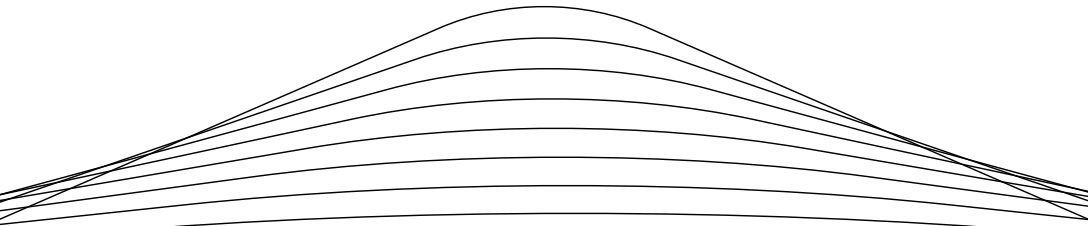# ELEMENTO

Starter Pack
2024

What do we do

At Elemento we seamlessly integrate all cloud services providing corporates and scaleups a faster, easier and more cost-effective solution for migrating and optimizing their cloud infrastructure.

We build the only

unified cloud platform

that disrupts the status quo simplifying the complex process of migration.

Whether you're a corporate aiming for operational efficiency or a scaleup eyeing rapid growth, our platform promises a journey to the cloud that is faster, easier and more cost-effective than ever before.

Key features

Elemento's disruption is built on top of a set of features driven by market needs and implemented with absolute genius:
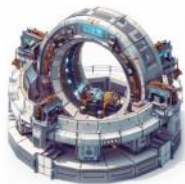
- Enter the world of effortless **cloud price brokering** through our state-of-the-art cloud interoperability. Seamlessly migrate, secure the best prices and enjoy the freedom to move between public and private clouds based on features, costs and performance.

- Experience the prowess of a "**private cloud on steroids**" as we seamlessly integrate your private servers with external public clouds. This unparalleled compatibility empowers you to decide where your operations run, putting unprecedented control in your hands.

- Our commitment to **unified cost management** takes centre stage, providing an insightful interface that keeps your cloud spending in check. With our platform, your journey to the cloud is not measured in years but in days achieving 80% faster results with just 20% of the investment.

- Step confidently into the **era of multi-cloud** with our game-changing approach that eliminates the need for specialized experts for each provider. Our universal language transcends complexities, offering enhanced infrastructural resiliency, the flexibility to mix and match the best solutions and cloud cost brokering...All without additional costs!

In your pursuit of cloud excellence, remember: **one cloud is never enough**.

With us embrace the freedom of choice, unparalleled compatibility and the efficiency of a streamlined migration process. Welcome to the future of cloud optimization, **where form follows function**, always.

Let's start by uncovering the **advantages** and specific solutions we offer for corporates showcasing how **Elemento** stands out in optimizing their cloud experience.

Cloud cost brokering

Private Cloud infrastructure

Unified Cloud management

Multi-Cloud accelerator

Elemento for large Enterprises

In the realm of large enterprises 94% have already embraced cloud solutions.

We know that our role isn't to sell the cloud. **It's about improving the journey to reach it!**

While moving to the cloud may be simple for 15% of software, a significant 85% demands **refactoring or reshaping** before transitioning.

This journey to the cloud is a complex, costly process, often lasting years and involving millions for medium to large-sized companies.

Elemento's team offers a unique solution!

Rather than **overwhelming** transitions directly **from private servers to the cloud** we introduce dynamic and user-friendly **private clouds**. These private clouds act as an **intermediate step** allowing for a gradual and modular infrastructure application porting under the complete control of the enterprise. By **transforming private servers into private clouds**, compatible with our technology, businesses can migrate to the cloud in days saving thousands compared to the multi-year, million-dollar processes.

