



ExaGrid Tiered Backup Storage

Fastest Backups.
Fastest Recoveries.
Unparalleled,
Cost-effective
Scale-out.

ExaGrid Reseller Program Overview

Tiered Backup Storage

ExaGrid Tiered Backup Storage is the most differentiated backup storage product in the industry. When ExaGrid gets into an opportunity, ExaGrid encourages pilot tests and wins 70% of the time against low-cost primary disk storage for longer-term retention and against inline deduplication appliances, such as Dell EMC Data Domain, HPE StoreOnce and Veritas storage appliances.

ExaGrid's solution works best for upper mid-market to enterprise-level organizations of any vertical who have 50TB or more of data to back up. ExaGrid will improve backup performance and will shorten the backup windows, reduced restore times, keep a fixed length backup window as data grows and will save your customers money. The largest ExaGrid system is made up of 32 EX84 appliances in a single scale-out system to allow for a full backup of up to 2.7PB with a single deduplicated repository, which is 50% larger than any other system in the market. ExaGrid's Tiered Backup Storage is the next generation of backup storage and works with over 25 backup applications and utilities.

ExaGrid Reseller Partnership – At a Glance

ExaGrid works with resellers and distributors worldwide. The ExaGrid programs are designed to be easy for partners, with support from the ExaGrid sales team and without milestone commitments. ExaGrid is known for having a Tiered Backup Storage system that 'just works' and provides its customers with the best customer support industry from an assigned level 2 technical support engineer, ensuring that partners' customers are well taken care of. ExaGrid provides its reseller partners with a registration program to protect accounts and margins, a Meeting Maker bonus and SPIFF incentives

ExaGrid's sales and systems engineers are highly trained and know how to win. ExaGrid will co-sell with the reseller but will do the heavy lifting through the sales cycle. ExaGrid will drop ship, install, and support the customer so that your technical staff is not distracted. If the opportunity is not already registered and it is a net new customer to ExaGrid, ExaGrid will register the deal to you. ExaGrid will never take a deal direct or bring in another reseller.

The Reseller Opportunity with ExaGrid

- Low Investment – High Return
- No certification training required
(optional certifications are available for solution architects at no cost)
- No inventory requirements
- No sales milestones
- Inside sales development to find opportunities
- Strong deal registration program – high margins
- Meeting maker incentives
- ExaGrid does the heavy lifting for sales and support
- High competitive win rate
- Product that just works
- Strong customer support with happy customers
- Strong customer repeat business as data grows
- Maintenance and support renewals through the reseller