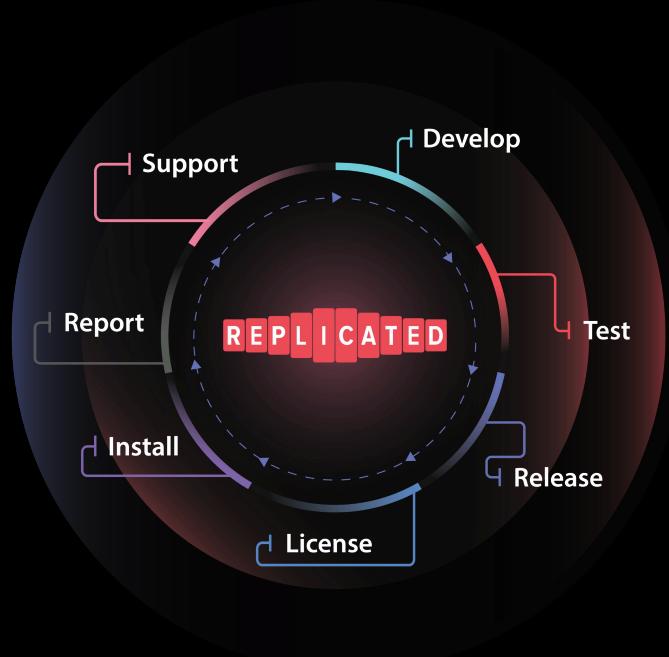




# The Commercial Software Distribution Platform

With Replicated, distribute your software to customers of every size in the most complex environments – including air-gap.



## 70 of the Fortune 100 already manage apps via Replicated

Replicated customers serve some of the world's largest and most innovative companies, from industries including financial services, artificial intelligence, data, and security.



# Deliver Kubernetes Apps Anywhere

## Take the friction out of shipping enterprise-grade modern applications securely

Software vendors are modernizing their apps with containerization and Kubernetes and need to deliver those apps to enterprises whose own infrastructure modernization journeys may be slower, more complex, and not necessarily containerized themselves. Shipping modern software to these diverse, complex, customer-controlled environments is hard and keeps vendors from doing what they do best – developing great apps.

Replicated helps software vendors ship their Kubernetes apps with **flexibility**, **speed**, and **ease for any customer** (running Kubernetes or not) on-prem, in air gap, or in the cloud.

### Benefits of Replicated for Kubernetes App Delivery and Management

- Accelerate time to market by focusing development on what you do best - your core products
- Provide a seamless and intuitive experience to your customers
- Reduce both delivery and ongoing support & maintenance costs by up to 80%



*We built all of these tools that theoretically you glue together and you get an on-prem installer. Turns out there is a lot more to it, so [now] we use Replicated.*





## Customer Management

With Replicated's vendor portal, vendors can easily manage the entire customer lifecycle – from free trials and open source/community licensing to Beta access or granular/custom feature entitlements, with open API integration to existing CRM systems and workflows.



## Compatibility Testing

Replicated's Compatibility Matrix empowers you to test your application across 60,000+ combinations of distributions, K8s versions, and configurations.

Ensure every release will work in every environment – before it goes out to your customers.



## Next Gen Admin Experience

The Replicated admin console offers the most advanced end-user experience for environment validation, setup, last-mile configuration, updates, snapshots and app management.



## K8s App Delivery & Management for Any Customer

Replicated's app manager and Kubernetes installer enables vendors to deliver to both customers with an existing Kubernetes cluster as well as to those without any Kubernetes knowledge. Deploy into any environment – on-prem, air gapped, bare metal, GovCloud, VPC, vSphere or existing Kubernetes clusters – all on a single architecture.



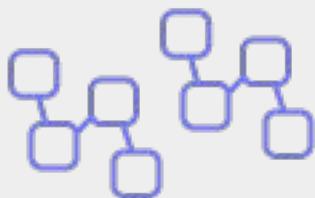
## Telemetry

Replicated's Instance Insights bring visibility into how, why, and when your customers are installing and using your applications.

Set up custom metrics to track what's most important to your organization, and implement notifications to stay on top of it all.

## Automotive Troubleshooting

With Replicated, collectors and analyzers simplify and streamline customer support by enabling automated and customizable data collection and analysis for rapid self service and reduced overall MTTR.



## Pipeline Integration

Replicated's release channels help vendors manage the release cadence that is exposed to their multi-prem customers while also supporting tight integration with their internal CI/CD pipelines.

## What our customers are saying...

We started as a managed SaaS offering but it quickly became clear that we were going to need to be able to deploy close to the data because in a lot of cases it can't leave customer VPCs. That's when we turned to Replicated.

Luke Segars | CTO & Co-Founder



Before we started using Replicated, it took as much as 90 days to set up a production instance. Today, an SE and I can get a production instance up in less than eight hours and we win business against slower competitors. And customers start getting value a month or two earlier.

Mike Simonton | Senior Sales Director



The #1 benefit for us is that our developers can spend less time doing infrastructure stuff, doing the stuff that enables the on-prem running of the application and more time developing features for the application.

Barry Gleeson | Sr. Product Manager

