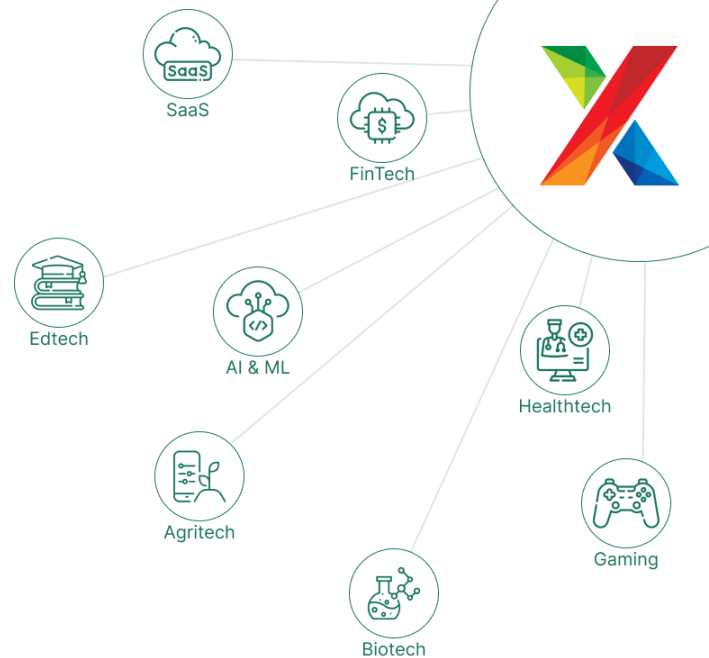




#AtmanirbharBharat



1st Made-in-India Enterprise-grade
Cloud Service Provider.



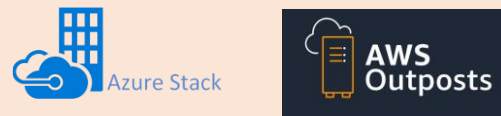
PROBLEMs in current Cloud Industry

1. Existing public cloud are hyper scalers. Not everyone needs this nature, but everyone pays premium for it.
2. Without direct support from CSPs, CloudOps remains a pain for businesses.
3. As companies grow, Public cloud costs escalate rapidly.
↓
4. Planning for Private Cloud exposes businesses to manage overhead of security, reliability, and compliance.
5. Available options for private cloud are charging premium for monopoly.

PUBLIC CLOUD



PRIVATE CLOUD / HARDWARE WITH VIRTUALIZATION



VIRTUALIZATION



6. How will we become "Atmanirbhar Bharat" without an Indian Cloud?

When all of India's amazing innovations are born on US based Cloud companies.

Solving these problems



Xloud gives India a complete Cloud infrastructure solution



Enterprise-Grade Cloud infrastructure by Xloud



Compute



Storage



Network



GPU



Database



Kubernetes



Load Balancer

1 Public Cloud

Build – Deploy - Scale

- Reliable cloud for businesses to host their product
- Powerful scalability with cloud native tools like Kubernetes.
- Support with custom hardware requirements.
- One-click deployment scripts for most common services

2 Private Cloud

Fully managed by us

- Virtualization on **individual** server level
- Collocated at our DC, or in-house DC.
- Improved security and compliance
- Enhance performance with dedicated infra

3 Hybrid Cloud

And
Best of both World

Xcloud's Core differentiator

1 Public Cloud

1. Personalized customization of infra
2. Handheld application modernization
3. 24/7 direct customer support
(Multilingual, 24x7, 365 days)*
4. 40-50% cost reduction right at the infra layer
5. 20% of infra reserved for credits



aws



Google Cloud

2 Private Cloud

1. Fully managed infrastructure support
2. Heterogenous infra with no-vendor lock in
3. Networking between multiple locations.
4. 24/7 direct customer support
5. Per server license model with add on support



vmware



Red Hat



Azure Stack



AWS Outposts

Market opportunity in Cloud industry.

