Nuvestack
Battle Card

Pain Points Nuvestack Solves

Small businesses need to provide and support Microsoft Windows PCs and Windows applications for employees. However, without access to expensive enterprise-grade security products and a full-time sophisticated IT staff, keeping those PCs updated, secure, and running at peak performance is nearly impossible.

More and more, small businesses are simply giving up when it comes to PC management. This leads to virus/malware ridden PCs that are vulnerable to attacks and results in productivity loss due to slow PCs and downtime for repairs.

Nuvestack puts the Windows PC in the cloud and manages everything for our customers for one low monthly subscription fee. No up front costs. No more worrying about support, updates, viruses or malware. No more Windows PC management headaches.

Nuvestack Benefits

Nuvestack is a great fit for nearly any small business or enterprise. Customer's can access their personalized Nuvestack virtual desktop and get work done any time, any place and from any Internet connection. Nuvestack is also a great fit for companies who want to ensure a tightly controlled, secure, solid, stable work environment for their employees.

1) Nuvestack is Fast: Nuvestack's virtual desktop servers use SSD/Flash storage and are optimized for speed. Our desktops start fast and don't slow down over time.

2) Nuvestack is Secure: All data traffic is encrypted. Your data and documents remain inside a locked-down, secure datacenter. With Nuvestack, if your laptop is lost or stolen, no sensitive data or documents are compromised.

3) Nuvestack is Easy: We migrate our customers to the cloud. You access your personalized virtual Windows desktop from any device at any location (work, home, or even the golf course).

4) No Up Front Costs: You pay a fixed, predictable, monthly subscription without the upfront need to buy a physical Windows PC.

5) Nuvestack is a Green Technology: You can reduce your power consumption costs by about $130 per year for each employee.

6) Everything is Included: There's no entry-level bait-and-switch or up-charge trickery with Nuvestack. All Nuvestack subscriptions come with the industry's highest-performing desktops, all OS licensing, and all support—included! We even include Office 2013 Standard (Word, Excel, Outlook, PowerPoint, etc.) and you'll get an automatic free upgrade to Office 2016 when it is released.

Qualifying Questions for Prospects

1) Does your IT Department spend too much time fighting fires?
2) Are you interested in increasing overall office productivity?
3) Do you have a formal Bring Your Own Device (BYOD) policy?
4) Do you have a Disaster Recovery Plan in place?
5) Would you like to cut your overall Business Computing costs?
6) How important is security to you?

Frequently Asked Questions

Q: What does DaaS stand for?
A: *DaaS stands for Desktop as a Service, with Nuvestack that means you can now access and use your fully supported business computer anytime, anywhere from any mobile device because your desktop lives in the Cloud. Nuvestack is a subscription-based service so there are no large up-front expenses and you only pay a fixed low monthly fee per user.*

Q: Is there a minimum number of users required?
A: *Yes! ONE, that's all. Ok, so maybe that is not really a minimum.*

Q: Do I have to convert 100% of my employees to Nuvestack desktops?
A: *No. You can use Nuvestack desktops for part or all of your employees depending on your various needs and use cases.*

Q: Do I need a reliable Internet connection to use a Nuvestack desktop?
A: *Yes. On average you'll only need about 300kb/s up and down per user. Odds are your existing business class cable, DSL, or fiber connection to your office will work well.*

Q: Do you support BYOD? How do I access my virtual desktop?
A: *Yes. You can access your virtual desktop anytime from any Mac, PC, iOS, or Android device. We also offer an inexpensive Thin Client which is a mini PC that exists only to serve as a gateway for access to your virtual desktop (no user accessible OS, apps, or settings). Just plug in a monitor, keyboard, and mouse then you are ready to work on your Nuvestack desktop without any set up or configuration required.*

Q: Can I install my own apps?
A: *No. However we will install any apps for you that your business requires as needed. In order to maintain a highly secure, highly productive computing experience we lock down certain features including the ability for your employees to install their own apps at will.*

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Interesting Cloud Facts
- On average, 800,000 laptops are lost at airports each year.
- Many companies spend labor hours totaling 18 working days per month managing on-site security alone.
- In 2 years, more than 77% of companies will have a virtual desktop project in place.
- The cloud computing market is expected to grow at a compound annual growth rate of 63.7 percent from 2013 to 2018.
- The DaaS market grew by 30% in the last year and should continue to grow at a similar pace through 2017.
- Financial (31%) and Healthcare (12%) dominate the DaaS market.
- According to The 451 Group, the market for the Desktop Virtualization Ecosystem Market is estimated at US$5.6 billion by 2016.
- Gartner found that 50 percent of employees use personal devices (BYOD) for work to one degree or another.

What's Included with the Nuvestack Service?
Each Nuvestack virtual desktop account includes:
- A high-performance virtual Windows desktop
- 20GB of personal storage
- Full help-desk support (toll-free phone, email, and chat)
- Printer set up and support
- Real-time preventative anti-virus, anti-malware, anti-spyware software
- Lots of Windows Apps: Office 2013 Standard, Chrome, Firefox, Internet Explorer, Acrobat Reader, Skype, Dropbox, OneDrive, Google Drive, Spotify, Slack, and more!

Where to Get Help/Resources
Nuvestack has many resources for its Partners/Agents that you can access anytime. You can visit nuvestack.com/partners and use the resources there or you can contact a Nuvestack DaaSMaster at any time for any pre-sales support needs by calling 877-787-1677.

Did you know that 80% of all sales people give up after the third contact, when research indicates most people will not consider doing business with you until the seventh or eighth contact?

Nuvestack vs. the Competition
Nuvestack stands out from the competition in 3 key ways:

1) We provide the industry's fastest performing virtual desktops. If we are going to replace your physical Windows PC, we think your new virtual PC should be just as fast or faster than the PC we are replacing.

2) Nuvestack does all of the initial work to onboard our customers. We migrate your documents, apps and data to our cloud for you—no IT staff required.

3) Nuvestack provides full support on every single level. We even provide a full end-user help desk for all of your employees. We take care of all maintenance, patching, virus/malware removal, and upgrades.

	Nuvestack	Competitors
Office 2013 standard	Office Suite 2013 Included Also included: Skype, Adobe Reader, Internet Explorer, Chrome, and more	Office Suite 2013 NOT included On average an extra $13/user/month (or $219/user, if purchased separately).
Computer Performance Guarantee	Included Nuvestack guarantees incredible performance that helps increase productivity across the board.	Not Included Others don't guaranty performance. You could end up with a solution that can't get the job done!
Complete IT Solution	Included Your IT staff finally has time to work on strategic projects. Nuvestack takes on the mundane, time-consuming tasks associated with managing desktops.	Not Included Your IT staff still spends its days managing desktops, installing updates, helping with logins ... ho hum.
Minimum Users	1 Nuvestack scales smoothly from one user on up.	Average: 10 In some cases up to 100 users are a required minimum.
Full Printer Support	Included Guess what? Our engineering team sets up your printing solution – all part of the service we provide with your monthly subscription.	Not Included Pay someone else to set up your printing needs. Pay for support when something goes wrong.
Contractual Agreement	Options That Fit Your Needs Nuvestack subscriptions can be monthly or yearly. It's up to you.	One Size Only Most competitors require a one year minimum commitment.

nuvestack

Always **Fast**. Always **Secure**. Always **Easy**.