

StorMagic SvHCI™ with Mako Networks

Delivering a Fully Resilient Edge Platform



As organizations roll out IT projects at edge locations, the success of the deployment depends on more than the compute and storage platform alone. Edge sites often operate with limited or no on-site IT staff, constrained budgets, and a need for reliable local application availability. StorMagic SvHCI addresses these infrastructure requirements by providing a right-sized, highly available hyperconverged platform for on-site applications and data.

The network infrastructure that supports SvHCI is an important consideration as part of the deployment. In this regard, Mako Networks strengthens the network foundation that edge infrastructure depends on. Its cloud-managed, security-first networking platform is designed for distributed environments, helping organizations connect, secure, monitor, and manage remote locations at scale. For edge deployments, this can reduce operational complexity, improve uptime, simplify compliance efforts, and provide resilient connectivity for local workloads, centralized services, remote support, and business-critical applications.

Together, StorMagic SvHCI and Mako Networks create a practical edge architecture: SvHCI keeps applications running locally with dependable, value-driven infrastructure,

while Mako provides secure SD-WAN connectivity, centralized network management, and policy consistency across locations. This combination is especially valuable for distributed enterprises that need reliable performance, simplified operations, and a repeatable rollout model across many sites.

Is this for me?

- Do you have many locations to manage?
- Does your IT team spend time and budget supporting remote sites?
- What happens operationally when a site loses VM's, data and networking?
- Are you looking to reduce WAN/network costs?
- Are you looking to reduce costs when deploying connectivity and high availability servers for a new location?
- Do you have visibility into every site from a single dashboard?



A Repeatable Blueprint for Edge Modernization

Edge locations are becoming increasingly critical to distributed enterprises, but they also introduce operational challenges: limited on-site IT resources, constrained space and power, heightened security requirements, and the need to keep local applications available even when connectivity is disrupted. StorMagic SvHCI addresses the infrastructure side of this challenge by delivering a lightweight, cost-effective hyperconverged platform designed for reliable on-site applications and data at the edge.

To maximize the value of a StorMagic SvHCI rollout, organizations should also evaluate the network layer that connects, protects, and manages those locations. Mako Networks provides a strong complement by delivering secure, cloud-managed SD-WAN networking for distributed sites. Its platform is designed to simplify the management of large numbers of

locations, support resilient connectivity, and apply consistent security policies across the enterprise.

The combined approach gives organizations a repeatable blueprint for edge modernization. StorMagic SvHCI keeps critical workloads running locally with right-sized compute, storage, and virtualization, while Mako Networks provides secure connectivity, centralized visibility, and operational control needed to manage those environments at scale. Together, they help reduce deployment complexity, lower operational overhead, improve resiliency, and support compliance-driven environments.

For organizations planning edge infrastructure refreshes, VMware alternatives, or multi-site modernization initiatives, pairing StorMagic SvHCI with Mako Networks creates a practical, channel-ready solution: simple to deploy, easier to manage remotely, secure by design, and well aligned to the needs of retail, branch, ROBO, healthcare, manufacturing, and other distributed environments.

Customer Benefits

Always-On Operations

- ✦ Mako keeps sites connected through SD-WAN, VPN, and cellular failover capabilities.
- ✦ StorMagic keeps applications and data running locally through its high availability architecture, even if a server fails.

Outcome: Reduced downtime for POS, fuel systems, inventory, surveillance, and branch applications.

Edge Infrastructure Without Data Center Costs

- ✦ Mako eliminates the need for expensive networking expertise at every location through centralized cloud management.
- ✦ StorMagic delivers enterprise availability with as few as two servers, eliminating the need for traditional SAN infrastructure.

Outcome: Lower CapEx and OpEx across hundreds or thousands of sites.

Designed for Distributed Enterprise

- ✦ Both companies specifically target remote offices, retail stores, branch locations, and edge deployments where IT resources are limited.

Outcome: Consistent operations across large multi-site environments.

Simplified Management

- ✦ Mako provides centralized visibility and control of networking policies.
- ✦ StorMagic simplifies edge virtualization and storage management with lightweight infrastructure and centralized oversight.

Outcome: Smaller IT teams can manage significantly more locations.

Use Cases

The StorMagic and Mako Networks joint solution is focused on industries that have many remote locations, limited onsite IT staff, business-critical applications at the edge, and high costs of downtime.

1. Convenience Stores & Fuel Retail (Best Fit)
2. Quick-Service Restaurants & Franchises
3. Specialty & Big-Box Retail
4. Healthcare Clinics & Urgent Care Networks
5. Financial Services & Branch Banking
6. Logistics, Warehouses & Distribution Centers
7. Manufacturing & Industrial Edge

Use Case 1



Convenience Stores & Fuel Retail

- Point-of-sale, fuel dispenser controllers, and payment systems must stay operational 24/7, since even brief outages directly halt fuel and merchandise sales.
- Sites are numerous, geographically dispersed, and typically staffed without dedicated on-site IT, making centralized management essential.
- PCI-DSS compliance requirements demand consistent, auditable security policies across every location.
- Many sites are in rural or remote areas where primary WAN links can be unreliable, requiring resilient failover connectivity.

