

EVault Cloud-Connected Service Provider Program



Key Benefits

- Get the very best online data protection technology for your SMB/SME customers
- Quickly build a profitable cloud-based backup and recovery business
- Get to market fast with a packaged program that will begin generating a recurring revenue stream in two to four weeks
- Rest assured we're backing your business with the EVault brand, cloud, and data protection experts

Bringing the Cloud to the Channel—and Changing the Game

The EVault® Cloud-Connected Service Provider (CCSP) program is a unique channel offering that packages EVault technology and best practices to help any Value-Added Reseller (VAR) or service provider quickly build a profitable cloud-connected data protection service—backed by the EVault cloud. It gives resellers and service providers a new way to expand their service offerings, build a new recurring revenue stream, and profitably tap into the fast-growing cloud data protection market.

The EVault CCSP program is a breakthrough business model that takes collaboration between cloud technology vendors and the reseller channel to a new level. You'll quickly build a profitable cloud business. And your customers will get the best of both worlds: your local presence and customer intimacy, and the backing of the EVault cloud.

See If the CCSP Program Is Right for You

Do you lack the right resources to build out and maintain a cloud infrastructure and to adapt your business to the cloud? Do you want to participate profitably and stay relevant in the emerging cloud business model—with minimal risk, using a technology platform you can trust?

The EVault CCSP program is the answer if you fit one of the following descriptions:

- **Existing backup hosting provider looking to get it right**—You currently host a backup service that isn't meeting your needs for quality, security, cost, and profitability.
- **Hosted service provider that wants to add a backup service**—You want to expand the IT services you offer through your own data center to include backup and recovery.
- **VAR moving to hosted services for the first time**—You're totally new to hosted services and want to build out your data center capabilities and hosting expertise.

Get the Very Best Online Data Protection Technology for the SMB/SME

Built specifically for delivery as a service, EVault offers pure disk-to-disk backup technology, optimized wide area network (WAN) performance, and built-in efficiencies for data storage and transfer—such as front-end and back-end deduplication, data compression, and the highest levels of end-to-end encryption. And the rock-solid EVault cloud infrastructure is built on nine geographically dispersed SAS 70 Type II- and ISO-certified data centers.

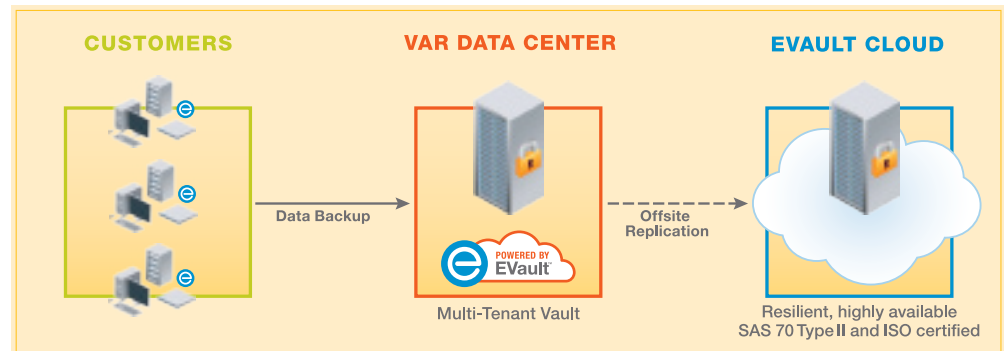
Partner Program
EVault Cloud-Connected
Service Provider Program

“We’ve partnered with EVault because they live and breathe data backups, and are the only vendor who can offer all the components— hardware, software, service expertise, support and cloud infrastructure— to help us get our data protection service up and running effectively.”

—Brian Dosal,
Director of
Sales & Marketing,
Compuquip
Technologies

Get to Market Fast with EVault CCSP

The EVault CCSP program is packaged to ensure you’ll be up and running and generating a recurring revenue stream in two to four weeks. Your all-in-one EVault appliance bundles pre-configured hardware, software, and storage with unlimited agents, enabling you to deploy a multi-tenant backup and recovery system within your own data center.



Most important, all customer data that’s backed up to your location is replicated to the EVault cloud—and if your site fails for any reason, all customer backups failover to the EVault cloud. The EVault CCSP program also ensures we transfer our best practices for running a SaaS-based business—such as configuring your SaaS environment, rolling out key business and operational processes, and performing critical functions including reporting and billing.

The EVault CCSP program gives you a flexible “pay-as-you-grow” model, with several tiers of storage capacity and the ability to expand as your business grows. EVault has 13 years’ experience deploying cloud-connected backup and recovery solutions. You’ll get rolling quickly with a rigorous training and certification program, complete with online and in-person training, as well as technical, business, and environmental certification of your environment. And once you’re live, we’ll provide packaged sales and marketing tools, web and advertising templates, and pre-defined marketing programs to keep your business booming.

Rest Assured that We’re Backing Your Business

When you’re backed by EVault, you’re backed by the same brand that’s trusted by more than 30,000 customers worldwide. And you’re backed by unlimited expert EVault support and guidance from the leaders in backup and recovery.

Take the Next Step

We’re bringing the cloud to the channel—and changing the game. To learn more about the EVault CCSP program, or to join, please call us at 1.877.901.DATA, email us at potentialpartnerinquiries@evault.com, or visit us at www.evault.com/partners.



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