Public Cloud

 **1,12,718**

DPIIT registered
Startups

 **633.9 L**

Total registered
MSME

 **1200**

Total large-scale
enterprises

 **\$17.8Bn**

Indian public cloud
revenue by 2027

Private Cloud

 **173**

 **1983**

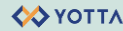
 **5275**

No. of data centers

\$56Bn

To be invested in
India for creating
data centers

 Reliance

 YOTTA

 airtel

 adaniconnex
DATA CENTERS

 CtrlS
DATA CENTERS

 NTT DATA

 ST Telemedia
Global Data Centres

 EQUINIX

\$124.1Bn

Global Server virtualization market size by 2030

Why Broadcom Is Killing off VMware's Standalone Products

VMware's roots are everywhere, and pulling them up is going to unearth a lot of dirt. The acquisition seriously changes the relationship customers will have with the new version of the company going forward.

Jan 23rd, 2024 11:59am by [Chris J. Preimesberger](#)

Government

We need an innovative India Cloud that caters to our people: Rajeev Chandrasekhar

The minister told IANS that the demand for storing data locally keeps growing as more and more global companies open their data centres in the country, like Amazon, Microsoft, Google and others.



IANIS
Updated On Mar 22, 2023 at 06:43 PM IST



Govt plans incentive scheme for cloud startups to thwart Microsoft, Amazon, Google domination

The government will also launch a tender to onboard the services of a private player for its cloud technology needs, said Union Minister Rajeev Chandrasekhar

Digital transformation, e-government, data localization among key reasons for growth of DCs in India: Techno DC

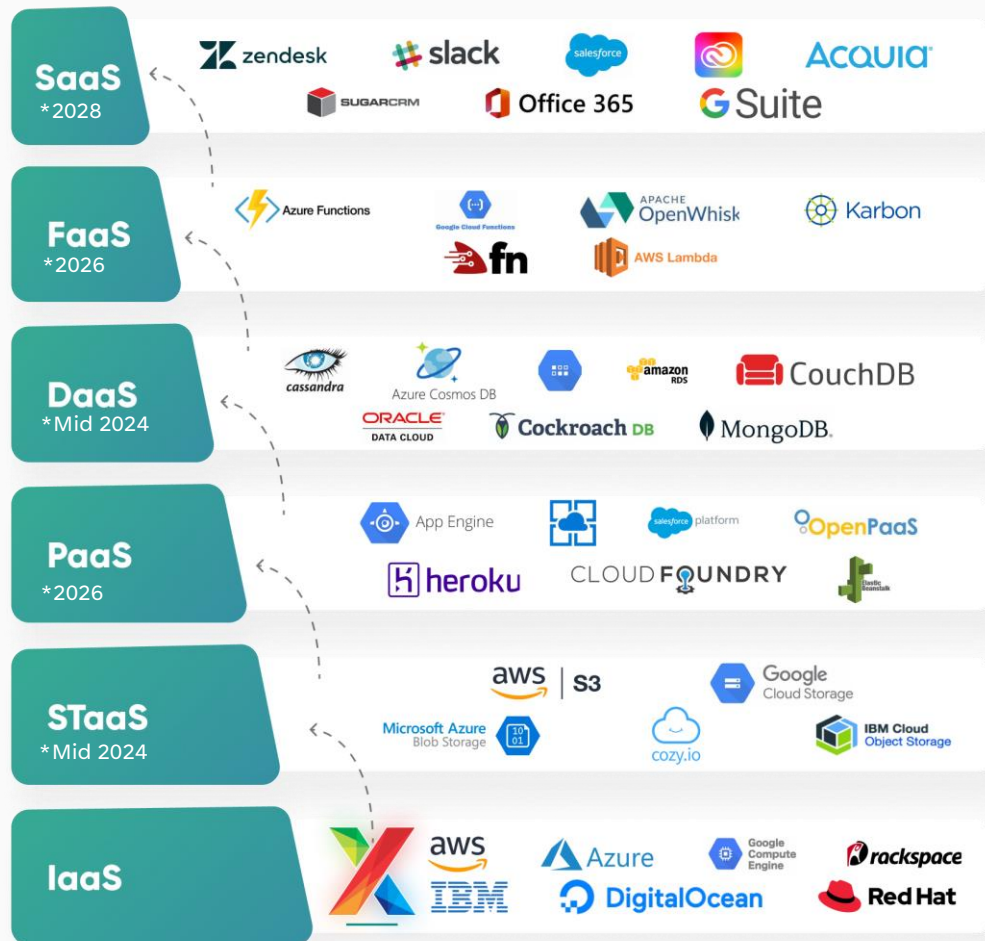
Digital transformation, e-government, data localization among key reasons for growth of DCs in India: Techno DC

