



PARTNER WITH INTRONIS:

# THE BEST CLOUD BACKUP & RECOVERY SOLUTION FOR THE IT CHANNEL

**intronis**  
cloud backup + recovery



# TOP 10 Reasons to Partner with Intronis



## 1 MANAGE DATA PROTECTION THROUGH AN EASY-TO-USE WEB PORTAL

You have a lot on your plate. Intronis recognizes this and, as a result, we've made it our goal to make your job easier and more efficient. Intronis delivers the unique ability to create, run and restore backup sets for any of your clients' computers directly from the Intronis Partner Portal. With a few clicks, you've eliminated your costly and time-consuming onsite visits and remote sessions for routine backup set changes. Now, you can spend that time on what really matters: Building your business and your relationships with your clients.



## 2 BACKUP YOUR CLIENTS' VIRTUAL MACHINES WITH VMWARE AND RESTORE THEM IN MINUTES WITH QUICKSPIN

Being able to make full image-level backups is an essential service you need to provide for your clients running virtual machines. With our complete VMware vSphere integration, you can use a single portal to manage all types of backup sets, including files and folders, physical servers and virtual machines. And our QuickSpin VM backup and recovery product makes it even easier to consolidate your business by allowing you to spin up a standby virtual machine locally for production or test recoveries and recover data within minutes.



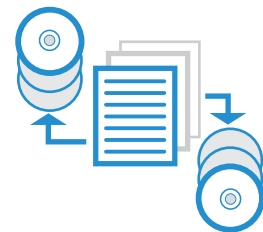
## 3 WORLD CLASS CUSTOMER SUPPORT AND ROBUST KNOWLEDGE BASE

We have created the most intuitive, easy-to-use interface for you to manage your cloud backup business. Even so, we know you may need help now and then. Not only is our knowledge base robust enough to handle any question, our world-class customer support is there for you. Our U.S.-based staff is very knowledgeable and most of the time we can resolve your issue on the first call. We've got your back. Just contact us when you need us.



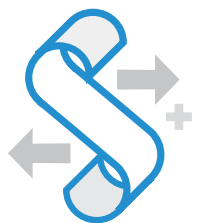
## 4 USE LOCAL AND CLOUD BACKUP FOR MULTIPLE NEEDS

Gone are the days of using two, three, or more backup solutions across your whole client base. With Intronis' local backup feature, you can choose which data will be stored in the cloud and which data will be saved to local storage, eliminating the need for a separate solution for local-only backup. Having this single solution allows you to be more efficient by managing all your backups through a single interface.



## 5 ROBUST ADD HEADLINE LENGTH HERE..... ARCHIVING

Your clients have varying needs when it comes to data retention. With our robust data archiving settings, using the Intronis solution ensures that your clients' historical data is saved as long as needed, and that they meet all of their applicable compliance standards.



## 6 DECREASE TIME SPENT ONSITE; QUICK AND EASY CREATION OF INSTALLER SCRIPTS

The Intronis Partner Portal has always allowed you to manage backups and restores from the web, and now our deployable installer allows you to distribute your branded software through your RMM solution or by sending customized installer links to your clients, making it simpler to set up the solution without having to make onsite visits.



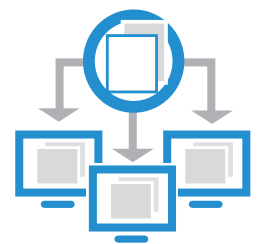
## 7 COMPLETELY MANAGE THE BILLING OF YOUR SOLUTION

Your ability to manage your business and all the services you offer is of the utmost importance. At Intronis, we recognize this and allow you to create and manage your own custom billing plans. The billing portal helps you reduce billing errors and save time on billing procedures, so you can focus on your business and your clients.



## 8 TAKE ADVANTAGE OF INTEGRATION ADD HEADLINE LEGTH HERE.....

A cloud backup solution should fit seamlessly into the tools you use every day to manage your business. Using Intronis cloud backup and recovery means you can use your favorite RMM and PSA tools to monitor and manage your backup solution. You benefit from a comprehensive platform that provides a complete backup and recovery picture through a single, web-based interface in order to service your clients efficiently.



## 9 INCREASE EFFICIENCY WITH SETTINGS AND TEMPLATES APPLIED TO GROUPS OF COMPUTERS

Your clients rely on you to meet each of their unique data protection needs; but this shouldn't result in tedious or repetitive configuration for each client. With Intronis' Groups and Templates functionality, you can decrease the time you spend changing client settings. Easily organize your computers into logical groups such as servers, laptops, and desktops. Then, by creating and applying best practice templates to your groups, you can standardize the notifications and computer preferences across your entire client base.



## 10 IMPROVED SELF-SERVICE BRANDING FOR YOUR BUSINESS: INSTANTANEOUS AGENT BRANDING

You've taken the time to build your brand; in fact, you stake your reputation on it. Your brand matters, and now Intronis puts more of the branding power in your hands. You can brand your software, notifications and website settings from the Management Portal with your own logo, colors, information, and even a customizable URL to instantaneously create branded software and notifications for your clients.

## ABOUT US

.....➔ **Intronis Cloud Backup and Recovery** is a world-class cloud backup solution for the IT channel. Intronis provides the industry's easiest to use secure data solution for offsite and local backup, which generates a monthly recurring revenue stream to add to your business. Intronis offers the best, deepest Exchange, SQL backup on the market, supports virtualized environments with native VMware backup and is integrated to major solutions in the MSP ecosystem. Partners receive expert, customer support from our U.S.-based team. The solution has been field tested by thousands of MSPs, and the company has been named Best Revenue Generator seven times and Best Customer Support three times by members of ASCII.

## WHAT OUR CUSTOMERS ARE SAYING

**“**  
*I've been able to generate an additional \$6,000 per month as a result of the partner program. This has been great for my business and I expect it to grow even further as more and more of my customers are realizing the benefits of online backup and the Intronis solutions.* **”**

**Dan Edwards, President |**  
**Pact-One Solutions**

**“**  
*By allowing us to use our own branding, we are able to offer a total solution that is seamless to our customers. Not only is the product second to none, but the customer service team and entire Intronis staff has been outstanding with technical training and sales support. We look forward to a long and successful partnership with Intronis.* **”**

**Chris Meacham, President |**  
**Now IT Works**

**“**  
*When I partner with a company, I look for somebody who's going to be responsive to my questions and needs and you don't get that with overseas support... Intronis has been fantastic. Your support model certainly seems to be working.* **”**

**William Hincks, CEO |**  
**Moebius Technologies**