StorMagic Value:

StorMagic SvHCI keeps POS, fuel dispenser, and payment applications running locally with two-node high availability, so a single server failure never takes a store offline.

Mako Networks Value:

Mako Networks delivers SD-WAN with cellular failover and centralized, PCI-friendly security policy enforcement, keeping every site connected and compliant without local networking expertise.

Value Proposition:

Never let a server or network outage cost you a sale.

Use Case 2



Quick-Service Restaurants & Franchises

- POS, kitchen display systems, and drive-thru ordering directly drive revenue and customer experience, so downtime is costly and visible.
- Franchise models need a standardized, repeatable technology rollout that franchisees with limited technical skill can operate.
- Peak meal-time and seasonal demand spikes require networks and applications that stay resilient under load.
- Franchisors need centralized visibility to enforce consistent policies and troubleshoot remotely across hundreds of locations.

StorMagic Value:

StorMagic SvHCI provides a lightweight, two-server HA platform that keeps POS and kitchen systems running without requiring on-site IT support at each restaurant.

Mako Networks Value:

Mako Networks gives franchisors a single cloud dashboard to deploy, monitor, and enforce consistent network policies across every franchise location.

Value Proposition:

One reliable blueprint for every restaurant, everywhere.

Use Case 3



Specialty & Big-Box Retail

- Stores run multiple concurrent applications, including POS, inventory, self-checkout, and surveillance, that all depend on reliable local infrastructure.
- Large store counts and footprints make centralized network visibility and control critical to IT efficiency.
- Seasonal peaks, like holiday shopping, demand infrastructure and connectivity that won't buckle under increased transaction volume.
- Loss prevention and inventory accuracy rely on continuously available local data and video systems.

StorMagic Value:

StorMagic SvHCI consolidates POS, inventory, and surveillance workloads onto a small, highly available footprint, so retail operations continue even if a server fails.

Mako Networks Value:

Mako Networks secures and centrally manages connectivity across every store, giving retail IT teams consistent policy enforcement and visibility from headquarters.

Value Proposition:

Protect every store's systems and connections, no matter the season.

Use Case 4



Healthcare Clinics & Urgent Care Networks

- Electronic health records and clinical applications must remain available locally to avoid disrupting patient care.
- HIPAA and other healthcare regulations require strong, auditable security and network controls at every site.
- Clinics and urgent care centers often operate without dedicated on-site IT staff.
- Distributed clinic networks need centralized monitoring to maintain compliance and respond quickly to issues.

StorMagic Value:

StorMagic SvHCI keeps EHR and clinical applications available locally through high availability architecture, protecting continuity of patient care even during a hardware failure.

Mako Networks Value:

Mako Networks provides security-first, centrally managed networking that helps clinics maintain HIPAA-aligned compliance and gives IT teams visibility across every location.

Value Proposition:

Safeguard patient care with clinical systems that never go down.

Use Case 5



Financial Services & Branch Banking

- Teller systems, ATMs, and core banking applications must stay online to maintain customer trust and transaction continuity.
- Financial regulations require strong security, encryption, and audibility across every branch network.
- Branch banking budgets are under pressure, with smaller IT teams supporting more locations.
- Connectivity outages can directly halt transactions, so failover connectivity is essential.

StorMagic Value:

StorMagic SvHCI ensures teller and core banking applications remain available at the branch, even if a server fails, protecting transaction continuity.

Mako Networks Value:

Mako Networks delivers secure, compliant SD-WAN connectivity with centralized visibility, simplifying audits and protecting financial transactions across every branch.

Value Proposition:

Deliver secure, always-on branches customers can count on.

Use Case 6



Logistics, Warehouses & Distribution Centers

- Warehouse management systems, barcode scanning, and automation depend on continuous local infrastructure availability.
- Downtime directly impacts shipping SLAs and can cascade into costly supply chain delays.
- Large physical facilities and variable connectivity conditions require resilient, reliable networking.
- Rapid growth in the number of distribution sites demands a scalable, repeatable deployment model.

StorMagic Value:

StorMagic SvHCI keeps warehouse management and automation systems running locally, preventing shipment delays caused by server outages.

Mako Networks Value:

Mako Networks ensures reliable, secure connectivity across large warehouse footprints and links to carriers and partners, all managed from a central dashboard.

Value Proposition:

Resilient systems and connectivity that keep shipments on schedule.

Use Case 7



Manufacturing & Industrial Edge

- SCADA, MES, and IIoT systems must run reliably at the edge to avoid costly production line stoppages.
- Plant floor environments require compact, rugged infrastructure that doesn't need a data center.
- OT and IT networks must be securely segmented to protect industrial systems from broader network risks.
- Growing numbers of plants and facilities need centralized visibility into network health and security posture.

StorMagic Value:

StorMagic SvHCI keeps MES, SCADA, and production applications running at the edge with a small-footprint, highly available platform, minimizing costly line stoppages.

Mako Networks Value:

Mako Networks secures and segments OT and IT network traffic across plants while giving centralized visibility into the health and security of every site's network.

Value Proposition:

Securely connect and protect production systems while ensuring continuous plant operations.