[Home](#) / [Technology](#) / [Apps](#) / Google Play Store's dominance hinders govt's internet goals: Chandrasekhar

Google Play Store's dominance hinders govt's internet goals: Chandrasekhar

The minister's remark came in the backdrop of recent takedown of Indian apps by Google playstore that were not complying with its user choice billing system

EVERYTHING IS BUILT UPON INFRA LAYER



Future growth

Road to be the biggest technology company.

We are the infra for every innovation Started or will be Started.

★ We'll move up the ladder with a service at every layer creating a huge ecosystem of solutions and business.

*Our roadmap for creating service across layer

Revenue from public cloud

₹13.15L

Total revenue in last
5 months

₹ 1.5L

Avg. MRR

Traction of public cloud

16

Paying customers

8

Customers in PoC

15

Customers in Pipeline

Our Partner ecosystem

2

Partners onboarded

Private cloud customers

Clients in POC

 Bevywise

 **DELL**
Technologies

Meet the team

On Mission to leverage technology and drive Xloud to redefine the boundaries of what is possible in cloud computing domain.



Ankit Gupta

FOUNDER - CEO

15+ years of experience in virtualization, servers and IT infrastructure. In 2006, when AWS was introduced to world, he deployed his first network when he was in class 10th.

2 years later he launched his first server; and took first exposure to virtualization in 2011 when he made his liquid cooling PC.

Before Xloud he created two companies in Agriculture and Accounting. In 2019, While launching his next product on AWS he felt the gap in market and his expertise on cloud core depth. Fueling his curiosity not only he learned technology but also found the huge gap in Indian ecosystem. He gathered the technology team and today he is on road to take on the giants by creating India's 1st Cloud.



Rishabh Dev Sharma

CO-FOUNDER - CMO

2x entrepreneur with 5 years in startup ecosystem keeps him very close to the customers. He started his journey with a deep tech real-time wearable product selling to south American clients. Following that he created his own sports and gaming company. He is a specialist in creating Go-to-market strategies and creating optimized loops for various goals. Today at Xloud, he leads global branding and positioning creating leads for Xloud's private and public cloud segment.



Meet the team



Satish Patel

Co-founder, CHIEF TECHNOLOGICAL OFFICER

15+ years in deploying & managing Private Cloud on OpenStack for some of the biggest names in the industries. As the Senior System Administrator at Unity, Satish has led the charge in managing data centers and OpenStack private clouds, contributing significantly to the organization's technological prowess.



HARVARD
UNIVERSITY



Nikhil Suryan

Co-founder, CHIEF INNOVATION OFFICER

13+ years of hands-on design & implementation experience in major technologies and delivering specialized solutions to enterprise & startups. Being a specialist of DevOps, security and automation; He leads the innovation and solutions at Xloud. (SRE principles, DevOps, Cloud Solutions)



