

# Accelerating Sales Demos and POCs with Environments-as-a-Service

## KEY BENEFITS

### Dramatically Scale Demo Capacity

by eliminating the need for on-site demos, reducing setup times with automation, and avoiding rebuilding demos for each customer meeting.

**Make Demos More Effective** with hybrid cloud demo environments that represent true production-like environments, consisting of physical, virtual, and on-prem resources.

**Reduce Costs** by reducing demo configuration overhead times, allowing demo environments to be shared, and optimizing the use of cloud and on-prem infrastructure.

**Ensure Better Reliability** with standard, re-usable, demo blueprints that are deployed with automation.

**Achieve Measureable ROI** and clear sales benefits of demos with advanced analytics and dash-boarding.

## The Customer Demo Challenge

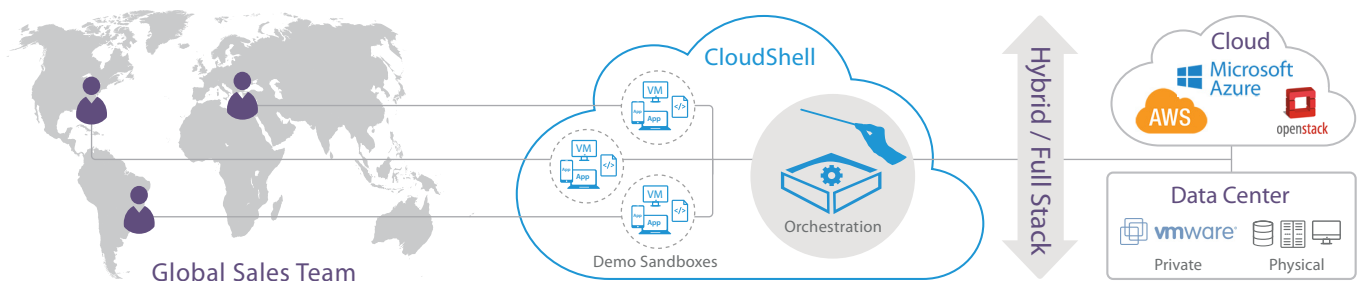
Businesses are continually pressured to sell more, faster. But companies that need to give customer demos of enterprise software or technology solutions are often hampered by the demo process that is so critical to making those sales.

- Demo complexity and manual processes lead to extremely long setup and provisioning times.
- Travel, delayed shipments, and damaged equipment related to on-site demos is costly and inefficient. Up to 35% of demo equipment is either lost, broken, or held captive by non-sales processes.
- Static demo environments or resources that can't be shared between sales personnel lead to unneeded delays.

## Quali's Demo Cloud Solution

Quali's CloudShell software platform gives you a scalable and cost efficient way to deliver effective customer demos, PoCs, and trainings with infrastructure and application environments that are launched, on-demand, from a cloud based portal. These active environments are like containers, fully isolated and automated.

Quali's innovative approach is the only true full-stack and hybrid cloud solution, allowing your sales teams to create, manage, deploy, and reclaim demo sandboxes that run in the cloud, in your private data-center, or both. Quali even allows you to configure and manage access to physical devices, test equipment, and network gear. This means your sales teams can deliver rich, complex, enterprise grade demos that perfectly match your customer scenarios and can scale to meet sales demand, without unnecessary costs.



Quali gives global sales teams on-demand access to full stack, hybrid cloud demo environments

## Key Features and Capabilities

### Self-Service, On-Demand, Multi-Tenant

- Web based catalog of demo blueprints
- “One-click” deployment of demo environments.
- Multi-tenant, shared, remote access to infrastructure allows consolidating labs and reducing equipment.

### Rapid Modelling

- Quickly and easily create complex demo environments with a drag and drop modeling tool.

### Hybrid Cloud and Full Stack Environment

- Demo environments mimic real-world, customer scenarios.
- Environments can include physical, virtual, and cloud resources.
- Burst to public cloud for excessive utilization scenarios

### Interactive, Live Environments

- Direct SSH and RDP to resources in demo sandboxes
- Live graphs & charting for compelling visual feedback
- Custom instructions & guided tours for faster bringup

### Quotas and Resource Optimization

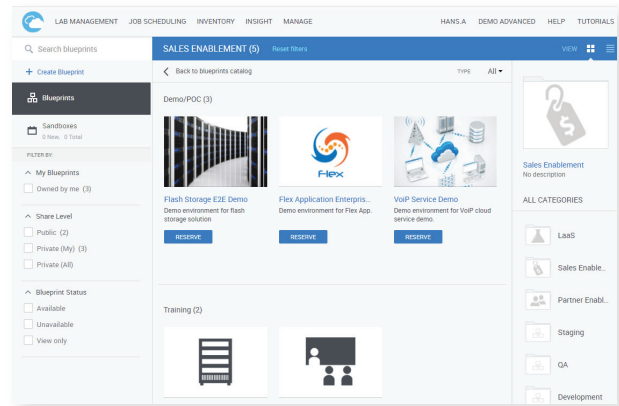
- Set quotas to eliminate virtual and cloud VM sprawl
- Manage sharing of physical infrastructure and maximize resource optimization.

### Reporting and Analytics

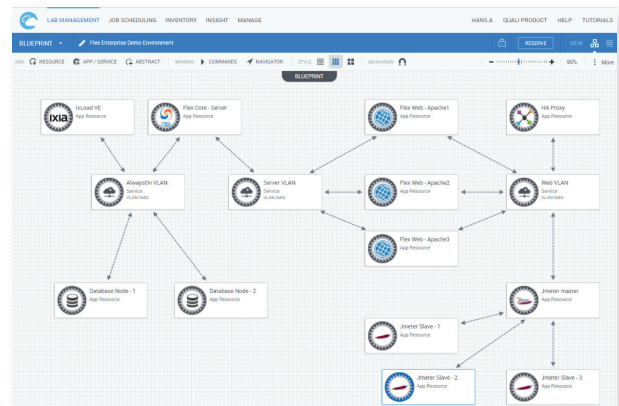
- Deep visibility into environment and infrastructure usage for predictable spend
- Establish clear sales benefits and ROI of your demo cloud lab and plan for future growth

## Accelerate Sales with Quali Demo Cloud

With Quali’s CloudShell, enterprise software vendors and technology solution providers have a demo cloud solution that allows them to deliver demos, PoCs, and trainings that are effective, cost efficient, and can scale as sales opportunities grow.



Model and deploy rich, complex, demo environments



Web-Based catalog and one-touch deployment

### Customer Snapshot: Pure Storage

Pure Storage uses Quali to power their PureTEC sales cloud. With Quali, Pure has achieved:

- 30x more customer demos per month
- Higher percent of demo to sales conversions
- Reduced CAPEX and OPEX

“Quali’s cloud sandbox software brings the power of cloud and DevOps to our sales team; with Quali our SE’s get on-demand, cloud access to production-like sales demos, allowing them to give more effective demos more often.”

*Manager, Technology Experience Center, Pure Storage*