



OVERVIEW

Matrix is a Cloud Service Provider (CSP), founded in 1998 specializing in everything “IT as-a-service” except for voice and connectivity. Matrix was founded with the philosophy of providing enterprise grade services wrapped in white glove support and continues that philosophy today. For Matrix, the relationship is just as important as the technology component. Matrix supports customers in 49 states and 5 countries across a wide range of sizes and verticals. Headquartered in Columbia, SC, Matrix maintains two data center presences, one at the corporate location and one in Phoenix, AZ for geo-geographic diversity.



KEY FEATURE AND DIFFERENTIATORS

- Matrix is 100% channel, our relationships with our sales partners are top priority
- Matrix prides itself on being a process-driven, customer service company, first and foremost...and we do a great job deploying technology solutions for our clients.
- Matrix is privately held and part of a 75 year old, 3rd generation family organization not beholden to VC or Shareholders. A result of our GTM strategy and corporate ownership: Matrix is intentionally lean, yet agile and scalable on demand.
- Matrix solutions are available a la carte or can be bundled, and are highly customizable.



LOCATIONS

Columbia, SC

Columbia, SC
Greenville, SC
Phoenix, AZ
Denver, CO

None



SERVICE OFFERINGS

DRAAS

A broad range of DR solutions including on-premise backup devices with cloud redundant options as well as cloud-to-cloud backups and full redundancy including up to near-realtime failover.

IAAS

Physical or virtual machine options on two hypervisor platforms available in two geographically diverse data centers with options for redundancy. By default, backups once a day with 30 day retention is included. Includes support, patching and OS. (Bring your own OS is an option)

DAAS

Desktop platform driven by Citrix (XenApp/XenDesktop) fully managed and maintained with MACD included on a per-user cost basis. The desktop as a service platform can be integrated with most application packages allowing secured,



IDEAL CUSTOMER PROFILE

Matrix has a variety of customers in all sizes and industries. We deliver everything "IT as-a-Service" except voice and connectivity to enable customers to focus expensive IT resources on core competencies and strategic initiatives while Matrix takes over the tactical components of the organization's compute - the things IT does not want to do, cannot do or cannot justify doing.

controllable access from almost any device (laptop, PC, tablet, thin client) anywhere that has internet connectivity. Geo-diverse backup is included with DR solutions available.

SDWAN

Multiple SD-WAN platforms. (VeloCloud, CloudGenix, Citrix) Provisioning, support, and MACD included as part of the all inclusive, monthly fee.



QUALIFYING QUESTIONS

1. What is keeping you up at night?
2. Tell us about your staff. What are their core competencies?
3. What projects are you not getting done? How can we help?
4. What are you doing about the security hole in your mobility?
5. What is your cloud strategy?