Additionally, Elemento's integration of private and public clouds into a unified multi-cloud system empowers enterprises to **find the best prices**. Acting as your cockpit, our technology provides a **no-code configuration**, a unified management interface, portability towards multi-clouds and automatic utilization of the cheapest resources.

In essence we offer a revolutionary approach to cloud adoption **making the journey faster**, more **accessible** and more **cost-effective**.

Suggested products
see details in the following pages

AtomOS
by Elemento

Electros
by Elemento

Elemento for Cloud Natives

Scaleups, rapidly growing start-ups, face a **different challenge**.

While 94% already utilize cloud services, **80% of them rely on a single provider**, limiting their potential and exposing the flank to lock-ins and other limitations.

Multi-Cloud is the solution everybody wants, but the **technical gap** to adopting it is strong.

Elemento steps in to **break down the technical barriers** to using multiple cloud providers!

The common belief is that dealing with multiple providers complicates cost understanding, creating dependencies that make cost optimization challenging.
And that's true!

Elemento addresses this issue by **treating multiple clouds as one** through a proprietary yet open-source API.

This approach enables offering price brokering to **seamlessly move between providers** and ensuring cost observability for straightforward optimization.

For modern cloud-native scaleups the **cost reduction** can be **higher than 80%**.

This approach allows for server optimization strategies, starting from easy **price brokering** from multiple providers and performance-based **modulation of resources** leading to substantial cost reductions.

In addition, Elemento's pricing is full on **revenue sharing**. That means we do our best to make our customers spend less and get more, because our **margin** is just **50% of the total savings**.

Elemento for Cloud Providers

Elemento is always seeking for additional Cloud Providers to be integrated in its ecosystem.

We have connected many already, spanning from **hyper-scalers** to **niche providers** vertical on specific tasks and resources (such as high-performance **storage** or **GPUs**).

Our protocol, called **C4 (Cloud Computing Common Connector)**, is meant to be easily mapped to any Cloud Provider API.
Each mapping between C4 and your specific API can be deployed on one or more **Meson instances**, acting as gateways **towards Elemento's network**.

If you happen to adopt a **standard API** we already integrated, or you have your **well-documented one**, you can plug your datacentres into the biggest multi-Cloud with little to no effort!

We can increase your user-base by a large amount, allowing our customers to create their dream Cloud infrastructure **cherry-picking** the **best building blocks** from multiple providers.

To verify your compatibility, ask us how to connect or chat on any other concern, get in touch at providers@elemento.cloud.

AtomOS: Cloud-aware hypervisor

AtomOS is your hassle-free solution for a personal cloud on your computers.
As a top-notch **Linux-based hypervisor**, AtomOS relies on **plain KVM** and the best open-source tech to deliver a no-config on-premises cloud experience.

Effortlessly upgrade your servers to make them work as a powerful private Cloud.

- **KVM- and QEMU- based**: no need to learn new tools to operate with AtomOS as a sysadmin (aka `virsh list` works!).

- **Huge hardware compatibility**: AtomOS supports virtually any hardware. From a Pentium IV to the just released next generation GPU.

- **VDI support embedded**: on AtomOS you can run any workflow, from a web server to a powerful VDI workstation. Your fantasy is the limit.

- **Scalable by design**: an AtomOS cluster is just a bunch of hosts running it within the same network segment. Our patented discovery mechanism orchestrates them without orchestration.

- **VMware/Hyperv portability**: VMs running on other systems can be deployed on AtomOS easily. Since the basis is just Linux, the standard utilities simply work.

AtomOS is priced at **600€/year** per motherboard. Bigger server are better for our planet, and we want you to fully exploit them. At no additional cost.

AtomOS can be installed on any Alma Linux 9 or Rocky Linux 9 pre-existent installation by simply running:

```
$: sudo bash -c "curl https://repo.elemento.cloud/get-atomos.sh | bash"
```

Buy your license here.

