

Grow your business with Sherweb

You'll be surprised  
by what you can  
achieve





Your value-added cloud solutions provider

First of all, let us introduce ourselves. We might have crossed paths before – we’ve been around for a couple of decades. But we’ve changed a lot since our early days as a web hoster.

Sherweb is a cloud solutions provider that helps businesses like yours grow with our value-added services. We support you with business strategies, cloud services, operations and go-to-market expertise.

Whether you’re an MSP, VAR, ISV, vCIO, telecom provider, master agent, SMB or any other flavor of tech professional, we can help you reach your full potential by creating a tailored approach to your needs.

# Helping you be the best you can be

Business strategy

Cloud solutions and products



Cloud expertise

Operational effectiveness

We've learned a lot over the years we've been in business, from both our partners and our own digital transformation. The trick to running a successful MSP? Keep it simple.

One way of doing that is by working with one provider that can help you with every aspect of your business. After all, managing multiple providers is as complicated for you as it is for your clients. Not only will it save you time and money, but you'll also form a partnership with a team of experts that are rooting for your success.

Whether you need the tools to transition from break-fix to MSP, guidance through Microsoft's complex ecosystem, or someone to help build your strategic roadmap for the next five years, we can help you. We do it through our value-added services:

- Cloud solutions and products
- Business strategy
- Operational effectiveness
- Cloud expertise

Keep reading to see exactly what we can do to multiply your growth, so you can reach your true cloud potential.



sherweb



Microsoft



Acronis



Google



VEEAM



Bitdefender®

## All the right stuff from the right place

Shopping around and vetting solutions to offer your clients is time consuming. Many traditional distributors give you thousands of products to choose from, but unlimited choice isn't always a good thing.

Our goal is to make life easier for you. With that said, our product team has picked the very best cloud products and services, so that you don't have to. It's easier to become your clients' trusted IT advisor safe in the knowledge you're adding value to their business by providing them with the top business-critical solutions to support their digital transformation.

“We don't have to spend as much time going out and looking for solutions because Sherweb brings those solutions to us.”

— Scott Lowell, 3Points

### Productivity

Microsoft 365  
Office 365  
Hosted Exchange  
Hosted SharePoint  
G Suite

### Infrastructure

Azure  
Performance Cloud  
Managed cloud  
Private cloud  
Web hosting

### Business apps

Dynamics 365  
Nimble  
QuickHelp

### Telephony

Cloud PBX  
SIP trunking  
UCaaS

### Security

Office Protect  
Bitdefender Antivirus  
Proofpoint Email Protection  
SSL certificates

### Continuity

Acronis online backup  
Veeam Cloud Connect

## Test drive everything with Not-for-Resale (NFR)

It's also a lot easier to sell cloud products to your clients when you're already using them yourself. Our partners get the opportunity to use many of our cloud solutions in their own business for free or at a discounted price with our Not-for-Resale program.

## Focus on your next step

Keeping up with the latest tech trends, learning best practices and trying out different tools are some of the best ways to help grow your business. You know you should be doing it, you want to be doing it, but making time to build roadmaps and strategic plans is easier said than done.

Regardless, it's critical. You simply can't grow your business without long-term planning, SMART goals and an awareness of what kinds of opportunities are out there for you. At Sherweb, we make the process easier for you.

### Account management

Our account management team assesses partners' needs and goals, helping them set business objectives and draft action plans to make sure they're achieved. They do all the leg work, so they can coach and advise you on which solutions and opportunities are most worth investing your time and money in.

### Training & resources

Partners get access to industry-leading training and resources, available on-demand for whenever best suits them. These include webinars, product knowledge, sales guides, scoping forms and more. Partners can also schedule individual learning or whiteboarding sessions with their respective account managers or other Sherweb experts.

### Partner Success team

We take your success so seriously that we even have a Partner Success team dedicated to, well, you! They provide marketing development funds (MDF), organize events, produce shareable content and create additional resources designed to accelerate growth, reduce expenses and maximize margins.



Accelerate your growth with our....

MasterClass

Bundles

Certifications

“Sherweb actually works with us to tailor the best solution, plus they have other offerings that we’re interested in, like VoIP and other security solutions... We’re going to be able to bundle that up into a single solution to deliver to our clients instead of grabbing a little bit from here, a little bit from there. Sherweb is a one-stop shop for us and we’re looking to expand on that more and more.”

