

Overview

The EVault Partner Program and You: Made for Each Other

“The IT industry is in the midst of an important transformative period as companies invest in the technologies that will drive growth and innovation over the next two to three decades.”

—IDC Chief Analyst
Frank Gens

Welcome to the Cloud. Perhaps You’ve Heard of It?

The cloud is in many ways replacing the computer as we have known it. According to industry analyst IDC’s 2010–2014 forecast, cloud spending will top US\$100 billion by 2016. Much cloud adoption is being driven by cloud-based data backup and disaster recovery services. In fact, according to IDC, the only technologies that enterprise IT professionals are more likely to deploy in the cloud are collaboration applications and email. Over 50 percent of small and midsize firms plan to use cloud services. Storage is a huge part of the cloud story.

Smart resellers and service providers are making sure, even as they take care of today’s business, that their strategy for the future includes cloud services.

Why EVault?

If you’re looking to expand your service offerings and build a recurring revenue stream—quickly, profitably, flexibly (tailored for you), for the long-term, with no fuss, no guesswork, and without disrupting your current business—EVault® is the ideal partner. We offer a breakthrough business model that takes vendor-channel collaboration to a whole new level.

A Track Record You Can Count On



100
petabytes
of data under
management



15,000
recoveries
per month



1,600
annual
best-practice
implementations



400
successful disaster
recovery tests
per year



98
percent of
customers satisfied
with support

“Best customer service experience I have ever had with *any* company.”

—Gibraltar Bank

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It's hard to beat the EVault pedigree. We were founded as a cloud backup and recovery firm in 1997 (we like to say we've been cloud before cloud was cool). We are cloud backup and recovery experts. We are a market leader with 38,000+ customers. With our partners, we manage 100 petabytes of data and help customers recover data 15,000 times a month. Our customer satisfaction rate exceeds 98 percent, month after month, year after year. We're a growing, global organization with huge momentum in the market.

Award-Winning People and Programs



Any company can say it's an excellent partner. We have proof.

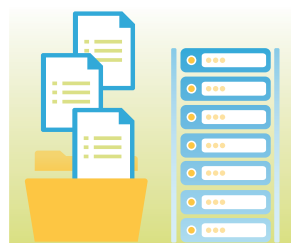
Get a Piece of the Cloud. Keep Your Current Business.

We can help you quickly and profitably participate in the cloud while maintaining your existing business. This gives your customers the best of both worlds: your local presence and your knowledge of their business, all backed by EVault—which is itself backed by Seagate Technology, the world's largest storage company—and the ironclad EVault cloud. And we know how to help ensure you deliver a highly positive customer experience.

Deliver Full-Service Backup and Recovery, Complete Coverage

Protect their data. . .

and get it back!



**EVault
Software
and SaaS**
Server Data
Protection

Protect customer
server data. . .



**EVault
Endpoint
Protection**
Endpoint Data
Protection

Protect customer
endpoint data. . .



**EVault
Cloud Disaster
Recovery
Service**
4-, 24-, or 48-Hour
SLA Options
(not all regions)

And recover critical systems
after a disaster.

Now you can offer customers complete data protection.

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Comprehensive EVault Solutions

EVault solutions are diverse and flexible enough to support your growing business as you transition to your cloud-based future. We offer traditional software and hardware products and services, software as a service (SaaS), and cloud-connected™ solutions that enable you to seamlessly protect your customers' data onsite as well as replicate it to the EVault cloud. With EVault on your team, you have a complete, completely integrated product line to sell: server protection, endpoint protection, and (for when things go really wrong) disaster recovery.

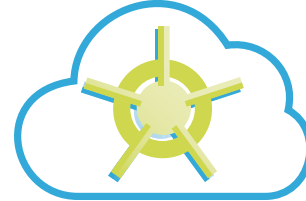
Build Your Own SaaS Business



EVault Cloud

Build a profitable cloud-based data protection service—backed by EVault and the EVault cloud.

- Deliver secure, reliable, and efficient SaaS-based backup and recovery services
- Replicate customers' data to the trusted EVault cloud



Private Cloud

Offer an integrated data protection solution on your own infrastructure.

- Build on EVault's 15 years of proven success
- Receive strategic consulting on how to build a profitable service business

It Really Is All About You

Best of all for you, we are a 100-percent channel organization. We are passionate about making our partners successful. We will transfer knowledge and best practices and provide you with the tools you need to get up to speed quickly. We have an excellent track record helping our partners around the world transform their businesses. We want to do the same for you.

Our partners will tell you that it pays to work with EVault. Not all customers are created equal, and not all partners need the same solutions. EVault flexibility means you win more deals and you get the revenue model that makes sense for you and your customer.

Look at it this way. Software and hardware generate one-time revenue. Professional services generate ongoing customer loyalty and provide an on-ramp to add-on business. SaaS generates recurring revenues that grow over time. We've been doing all three successfully with partners for many years.

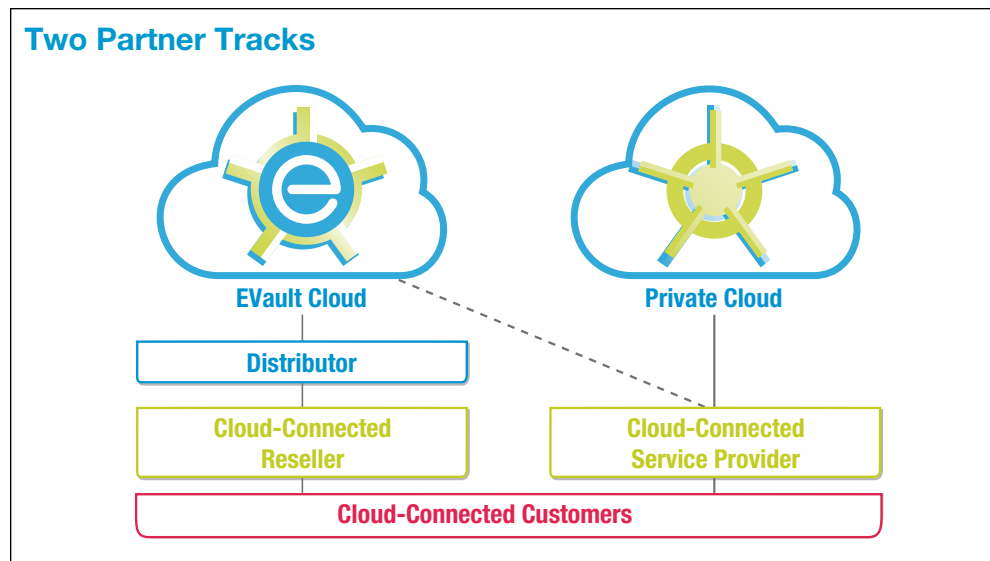
Reap the Benefits of the EVault Cloud-Connected Partner Program

Join the EVault Cloud-Connected Partner Program and reap the benefits. We're interested in a long-term partnership and we're offering healthy margins.

You'll get a global, award-winning program with serious business benefits in sales, marketing, training, and support—all designed to establish and grow your business with us. Our demand-generation campaigns and field marketing support will deliver best-in-class marketing programs so you can reach your customers and prospects. You'll get sales and technical training that your entire team can access on demand. Plus, EVault global sales and technical teams are here to back you up.

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Choose the certified partner track that's right for you: Cloud-Connected Resellers or Cloud-Connected Service Providers.

Take the Next Step

Interested? So are we! To learn more, contact your local EVault team or visit www.evault.com/partners.



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