Meson: universal Cloud gateway

Meson serves as the pivotal API gateway seamlessly **connecting existing clouds** to the Elemento ecosystem.

With Meson we achieve a remarkable feature: **mapping CSP-specific APIs** into Elemento's unified framework.

This capability allows us to effortlessly integrate Public Clouds and non-Elemento on-premises Clouds (e.g. Open Stack, Open Nebula) into our ecosystem.
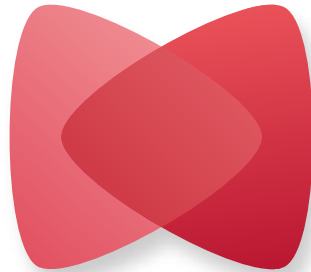
Meson simplifies the connectivity process eliminating the need for extensive effort, making the addition of **new providers effortless**.

Thanks to our **unrivalled federation** of providers, you can rely on:

• **Price brokering**: get the best prices for a given computing resource. Easily compare providers to highlight differences and choose your best option.

• **Mix & match**: using more than one provider at once makes your infrastructure really resilient. While a single provider can fail, multiple ones cannot fail together at the same time.

• **Best of breed**: not all providers are good at providing anything. Pick the best ones for each specific task, mix them and get the right Cloud.

• **Compliance**: some providers offer bleeding edge certifications, some don't. Be free to choose what you need, when you need it.

Central Meson instances are handled by Elemento itself. We work behind the scenes to obtain **volume discounts** and additional **benefits**. We **share 50%** of the price reduction with our customers.

Meson can even be deployed as a **private instance** linked to **your own account**. While you loose discount sharing, you can get better accountability. Private Meson starts at **2k€/year**.
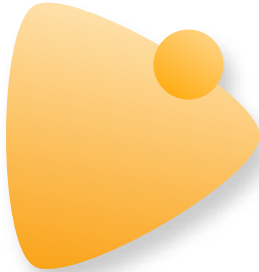
Meson
by Elemento

Supported providers

Google Cloud   UpCloud

wasabi

Beta phase providers

aws   OVHcloud   aruba CLOUD

Microsoft Azure

Next batch providers

linode   Scaleway
Akamai Cloud Computing   The cloud of choice

Electros: Cloud Control Plane

Electros is our go-to desktop app, simplifying VM **management across any cloud**.

With both **CLI** and **GUI**, it's your streamlined solution for deploying, managing and customizing VMs effortlessly.

Electros makes cloud control straightforward offering a unified interface for unparalleled convenience.

With Electros you can manage from one single control plane:

- **VM**: create, deploy, manage, use and destroy Virtual Machines across private servers running AtomOS and public Clouds.

- **Storage**: create bootable, shareable, read only or private storage volumes on private storage spaces or directly on Cloud.

- **Network**: we included our own Software Defined Network layer, able to create virtual LANs spanning multiple providers to interconnect multiple VMs.
  MTU 1460 won't top us!

Electros runs on any desktop operating system. Get yours now by simply running:

```
$: python3 -m venv elemento-venv
$: source elemento-venv/bin/activate
$: python3 -m pip install elemento-cli
$: elemento info
```

To get Electros GUI, visit our website at
https://www.elemento.cloud

The Cloudnauts

Gabriele Fronzé
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Filippo Valle
CTO
Ph.D. in AI and ML

Ivano Menso
CPO
M.Sc. in Engineering

Giulia Sannai
CMO
M.Sc. in Musicology

Luca Benzi
CSO
M.Sc. in Law

We are proudly part of

Google Cloud for Startups

aws startups

Microsoft for Startups

NVIDIA INCEPTION PROGRAM

OVHcloud Startup Program

Open Trusted Cloud

gaia-x

FIN⁺TECH

We got featured on

LA STAMPA la Repubblica

Cloud Champions

SLUSH

talentis GI START-UP PROGRAM

PNI PREMIO NAZIONALE INNOVAZIONE

ELEMENTO
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