— Graham Cleary, Horn IT Solutions Inc.

## Simplify the way you work

We hate to break it to you, but it doesn't matter if you offer the best products to your customers, if you have a state-of-the-art website, or if you really do have the best technical support team out there. The fact of the matter is, you'll never have a truly successful business if your internal operations aren't optimized and running efficiently. Fortunately, operational effectiveness is one of our main deliverables for Sherweb partners.

We built our partner portal with your needs in mind, and centralizing key operations was our first step. The result: you can license, provision and bill customers from the same place.

We can also take care of migrating all your clients to our platform. We do the heavy lifting, so you can concentrate on more important things like growing your business.

## Integrations done right

Another way to better manage your business is with the help of some powerful tools. Seamlessly connect critical transactions to the rest of your business activities straight from our unified partner portal.



sherweb

Support JP Mercier

- Home
- Services
- Billing
- Support
- Reports
- Administration

Sherweb

Active

\$8 344.67

Summary Offers Platform Settings

Logs

SherWeb Office 365 Bundles >

Cloud Server Wizard  
Get a Server in 5 minutes

Cloud PBX Wizard

Business Apps.

Azure with SherWeb

SherWeb Performance Cloud  
Servers & Databases 1

G Suite.

Office 365 by SherWeb

Office 365 by SherWeb (Yearly)

SherWeb Office 365 Others

Security & Compliance.

SherWeb Backup & DR

Dynamics 365.

Dynamics 365 (Services).

SherWeb Sharepoint Foundation 2013

0

Business Premium + Backup

- Business Class Email : 50GB
- Office Online
- Office Desktop Applications
- 1 TB of SharePoint & OneDrive for Business Online
- 10GB of Online Backup

0

Business + Backup

- Office Online
- Office Desktop Applications
- 1 TB of SharePoint & OneDrive for Business Online
- 10GB of Online Backup

0

Bus. Essentials + Backup

- Business Class Email : 50GB
- Office Online
- 1 TB of SharePoint & OneDrive for Business Online
- 10GB of Online Backup

0

Exchange Online Plan 1 + Backup

0

Enterprise E1 + Backup

0

Enterprise E3 + Backup

Save Changes

"Sherweb's fast and easy-to-use partner portal is how I was able to get [a] new law firm up and running in just a couple of hours. I did the whole project myself."

— Errol Janusz, Edward Technology

"The way Sherweb's ConnectWise connector pulls its data out of ConnectWise is actually quite smart. It's fast on updating agreements. It finds them really quick, so I'm happy with that."

— Brett Whatley, Solve-IT

## Meet your team of cloud experts

Running an MSP can mean you wear a lot of hats: CEO, tech support, sales, marketing, HR, professional problem solver and fire putter-outer, the list goes on!

And you aren't alone.

**30%** of MSPs cite hiring as one of their biggest challenges

— Datto 2019 State of the MSP Report

**37%** of US tech firms say hiring was more challenging in 2019 vs. 2018

— CompTIA IT Industry Outlook 2019

Fortunately, it doesn't have to be like that! As a Sherweb partner you get an entire team by your side, without all the headaches associated with hiring competent staff.

### Pre-sales

A good solutions architect worth their salt could cost you well over \$75,000 a year. Alternatively, our experienced team can help you with solution engineering, technical advice and solution best practices. They'll even jump on calls with you to help close complex deals, all without the hefty price tag.

### Technical support

Whatever your problem, chances are high that we can provide you with the right solution. But on the off chance we can't, we'll work tirelessly until we do. We can cover all your L1 and L2 tickets, be on standby in case you need to escalate more difficult cases and everything in between.

### Marketing

We take marketing pretty seriously! Our team has more than 300 years of combined experience in the field, and they've put all that brain power into creating resources to either help you become a better MSP, or to market your services directly to customers.

