



WHY PARTNER WITH INFRASCALE?



Take your share of the Fastest Growing Segment in Enterprise IT

Gartner estimates that, by 2018, more organizations will be using Disaster Recovery as a Service (DRaaS) solutions as opposed to traditional recovery services, making it one of the fastest-growing sectors in the cloud market. Not only are enterprises moving away from legacy DR solutions, but for the first time mid-size businesses can now afford on-demand failover.



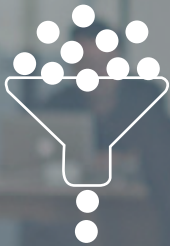
Meet a DRaaS-tically Different Partner Program

The Infrascale partnership program gives you everything you need to build a profitable data protection and DRaaS business. From rich margins to real co-marketing that drives leads to your doorstep, our partner centric approach compliments our visionary data protection solutions.



Sell the Next Big Thing

Capture bigger margins with visionary data protection



Real Leads. Real Co-Marketing

Drive real leads right to your doorstep



Unprecedented Data Protection

Complete solutions, device coverage & OS support

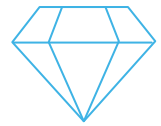


Infrascale Partner Program Overview

The Infrascale Partner Program offers our partners access to Infrascale’s next-gen data protection solutions, extensive resources, strategic technical know-how, and real co-marketing programs that increase revenue and growth.

All Infrascale Partners get:

- ✔ Deal Registration
- ✔ Knowledge Base & Community Forum
- ✔ Sales & Technical Training
- ✔ Partner Resource Center access
- ✔ Implementation Support
- ✔ Customer Referral Program



BENEFITS	REGISTERED	PREFERRED	ELITE
Discounted NFR/Demo System	✔	✔	FREE
Quarterly Business Reviews		✔	✔
Account Management		Partner Success Manager	Partner Success Manager
Lead Sharing		✔	✔
Partner Advisory Council		By Invitation	By Invitation
Partner Sales Incentives		\$750 / Quarter	\$2,000 / Quarter
Marketing Development Funds		\$1,000 / Quarter	\$2,500 / Quarter
Volume Incentive Rebate Program			✔
Quarterly Market Planning			✔



Key Benefits

The Infrascale Partner Program provides VARs, MSPs, and IT solution providers the tools to grow your business and deliver the most comprehensive and reliable DRaaS and cloud backup experience to your customers.



INDUSTRY LEADING TECHNOLOGY

We've cracked the disaster recovery cost barrier, so you can sell push-button failover for the cost of backup.



BREAKTHROUGH PRICING

Win more deals with a solution that costs 70% less than competitors.



HIGH MARGINS

On average, our partners achieve 30% margins.



CENTRALIZED MANAGEMENT

Manage your entire data protection business with the Infrascale Dashboard (no VPN required).



CONNECTWISE INTEGRATION

Streamline services with automatic ticketing and billing in ConnectWise.



24/7 TECHNICAL SUPPORT

Our in-house team is ready to help solve any issues you encounter. You also get a dedicated sales engineer, custom training, and how-to videos.



SALES AND MARKETING

With Infrascale, you get lead generation, marketing support, and brandable content.



NO MORE FORKLIFT UPGRADES

Ask us how our partners protect 40TB on a 5TB appliance. (Hint: intelligent DR software with Cloud Spillover technology).



HARDWARE INCLUDED

Hardware and 3 year support is included with your purchase.



ABOUT INFRASCALE

OUR MISSION



Eradicate Downtime and Data Loss.

Equip every company with the ability to quickly and affordably recover from any disaster, large and small.

BY THE NUMBERS



FOUNDED

2006



HQ

Los Angeles



COVERAGE

50K Customers
900+ Partners
>1M Devices



DATA CENTERS

12 Global
Data Centers



EMPLOYEES

150
Worldwide

About Infrascale

Infrascale is a provider of the most powerful disaster recovery solution in the world. Founded in 2011, the company aims to give every company the ability to recover from a disaster- quickly, easily and affordably. Combining intelligent software with the power of the cloud is how Infrascale cracks the disaster recovery cost barrier without complex, expensive hardware enabling any company to restore operations in minutes with a push of a button. Infrascale equips businesses with the confidence to handle the unexpected by providing less downtime, greater security, and always-on availability.

