



**YOUR CLOUD  
YOUR WAY**



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# **Australian Managed Cloud + Data Centres** **Specialist Data Centre Solutions for Enterprise**

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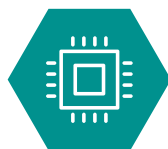
We create custom configuration solutions for your business



**Innovative Solutions**  
Ideas to solve business challenges



**Hosting + Colo + Cloud**  
Redundant Secure Hosting



**Design + Construct**  
Modular Data Centres & Hardware



**Software Development**  
Custom Data Centre Applications



**Communications**  
Internet, Fibre, PBX & VoIP

[dctwo.com.au](http://dctwo.com.au)

+61 1300 331 888

# Company

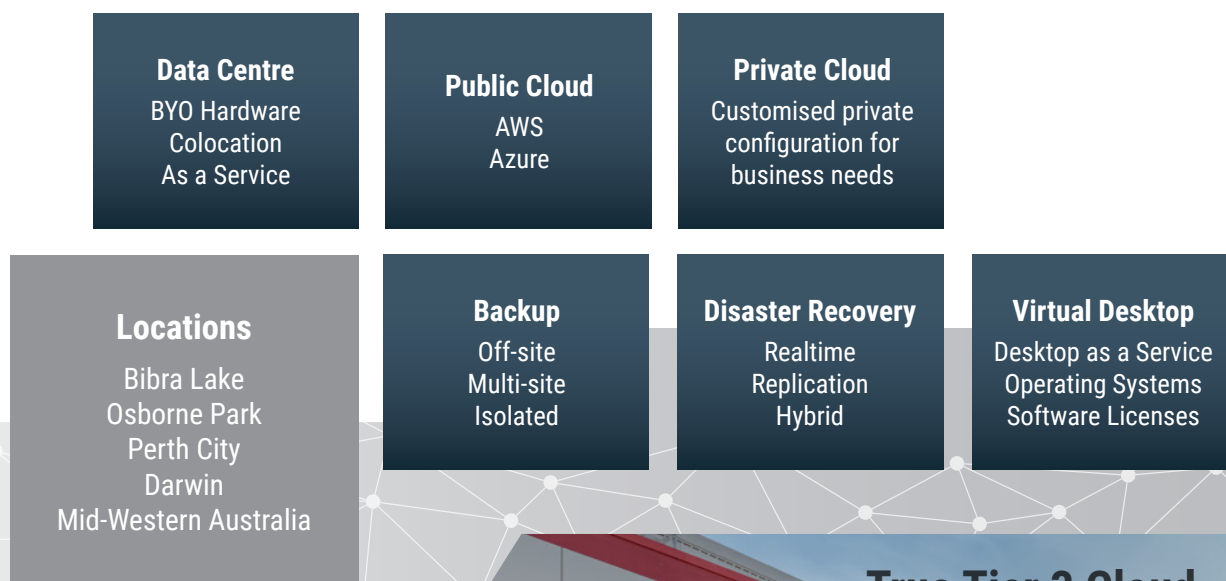
## Australian hosted & operated cloud data centres

- Established in 2012
- Became a public company November, 2020
- We design, build and operate physical data centres, cloud computing platforms, hosted compute & storage
- WALGA Panel for ICT & Telecommunications
- 3 data centres in Perth and Regional WA, including; Osborne Park T2 & Bibra Lake Tier 3 (coming soon)
- 40+ IT Partners, 300+ businesses hosted

## Four Key Business Units



## Key Product & Service Categories



## True Tier 3 Cloud

### New Bibra Lake Facility

- 3MW Facility around 80% complete
- Has achieved UTI T3 design (currently expired) planned reinstatement 2020-21
- Will be available for colo and cloud services hosting ~mid 2021
- Only DC provider in WA that will have own ISO 27001 Cloud and UTI Tier 3 all in one

### Telecommunications

Allowing choice of provider;

- Dual Telstra (A+B) already installed
- Dual Vocus (A+B) installation underway
- Dual TPG (A+B) incl. HAN node under negotiation (to be 1 of only 3 in state)

## Customer Portal

### DC Portal

- Developed in house
- Access by invitation only
- Centralised management of all systems
- Additional modules for added functionality

Partner tools & resources

Quoting & automated billing

Software asset management tool

Deployment of virtual machines & desktops

Complete data centre management

## MyDaaS Virtual Desktop

- Easy scale up and down
- Simple cost per user / feature model
- Choices of Microsoft RDS or VMware Horizon View (or custom Citrix)
- Resources are deployed as required without additional costs
- Long term and short term image based Veeam backups included