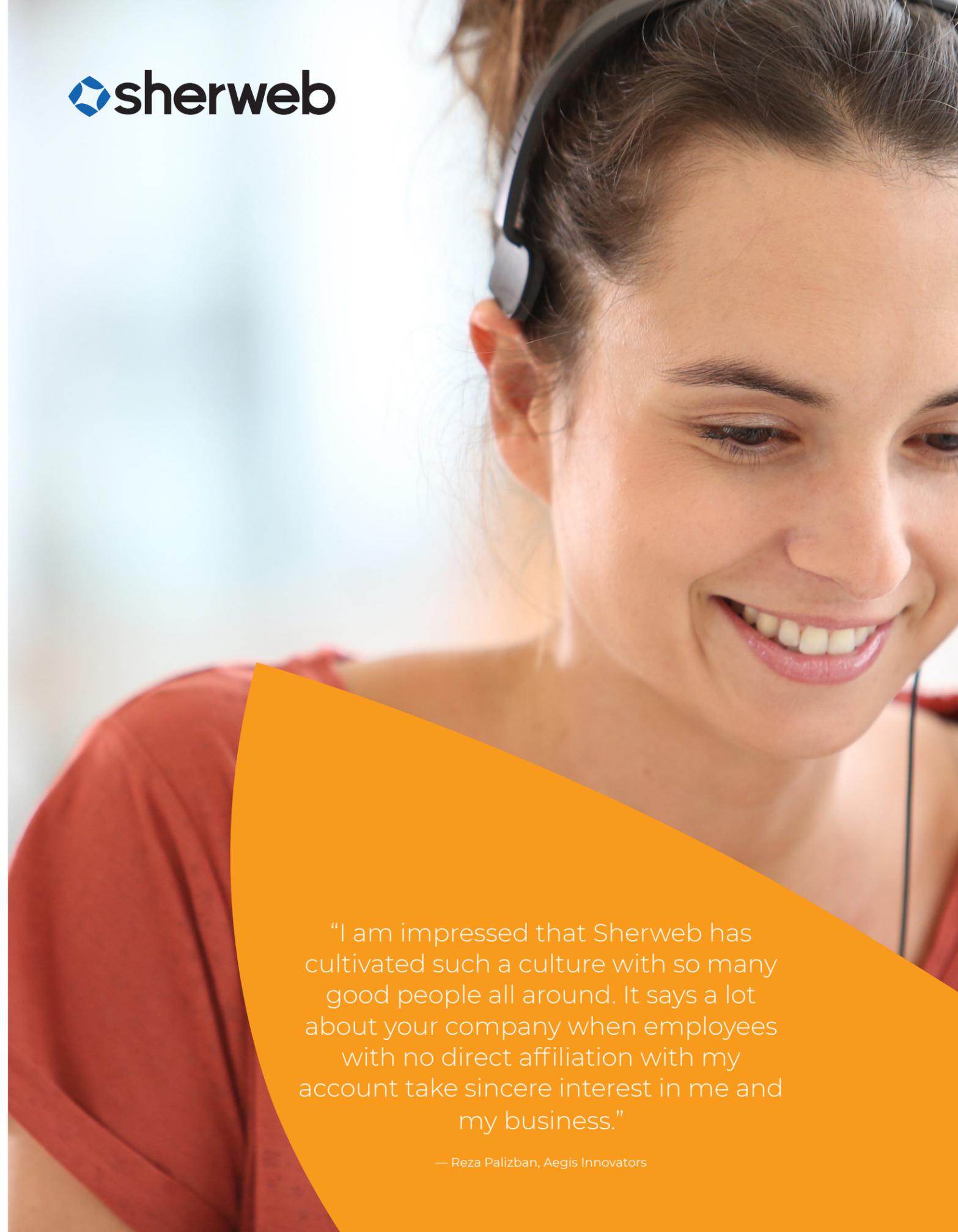
### Account management

Partners aren't just a number for Sherweb. They're valued business associates. Our Account Managers are dedicated to helping you navigate the Microsoft ecosystem, expand your portfolio and grow your monthly recurring revenue. Ultimately, they exist to make sure you're making the most out of every single opportunity.



"I am impressed that Sherweb has cultivated such a culture with so many good people all around. It says a lot about your company when employees with no direct affiliation with my account take sincere interest in me and my business."

— Reza Palizban, Aegis Innovators



# It's surprising how fast our partners grow

Find out what you can achieve



**Gold Microsoft Partner**  
Hosting • Messaging • Cloud Productivity  
Collaboration and Content • Cloud CRM

**fiftyfiveandfive**<sup>®</sup>

Top 10 Microsoft Partners in the 2019/20  
Digital Marketing Excellence report

## Want to learn more?

Check out our partner guide at [sherweb.com/infokit](https://sherweb.com/infokit), explore partnership opportunities at [sherweb.com/partners](https://sherweb.com/partners) or give us a call at 1 (855) 253-3213.



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