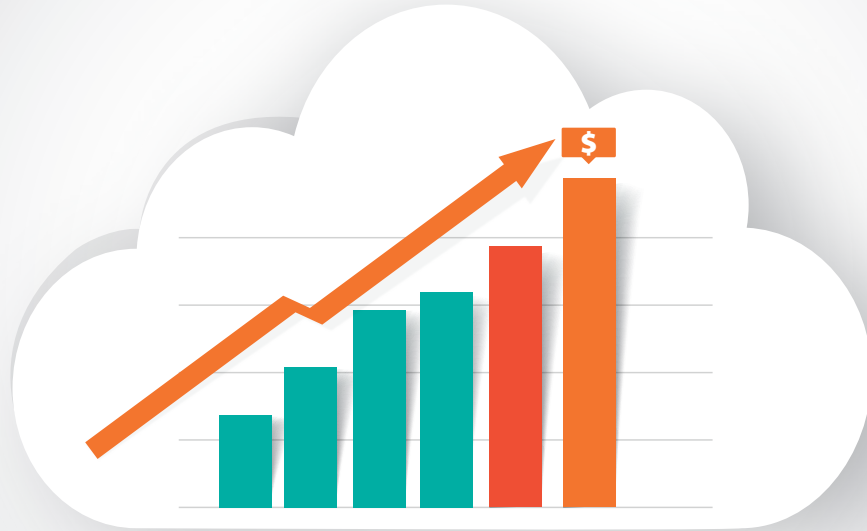




# THE KEEPITSAFE PARTNER PROGRAM

OUTSELL YOUR COMPETITION



## THE DOUBLE ADVANTAGE

According to a survey by Forrester Research, nearly 40% of small and mid-size businesses plan to implement a cloud-backup solution within the next two years.

At **KeepItSafe**® we want to ensure that our partners capitalize on this exciting revenue-driving potential, so we built a turnkey suite of backup solutions designed for MSPs, VARs, and IT Service Providers.

We believe that when you succeed we succeed, which is why we work hard to help you differentiate your business and position it for maximum success and profitability. We help provision your customers with the best technology, service, and support available. This includes access to our powerful suite of new-generation data-protection solutions, improved financial rewards, and depth of resources.

Reselling KeepItSafe online backup and disaster-recovery services is an ideal way to maintain growth and profitability into the future, for each of us. Let's start selling together.





# WHY PARTNER WITH KEEPSAFE?



## OUTSELL YOUR COMPETITION

Not only does the KeepItSafe Partner Program provide the proven technology to meet your customers' recovery goals, but our partner-centric approach provides the tools to bolster growth:

- Lead referral program
- Favorable margins
- Technical sales support
- Marketing support
- Channel account management
- Increased IT resources

## FULLY MANAGED AND MONITORED SERVICE

With KeepItSafe's fully managed and monitored approach, your customers' data is proactively protected 24/7 by our global team of support engineers. All backup activity is analyzed, from the initial software installation to the daily reporting of backup logs. We handle everything so you don't have to worry about anything.

- 24/7 live support
- Single pane of glass management
- Daily reporting of backup logs
- Multi-model implementation with public, private, or hybrid cloud architecture

## MAXIMUM SECURITY

KeepItSafe is one of the only enterprise-grade backup providers awarded ISO 27001 security certification, meaning that your client data is continuously protected by the highest security standards available.

- 256-bit AES encryption in-flight and at rest
- Redundant Tier-IV data centers
- NIST FIPS 140-2 certified
- SAS 70 Type II certified
- Compliance expertise
- Delta blocking for instantaneous restore





# OUR SUITE OF **DATA-RECOVERY SOLUTIONS**

## **KEEPITSAFE ONLINE BACKUP**

Information is one of your company's most valuable assets, and it gets more difficult to manage every day. KeepItSafe Online Backup securely stores in the KeepItSafe Cloud the data you generate from servers, databases, enterprise applications, mobile devices, cloud applications, and virtual machines.

Should you ever need to recover your data, KeepItSafe Online Backup combines the rapid recovery time of a private cloud application with the cost savings, compliance, and scalability of a public solution.

Plus, it requires no on-site equipment, and integrates all data-protection into a secure, accountable, off-site solution for the setup, monitoring, and management of all your data backups.

## **KEEPITSAFE DR: ADVANCED DATA PROTECTION**

Robust and reliable, KeepItSafe DR is a fully managed service supporting Windows and Linux environments. It is also application-aware, thereby effectively protecting your mission-critical Microsoft Exchange, Microsoft SQL, and Microsoft SharePoint applications.

KeepItSafe DR protects not only physical platforms but VMware ESX, VMware ESX(i), and Microsoft Hyper-V virtual platforms via a single user interface, recovering application data from a block level to an individual file locally in just minutes.

KeepItSafe DR delivers advanced data protection with fast, image-based backups across virtual, physical, and cloud environments, unifying backup, replication, and recovery in one solution.

## **KEEPITSAFE MOBILE**

The rise of the mobile workforce and the corporate shift toward bring-your-own-device (BYOD) policies have led to less IT visibility into critical business data on laptops or mobiles, and more potential for data loss and breach.

KeepItSafe Mobile puts this control back into the hands of IT, with integrated tools for protecting and governing data across multiple operating systems, networks, and devices. All while providing a seamless end-user experience.

KeepItSafe Mobile prevents data loss on endpoint devices while enabling users with secure access to corporate information anytime, anywhere. By the same token, your IT team gains the ability to mitigate remote-workforce risks.





# YOUR TRUE MARKETING PARTNER

KeepItSafe is dedicated to helping our partners grow their businesses and create lucrative new revenue streams selling our solutions. Your partnership comes with a wide range of ongoing marketing support, and our KeepItSafe marketing team is always here to help you.

- Channel marketing consultation and expertise
- A library of co-branded collateral
- Complementary email marketing platform and templates
- Sales incentive programs
- Authorized partner logo
- Co-authored sales and marketing webinars

