

## Hot Growth Opportunities for Cloud and Managed Services Providers

Become a Partner and add the next generation of cloud storage to your services and solutions

Until Wasabi there's never been an affordable, fast way of storing all your data in the cloud. Wasabi hot cloud storage allows businesses to transform their data from a commodity into a strategic competitive weapon by enabling them to keep all of their data affordably and giving them immediate access to the data that will allow them to innovate their business for future success.

Whether your business was born in the cloud or migrating, this spells enormous opportunity to expand your cloud service offerings with Wasabi hot cloud storage.

Sell Wasabi hot cloud storage as part of your cloud/managed services offer.

[Learn more](#) about the Wasabi Partner Network program.

## Wasabi Hot Cloud Storage is the Obvious Choice

Wasabi hot cloud storage represents the next generation of cloud object storage, and a radical breakthrough in price, performance, and protection. Hot cloud storage is 80% cheaper than Amazon S3 and up to 6x faster. It's simple, one-size-fits-all cloud storage that eliminates confusing service tiers and hidden fees while offering the same 11 nines of durability you expect from the first-generation providers. Plus, we're the only high-speed cloud storage to offer true data immutability—not even admins can delete or alter data stored in a Wasabi immutable bucket.

And Wasabi is a natural fit with integrations to leading technologies such as Actifio, Commvault, Rubrik, and Veeam as well as 150+ technology alliance partners already proven to work with Wasabi. So you can offer Wasabi as part of your backup as a service, disaster recovery as a service, archiving, collaboration, or any existing S3 compatible service.

### ✓ Immediate Economic Impact

- Resell Wasabi for your backup and recovery or archiving for dramatic price/performance improvements
- Use Wasabi with the leading vendors of backup and recovery as well as 150+ validated partner technologies.
- Offer your customers faster performance, lower prices and still make more money.

### ✓ Migrate your Customers to Cloud

- Many of your customers could store all their data in Wasabi for less than what they're currently spending for on-premise storage maintenance fees alone
- 100% bit-compatible with AWS S3. Easily pair Wasabi with your favorite premises storage interface via S3 API and other interface methods.
- "What would an 'x%' reduction in storage costs do for your business" is great way to start a sales conversation.

### ✓ Grow New Revenue Streams

- Active storage is now a viable and profitable new way to expand your service offerings.
- Consider using Wasabi for all archiving. No tiers, no complex data management.
- The new economics and speed of hot cloud storage can unlock whole new opportunities and business models to explore with your customers such as data analytics and artificial intelligence.

**Join Wasabi Partner Network!**  
Take advantage of affordable, fast, cloud storage today.