

## Business Summary

AirVM caters to the growing cloud management platform market and is focused on selling to cloud service providers. The company's product is called AirSembly and enables cloud providers to offer self-service on-demand IaaS direct-to-customer or through a multi-tier channel model. The AirSembly software platform was developed with insights gained from IaaS providers and AirVM's own IaaS offering.

## Addressable Market

The addressable market is \$1.2B by 2016 with a CAGR of 42% (Gartner, February 2013). AirSembly is sold to Cloud Service Providers directly and licensing aggregators such as Insight, Tech Data, Crayon and First Distribution.

## Company History

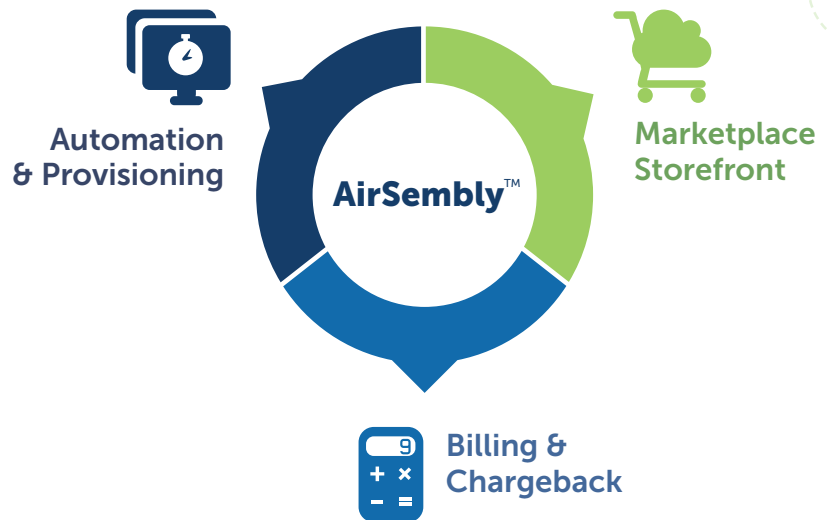
In 2011, AirVM delivered cloud innovation with software to enable service providers and white-label distributors to sell and deliver fully automated cloud services at scale.

AirVM's cloud management platform powers more than 50 service provider partners in over 15 countries. The AirSembly technology is patent pending.

The company closed an \$8M Series A round of funding in August 2015, led by RHO Canada Ventures, and joined by Build Ventures and previous investor Wesley Clover.

## Company Product

The AirSembly software is a complete cloud management platform offering a self-service portal for customers, automated provisioning, a white label UI and full billing and chargeback capability. The platform integrates into the vCloud Suite from VMware including vCloud Director, vCenter and vCloud Network & Security and vCloud Air. VMware is the global leader in virtualization software powering over 80% of data centers including those generally used for IaaS.



### Company Snapshot:

- [www.airvm.com](http://www.airvm.com)
- Industry: Cloud Management
- Employees: 49
- Founded: September 2011

### Management Team:

- CEO – Joshua Vautour
- VP Sales – Bart Schneider
- VP R&D – Jamie Pitt
- CFO – Susan Richards
- CPO – David Waugh

## Select Customers