SEED STAGE

XLOUD'S SEED ROUND

We are raising a total of

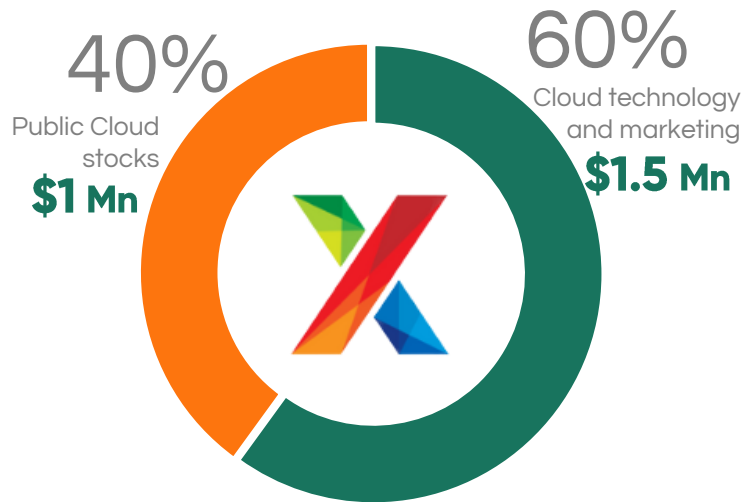
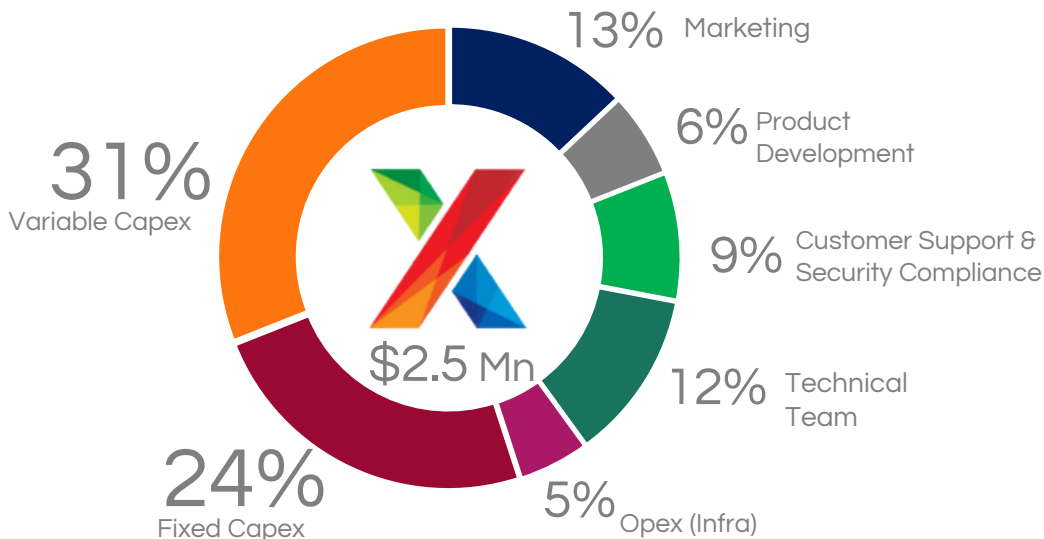
\$2.5 Million – 20%

1.0 MIL – Stocks for Public Cloud

1.5 MIL – Technology & Marketing

We will utilize funds to

- Reach out to new customers
- Strengthen our technology
- Increase our stock for sale





WE ARE RAISING FUNDS

Get in touch

And be part of the biggest technology company in making.

A-307, Ansal Chambers 1
Bhikaji Cama Place, Delhi - 110036

rishabh.sharma@xloud.tech
+91-7838390551

appendix

XLOUD TECHNOLOGIES



Heavy revenue in Indian Public Cloud Services market



\$6.2_{Bn}

REVENUE in 2022 from
Indian Cloud Industry

40%

Public Cloud market owned by
AWS and Azure in India. (2022)

\$17.8_{Bn}

REVENUE Market by
2027 in India

India Public Cloud Services Market to Grow at a CAGR of 23.4% for 2022-27, According to IDC

Non-Hyper-Scalers Cloud service providers globally



USA



ARR 2023: **\$713** million.



ARR 2022 : ~**\$200** million.



ARR 2023: **\$150** million.



