

Channel Reseller Services

THE DATAFORT PARTNERSHIP

ADVANTAGE

Customer satisfaction

Increase productivity

Boost profit margins

Enhance competitiveness

Recurring revenues

Customer retention

Why partner with DataFort?

Why not manage your own backup service for customers?

You could begin by asking the many channel partners worldwide who everyday trust DataFort to deliver profitable and hassle-free backup services for their clients.

While critical to the security and survival of any business, data backup is nevertheless a time consuming and expensive service to set up and manage. Going it alone is burdened with pitfalls, from the purchase of hardware, licensing software and training through to daily system management.

It makes far greater commercial sense to partner with an established market leader: DataFort's solutions have been tested and proven through countless terabytes of backup and many thousands of successful data and system restores.

Scale – experience – investment

In an industry with an exceptionally high attrition rate, DataFort continues to prosper and grow. Our commitment to the ongoing development of our software and services is designed with one aim in mind – to keep you ahead of your rivals. Partnering with DataFort extends the reach of your business, giving you an immediate edge over your competitors with a range of services developed to protect companies of all sizes, from start-ups to multinational corporations.

Share in Datafort's success...

DataFort channel programmes are the perfect partnership solution for equipment retailers, computer builders, ISPs and Network Support Companies – in fact any business that is involved with computers, IT and computing services.

'DataFort is 100% committed to working with you to meet the needs of your business and your customers...'

DataFort
Managed Backup Services

TV House
45a Whitmore Road
Guildford
Surrey
GU1 1QU

t 01483 872052
f 0870 831 4580
e channel@datafort.com

The Datafort Service Range

DataFort Select, Select Plus, Deluxe

DATAFORT SELECT OFFSITE DATA BACKUP

Why?

When it comes to protecting its most valuable asset, a growing company has a simple choice: a) manage data backup internally – together with the associated cost and hassle, and even then with no guarantee of reliability; or b) for an affordable, all-inclusive monthly fee subscribe to DataFort Select and experience total peace of mind. No contest? Exactly!

What do you get?

Designed specifically for the new or smaller business, the DataFort Select automated backup service delivers dependable, uninterrupted protection of up to 50Gb of secured data.

With no setup costs, immediate data recovery and friendly, 24/7 helpdesk support, DataFort Select is the essential backup solution for any growing company.

DATAFORT DELUXE TOTALLY AUDITED ONSITE/OFFSITE BACKUP

Why?

DataFort Deluxe is an enterprise quality managed service that provides a bespoke solution for customers with a larger, more complex requirement. The service can include features like yearly disaster recovery tests, backup of any operating system, full system bare metal, recovery, multiple office backup and dedicated bandwidth. Complete security for companies that demand a high level of service.

What do you get?

The ultimate bespoke package. We work alongside you to develop a plan to protect your premium customers. Once the system is in place, DataFort manages the entire process, which is audited in a way that means it will comply with even the strictest compliance regimes. You benefit from the recurring revenues associated with this service.

DATAFORT SELECT PLUS ONSITE/ OFFSITE BACKUP YOU CONTROL

Why?

DataFort Select Plus is designed for those channel partners who wish to control the setup and account management on behalf of their clients, and is especially suitable for larger organisations. Select Plus provides the software, hardware and service monitoring you need to protect your larger customers, and at a very attractive price point.

What do you get?

DataFort Select Plus delivers continuous local backup coupled with offsite disaster recovery, leaving DataFort to control the storage and transmission of data. Simply set up the service to backup data, system images, email systems and databases, and we'll make sure that all backups take place as scheduled, both to the local appliance and the data centre.

SERVICE RANGE OVERVIEW

	Select	Select Plus	Deluxe
Windows server OS	Yes	Yes	Yes
Network backup supported	Yes	Yes	Yes
Pricing structure	per gb	per gb	per gb
Tier I data centre backup	Yes	Yes	Yes
Local backup appliance	No	Yes	Yes
Full system backup	No	No	Yes
Email support	Yes	Yes	Yes
Telephone/login support	Yes	Yes	Yes
Macintosh/Unix/Linux	No	No	Yes
Email system backup	No	No	Yes
256-bit AES encryption	Yes	Yes	Yes
Advanced compression	Yes	Yes	Yes

Channel Reseller Services

A Mutually Beneficial Partnership...

FLEXIBLE – PROFITABLE DEPENDABLE

DataFort relies on an international channel network of Value Added Resellers who advise on computer security, support ICT systems for their own customers or build computers and laptops. This allows us to focus on our strengths – developing new technologies and managing market-leading secure backup services while our partners benefit from a stronger relationship with their customers.

For this reason you can be confident of our backing and support every step of the way. Because your success is our success. It's that simple.

DataFort has developed a range of flexible and proven partner programmes, designed to suit the way you work with your customers whether you want to offer a single service or our full range of services, whichever you prefer:

TIER I DEALER PLAN

DataFort holds the contractual relationship with the customer while you receive the benefit of ongoing commissions. We work with you to support your customers and there are no costs or minimum contracts to begin selling the services.

TIER II DEALER PLAN

Our most popular relationship, designed for partners who want to keep the invoice process in their own hands. You control the price structure or choose to bundle backup as part of a premium service. Everything is included to help you develop your business, including rebranded software, customer management tools and free service upgrades.

CHANNEL SERVICE DEALER PLAN OVERVIEW

	Tier I	Tier II	Tier III
Commission/Discount	20%	30%	84%
Setup fee	N/A	N/A	N/A
Customer Management System	Free	Free	N/A
Rebranding of service software	N/A	Free	Free
Customer setup charges	N/A	N/A	N/A
Software licensing charges	N/A	N/A	N/A
First line support	Free	Channel	Channel
Second line support	Free	Free	Free
Service upgrades	Free	Free	Free
Customer invoiced by	DataFort	Channel	Channel

TIER III DEALER PLAN

This is a high margin programme developed for partners with a large number of existing customers or customers migrating from a competing service.

The Tier III plan includes everything you need to sell offsite backup to your customers. We manage the backup infrastructure and day to day account maintenance, while you control the relationship with your customers. You also benefit from 30% discounts on more sophisticated services, such as DataFort's Select Plus and Deluxe. The plan includes rebranded service software, a suite of customer monitoring and management tools, all service upgrades, sales and second level service support for your customers. Further, the service is the only professional service in the UK offered at truly wholesale prices.

DataFort
Managed Backup Services

TV House
45a Whitmore Road
Guildford
Surrey
GU1 1QU

t 01483 872052
f 0870 831 4580
e channel@datafort.com