

Mr. Anderson Melo,  
Chief Financial Officer  
Magnum Tires

#### The Letter of Reference for ITnsify and Troposphere

Magnum Tires is one of Brazil's largest importers and distributors of Tires and tubes started its tire import business in 1991. It is headquartered in Jaboatão dos Guararapes in the metropolitan region of Recife, near Suape Port and the international airport and occupies an area of 25,000m<sup>2</sup> with 17 docks for loading and unloading goods. It has another modern and well-equipped distribution center in Santa Catarina to facilitate service to the south and southeast regions, meeting the growing demand more strategically. It has invested heavily in technology to serve the various sales channels throughout Brazil, seeking to simplify processes and offer the best products by excellent conditions. Magnum Tires is the largest importer of tubes in Brazil and the largest importer of GT Radial tires in Latin America.

In 2019, Magnum Tires took an initiative to modernize its information technology infrastructure to provide better services to its many partners and customers. An extensive review process was undertaken and it was decided to vacate an old data center and migrate its main office services and servers to a cloud platform. This has meant a major potential disruption to our business if the migration of our critical email services and administrative purchasing applications decreases. We conducted a survey of the cloud service provider market and, after intensive interviews, selected ITnsify and Troposphere as our G-Suite and Google Cloud Platform managed service providers to plan and implement the migration. The migration was performed during a planned period, without interruptions in our business. ITnsify has ensured the successful migration of more than 370 G Suite users, without disruption to existing critical email and data migration services. Troposphere successfully migrated 20 servers over a weekend with minimal downtime to customer and partner tire sales platforms.

It's been several months since Magnum Tires manages its own private data center on Google Cloud Platform. We have already seen a reduction in our monthly information technology costs, and Google Cloud's long-term compromised usage options have helped us further reduce our monthly costs. Today, with the flexibility of the Google Cloud Platform, we are able to easily expand our business-driven technology services as a new customer-facing portal in much less time, effort and cost than our old data center would need.

Our goal is to leverage the global scale capabilities that Google Cloud Platform offers to expand our business equally on a global scale. With ITnsify and Troposphere, we are confident that we will do so in a planned and strategic manner.

Magnum Tires recommends ITnsify and Troposphere for their Google Cloud migration. For us, they continue to provide excellent support for the new G Suite collaboration and office applications environment and other technology platforms and support our IT staff as they transition to the new Google Cloud Platform environment, supporting our virtual machine-based production servers. We are very pleased with your services.

Magnum Tires