



Join us and become an EVault Partner

FOR MAXIMIZING YOUR BUSINESS GROWTH, THERE'S NO BETTER BACKUP.

With the cloud computing market reaching \$204 billion[^], it's the perfect time to expand your value-added services with SaaS technologies like online backup and recovery. EVault is a leading provider of online backup and recovery for the mid to small enterprise market, with more than 40,000 customers worldwide. Our solutions complement any mid market to small enterprise infrastructure — and with bigger discounts and added marketing support, we give you more opportunities than ever to make money.

A PROFITABLE & ENGAGING PARTNER PROGRAM

Take advantage of some of the highest renewal rates, plenty of marketing support and award-winning technical support. With our low barrier for entry, expert level training and a team of professionals to guide you, EVault makes it easy for you to join the program, start selling and recognize fast financial rewards.

PROGRAM	PARTNER DISCOUNT	DEAL REGISTRATION	TOTAL MARGIN
Licensed Software	10%	20%	30%
Cloud Backup, Disaster Recovery & Managed Services	10%	20%	30%
OnSite Appliances	10%	< 20%*	< 30%*
Training	25%		25%
Referral Program**	8%		8%
Professional Services	5%		5%

*Appliance discounts vary by product type

**Referral Fee paid on Total Contract Value (TCV) varies based on partner value add.



[^] Gartner, Inc., "Forecast: Public Cloud Services, Worldwide, 2013-2019, 4Q15 Update".

OUR COMMITMENT TO YOU

Channel-first strategy

EVault is committed to our Partners. As our channel model continues to evolve, our channel representatives work diligently to minimize channel conflict and provide more qualified leads and sales opportunities.

Strong brand awareness

Partner with one of the most recognized names in online backup. EVault is considered an innovator in cloud based online backup and disaster recovery.

Most comprehensive set of solutions

EVault's extensive product line can be seamlessly bundled with your line of products and services. Our comprehensive OS & Hypervisor coverage along with expansive Application Aware Agent Plugins will have you closing deals and making money fast!

Products that are easy to sell, deploy and manage

EVault solutions are easy to sell, deploy and bundle with your other professional services and solutions. Our new and improved Partner Portal provides you with the tools to successfully monitor and manage all of your customers accounts.

NEW PARTNER PROGRAM ADVANTAGES

EVault resellers now benefit from an entire channel team dedicate to your success:

- Dedicated Channel Account Manager
- Pre-sales Engineer
- Field Marketing Manager

In addition, resellers are eligible to participate in our deal registration and incentive programs to earn even more margin resulting in generous partner discounts. As always, both online and onsite training are available to our resellers.

FLEXIBLE DEPLOYMENT OPTIONS



Cloud Backup
Cloud Backup with OnSite Appliance
Cloud Disaster Recovery
Dedicated Appliance
Licensed Software



Backed By

24x7
Customer Support



PARTNER PROFITABILITY



GET IN TOUCH. TO LEARN MORE,
VISIT www.evault.com OR CONTACT YOUR
CHANNEL ACCOUNT MANAGER