### Options to;

- BYO MS Office 365 licenses
- Enhance performance with GPU Acceleration
- No lock in contract
- Monthly billing cycles

## Disaster Recovery Solutions

### Real Time DR

- Stretch live production to DC (HA)
- Utilising native hypervisor capability

### Replication

- Cold standby environment
- Management of Middleware problems

### Hybrid DR

- Select Active/Active (AD, Exch DAG, SQL)
- Mix-n-match approaches (including Backup)

### Backup

- Instant Recoveries with Veeam in hours

### Options for;

- VMware
- Veeam
- BYO – Zerto, Commvault plus more
- You manage or DC Two Manage

### ASX Listed Mining Equipment Entity Example

370+TB of raw data consuming around 70TB of actual disk space using generally available technologies (to save costs).

Let us build you a customised disaster recovery & storage solution.

# YOUR CLOUD YOUR WAY

## Exclusive Partner Program

- 10-20% reseller margins available
- Deal Registration
- Custom pricing for larger deals exclusive to partners
- Marketing, sales and technical support
- White label material and advice
- Training & Education Programs
- Partner only offers and events



### Authorised Reseller

Enjoy entry level discounts off RRP of all products and services, as well as partner program tools and support.



### Silver Partner

Enjoy higher level of discounts, large discounts on test and dev environments, partner program tools and support as well as 2 lunch and learn workshops per year. *Requires Sales Certification from at least one DC Two Vendor partner.*

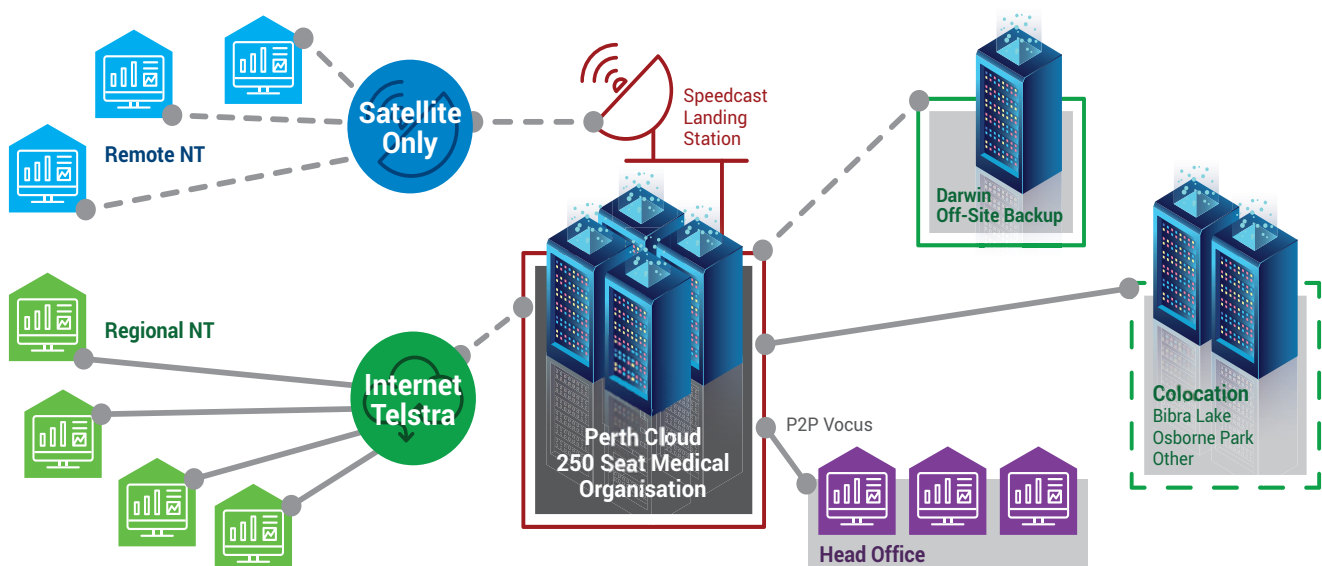


### Gold Partner

Enjoy the maximum level of discounts, free test and dev environments, partner program tools and support as well as 4 lunch and learn workshops per year. *Requires Sales Certification from two or more DC Two Vendor partners.*

## Complex Solutions

Below, an example of a real-life solution to a complex problem which we solved for a medical customer based in the Northern Territory



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