



ExaGrid Tiered Backup Storage

- Fastest Backups
- Fastest Recoveries
- Unparalleled, Cost-effective Scale-out
- Comprehensive Security and Ransomware Recovery

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 83% of the time against low-cost primary disk storage for longer-term retention and against inline deduplication appliances, such as Dell 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 to petabytes 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, provide innovative security, and will save your customers money. The largest ExaGrid system is made up of 32 x EX189 appliances in a single scale-out system to allow for a full backup of up to 6PB with a single deduplicated repository, which is 3X larger than any other system in the market. ExaGrid 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,’ is not oversold or undersized, 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 SPIF 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 (ExaGrid offers an optional certification program)
- No inventory requirements
- No sales milestones
- Strong deal registration program – high margins
- SPIF programs where applicable
- 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