Canada



VEXXHOST



Thailand



nipa.cloud
Transform | Migrate | Elevate



Europe



ARR 2023: **€897** million.



INDIA



INSIGHTS BASED ON OVER 15 YEARS OF EXPERIENCE IN INDUSTRY.

Market facts

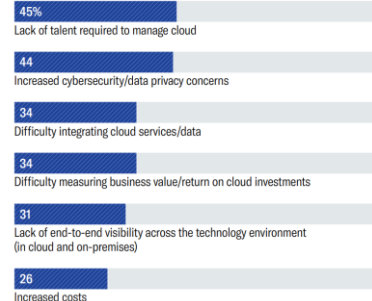
- There is a huge-huge demand of reliable Cloud in India at a better price.
- AWS or Azure has over 100 services. Which to use when to use, and how to use them, stays the biggest issue team face currently.
- AWS, Azure, GCP or any other CSP won't connect with you to understand your application and pain point. Their assistance is limited to portal management. Not infra support service.
- When company scale, cloud cost increase exponentially, and that's when they think of redesigning the IT architecture that's scalable and saves money.(Point when they also think of migration)
- There is currently no support from CSPs on architecture designing using their service for the product.
- Companies are moving towards hybrid cloud infra by deploying a private cloud/bare metal and public cloud but face difficulties and need support in managing two environment.
- Broadcom acquisition of VMware has raised it's cost, added a subscription and removed partners leaving a big space for virtualization service.



NEWS/BLOGS SECTION

(Click the blog)

What challenges has your organization encountered due to increased cloud adoption over the past year?
(SELECT ALL THAT APPLY)



Broadcom Cancels VMware Partner Agreements

The Broadcom/VMware® evolution continues. Effective Sunday, February 4th, 2024, VMware partner programs and incentives will cease to exist. This announcement was made on Friday, December 23rd in an email to all VMware partners, who will need to wait to see if they will be admitted to the invitation-only Broadcom Advantage Partner Program.

Software | VMware

VMware VCSP Customers Seeing 10x or More Cost Increases Under Broadcom

By Patrick Kennedy | February 19, 2024

pg. 7

Industry we cater to



Education

Enhance remote learning, student engagement, and learning outcomes through scalable and reliable cloud-based solutions.



Power & Utility

Optimize resource utilization and enable real-time control through cloud-based data management and IoT.



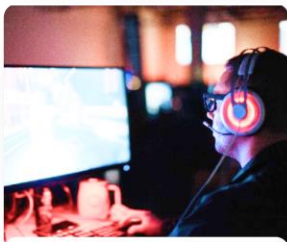
Government

Support digital transformation with secure cloud resources for digital campaigns and e-government services.



Fintech

Ensure data security, scalability, and compliance for financial applications and transactions in the cloud.



E-Sports

Deliver high-performance gaming experiences, host gaming platforms, and organize tournaments in the cloud.



Healthcare & Biotech

Enable secure storage and analysis of medical data, ensuring compliance and research support.



Gen AI

Accelerate AI development with cloud resources for training and deploying AI models.



Robotics

Support robotics development with cloud-based simulations, data storage, and real-time control capabilities.

Our biggest Customer along with Startups, MSME, & Enterprise is



Government

And We are going for Meity empanelment.



Efficient • Transparent • Inclusive





"The World runs on OpenStack"

The Most Widely
Deployed Open-Source
Cloud Software in the
World.

OpenStack is trusted to manage **40 Million+**
cores around the world, across dozens of industries.

Deployed by thousands. Proven production at scale.
OpenStack is a set of software components that provide
common services for cloud infrastructure.

Few companies using
OpenStack for their
Cloud infrastructure.



Future plans in pipeline

*As of Feb 2024

- Multiple availability zone within India & globally
- Mothership <> Edge Cloud architecture for customer with edge applications.
- Security compliance (SOC2)
- Marketplace for industry specific solutions (IoT, Robotics, FinTech and all)
- Cloud computing educational campaign across school, university, and companies.