PROSPECTING YOUR CLIENTS

Here are a few questions you should ask to get a conversation started with a potential client:

Do you have a complex or heterogeneous environment?
- EVault supports a wide range of operating systems and applications, making it easy to manage heterogeneous environments.

What does your environment look like?
- How many servers? EVault is ideal for customers with five or more servers.
- How much data do you need to protect? EVault customers typically need to protect less than 10TB of data, but our solutions can easily support over 20TB.

Has your business experienced a crash, virus, or disaster?
- How much downtime did this cause? Our white glove, fully managed Cloud Disaster Recovery Service with SLAs guarantees timely access to your critical systems in the cloud after an outage. Additionally, EVault's cloud-based single file restore and local appliances ensure fast data recovery.
- Do you have a disaster recovery plan? The EVault Cloud Disaster Recovery Service team can help you design, test, and execute your data protection strategy.

PARTNER ADVANTAGES

- Channel-led distribution

- Up to 30% off MSRP with deal registration[1]

- Committed channel support to help drive appointments

- Robust partner marketing strategy including events, sponsorships, webinars, and more

- Many ways to buy and flexible design models allow partners to win more deals (prepay or monthly options)

[1]Savings may be lower on appliances.

CONTACT US TODAY
EVault Channel Account Managers

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EVault® from Carbonite

EVAULT
FOR PARTNERS

EVault® from Carbonite

WHO IS EVAULT?

EVault is a leading provider of backup, disaster recovery, and business continuity solutions designed for small to midsize businesses (SMBs) and small enterprises. For over a decade, EVault has protected the data of businesses around the world with highly effective and proven solutions.

By combining Carbonite's cost-effective and efficient cloud capabilities with EVault's robust technology, we are able to provide businesses everything they need to implement a data protection strategy for any environment.

EVAULT BUSINESS SOLUTIONS

CLOUD BACKUP
Direct-to-cloud or hybrid backup with on-site appliance options for physical and virtual server environments.

CLOUD DISASTER RECOVERY SERVICE
Fully managed disaster recovery as a service (DRaaS) that includes planning, testing, reporting, and analysis.

ON-SITE DATA PROTECTION
Software-only and on-site backup appliance options for mixed server environments and geographically dispersed networks.

TOP FIVE BENEFITS OF EVAULT

① Comprehensive platform support

EVault supports a wide range of operating systems and applications, making it easy to manage heterogeneous environments. Our comprehensive range of OS agents supported and application-aware agent plugins include protection for:

Operating systems and hypervisors: Windows Server, Linux (CentOS, Red Hat, and SuSE), VMware and Hyper-V, IBM iSeries and AIX, HP-UX, and Solaris

Application-aware agent plugins: Microsoft SQL, Microsoft SharePoint, Microsoft Exchange, Oracle DB for Windows, and Linux

② Flexible deployment

Add a local data protection appliance for the best of both worlds. EVault offers both direct-to-cloud backup or hybrid backup (cloud backup with a local appliance for rapid recovery). Whether you are backing up one server or a series of remote offices, EVault can help you build a cloud or hybrid backup strategy that fits your needs.

③ Optimized performance

Ensure that backup jobs are run as efficiently as possible. EVault DeltaPro™ technology guarantees only new and changed data blocks within files are sent to storage, decreasing backup times. Our advanced compression and bandwidth throttling minimize the overall impact on productivity.

④ Centralized management and reporting

Gain complete visibility into backed up systems and the ability to initiate restores from anywhere. With the EVault Portal, you can manage resources, retention policies, analyze usage, create custom reports, and more.

⑤ World-class customer support

Our dedicated, U.S.-based support team is available 24x7 at no additional cost to you. The EVault Professional Services teams can help you design, test, and execute your data protection strategy. Plus, you get unlimited access to our support community and online knowledge base.

HOW DOES EVAULT STACK UP?

	EVault	Barracuda	Datto	Axcient	Unitrends
Broad platform support Including Windows, Linux, VMware and Hyper-V, Oracle, IBM iSeries and AIX, HP-UX, SQL, SharePoint, and Exchange	✔				✔
White glove, fully managed disaster recovery as a service (DRaaS)	✔				✔
Optimized for remote/ branch office (ROBO) configurations[1]	✔				
Direct-to-cloud deployment option	✔			✔	
World-class, premium business support available 24x7 at no additional cost	✔		✔		

WHY CHOOSE EVAULT OVER TAPE?

Nearly 50% of tape-based backups fail to restore correctly.[2] With a single data loss incident costing businesses an average of $10,000,[3] backing up and restoring data has never been so critical. When evaluating a cloud versus tape backup strategy, consider some key advantages of cloud backup:

Reliability: Cloud backup is more reliable than tape. With portable media, tapes are susceptible to improper handling and failure when they are transported offsite. With a cloud backup service, data is encrypted and stored on a remote server. Thus, there is no risk of files being corrupted or lost while data is in transfer or storage. With EVault, your data is available anytime, anywhere and stored securely.

Ease of use: Cloud backup is much easier to maintain than tape. Portable media can be labor-intensive, as tapes must be manually configured. Cloud backup is completely automated and no daily maintenance is required. Once EVault is configured, backups occur automatically on a schedule you set up.

Security: Cloud backup provides additional security measures that tape does not. Our lights are always on, and EVault stores your critical information in our state-of-the-art data centers. Independent Service Organization Controls (SOC 2) reports attest to the fact that our data centers conform to the highest industry standards.