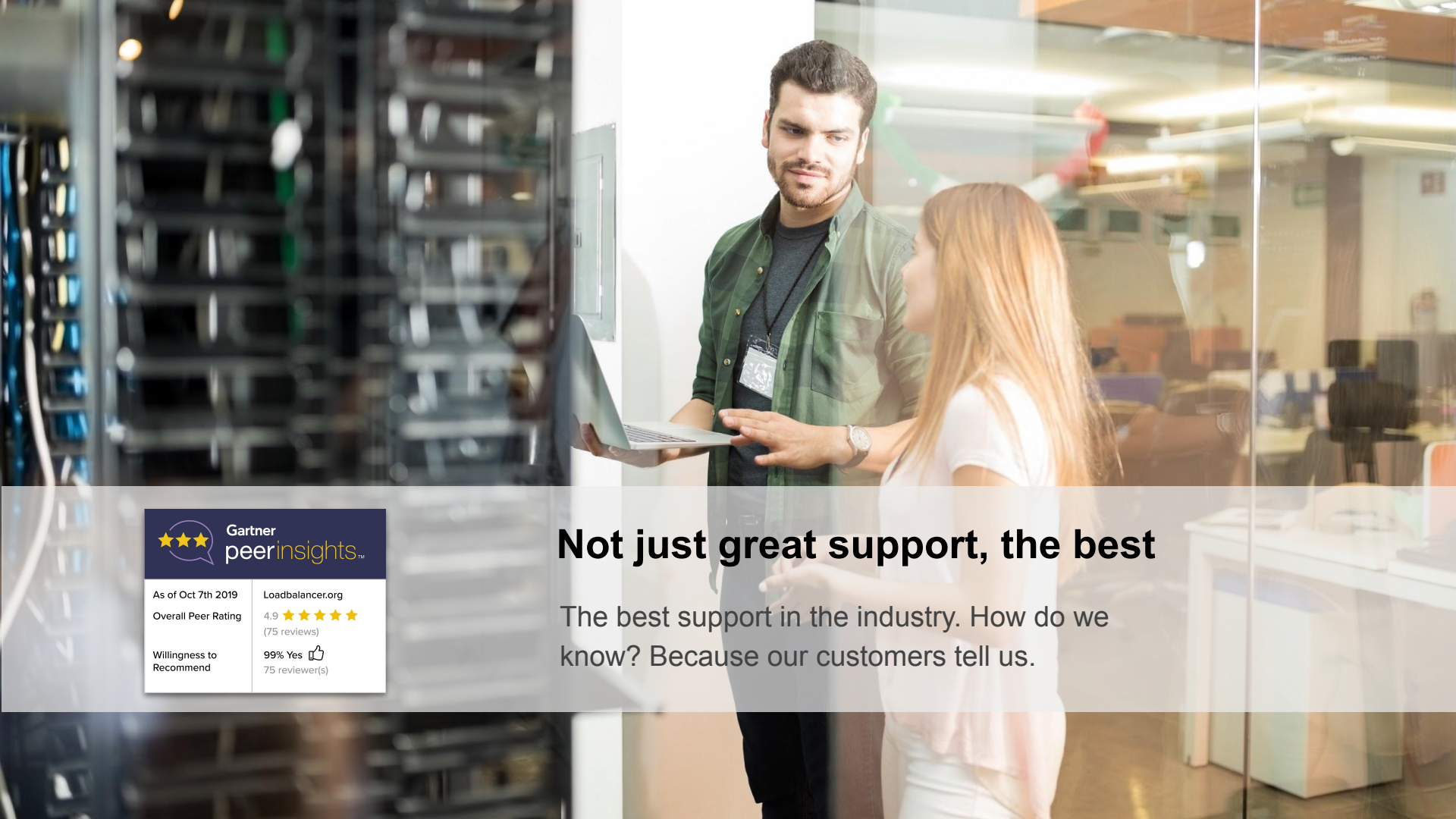
IBM Watson Health.

Carestream

Canon

*"Loadbalancer.org take the time to understand our product and our customers, which is invaluable when working in mission-critical hospital environments"*

**Sohrab Sahib, Carestream Health**



As of Oct 7th 2019

Overall Peer Rating

Loadbalancer.org

4.9 ★★★★★  
(75 reviews)

Willingness to  
Recommend

99% Yes 👍  
75 reviewer(s)

## Not just great support, the best

The best support in the industry. How do we know? Because our customers tell us.





## Not just great support, the best

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### How do we achieve this accolade?

It starts with our company DNA, our vision of a zero downtime future and our mission to help clients achieve this goal. And if things do go wrong, we leave no stone unturned in getting systems back online as quickly as possible.

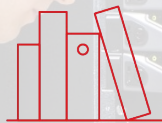
### *Our Vision - “A future free of downtime”*

That's why we only 'staff' our support team with highly trained engineers, intimately familiar with broadcast & media and other mission critical environments.

# Need more than just a product?

We offer a full and flexible range of professional services

- Architecture creation
- Design validation
- Solution implementation
- Migration assistance
- Ongoing training and education
- Custom services to meet your needs



Training



OEM



System integration



On-site consultancy



Security validation



Needs analysis



Infrastructure assessment



Alternative design



Development resources



Proof of concept



Performance testing



Documentation



Pre-configured solutions



Migration tools



Customized inventory



Refresher courses



# Let's get started

Partner with Loadbalancer.org for...



## Zero Downtime

Specialists in working in sectors where zero downtime is crucial



## Industry-leading Support

Dedicated support by expert engineers trained in your environment



## Proven Domain Expertise

Expertise in storage, broadcast & media, and health IT



## Licencing without Limits

Restriction-free licencing, with no software limit on bandwidth - for true scalability



## Security by Design

Elegantly simple but expertly designed with security in mind



## A flexible Selling Approach

From full product integration to reseller options, we have a flexible range of selling approaches



## Customized Product Options

Customized product options and the ability to fast-track new product features



## Bespoke Partnerships

As no two companies are the same, we offer bespoke options tailored to your exact needs

