

INTRODUCTION TO THE HOSTEDBIZZ CLOUD PARTNER PROGRAM

ENABLING PROFITABLE CLOUD SALES FOR THE IT CHANNEL

The channel programs offered by HostedBizz have helped hundreds of Canadian IT resellers and MSPs transition from hardware only sales to a highly profitable monthly recurring revenue business. Our program facilitates channel partners to build a successful cloud business practice and deliver Enterprise Grade IT to small and mid-size businesses (SMBs/SMEs & Enterprise).

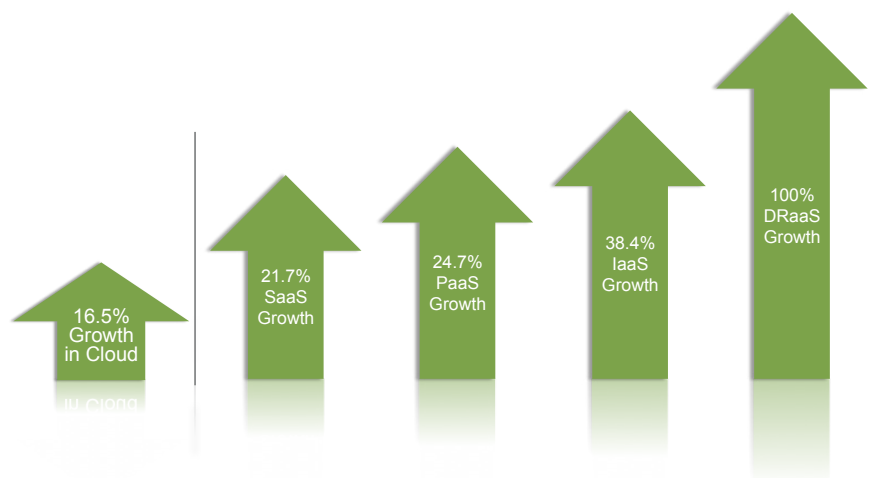
Program Highlights

- White-label or Affiliate program
- MRR with high margin
- Dedicated rep for onboarding
- Professional partner support
- Sales training & marketing collaterals
- 100% Canadian

Backed by Service

- 99.999% uptime backed by SLA
- Enterprise grade infrastructure
- HA Systems design
- Fully redundant
- Tier 3, SSAE16, SOC2 Type II Data Centers
- Multiple Tier 3 data centers for geographic diversity

The Cloud Market: The growth opportunity within IT



“The market for public cloud services is continuing to demonstrate high rates of growth across all markets and Gartner expects this to continue through 2018. This strong growth continues to reflect a shift away from legacy IT services to cloud-based services, due to the increased trend of organizations pursuing a digital business strategy.”

Sid Nag, Research Director, Gartner 2015

Tiered Channel Program

Leverage the HostedBizz cloud products & solutions program and accelerate the launch of your cloud business practice today! Whether you white label our cloud infrastructure as your own, resell our recognized services or refer our services to prospective clients, we have the right program to meet your business objectives.

	Branded	Reseller	Agent
Program & Branding	Private label/Partner Brand	Co-branded with HostedBizz	Referrals
Pricing & Margins	Prices set by Partner - Tiered discounts based on total MRR		Recurring commissions
Billing	End client billing by partner		End client billing - HostedBizz
Support	Partner supports end client. HostedBizz supports partner		HostedBizz supports end client
Customer Onboarding	Fully inclusive end client onboarding services and support by HostedBizz		
Partner Support	Dedicated sales and technical support plus training and enablement program		
Management Portal	Manage client services through Partner management portal		Client/HostedBizz manage
Get Started	Reseller agreement, no minimum commitment. Full partner enablement experience and dedicated account manager to help your start producing revenue in no time.		

Maximize your revenue and profit potential

Incorporate your own products & expertise (consultation & custom services on VMs, DRaaS planning & test recoveries) to increase your monthly earnings

HostedBizz Partner Resources

HostedBizz is a channel first company. Unlike many other cloud providers, we will never contact your end user customers. We recognize the challenges that our partners have in bringing new solutions to market and have a suite of marketing and support materials to help you be successful in the launch of your cloud initiative.

- Never ending support
- Dedicated Sales Representative
- Proposal writing using Partner templates
- Marketing support
- No term contracts
- Fully brandable offering
- Device/Data Seeding



EIGHT OUT OF TEN SMALL BUSINESSES WILL BE USING CLOUD SERVICES BY 2020!

DISASTER RECOVERY AS A SERVICE
AN OUTLOOK REPORT FROM STORAGE STRATEGIES NOW



MANAGEMENT, MAINTENANCE, DEVELOPMENT, ENGINEERING AND STRATEGY FOR ZIM, ALL ROADS LEAD TO THE CLOUD
OVER \$100,000 SAVED IN CAPITAL COSTS

Get started!

<http://hostedbizz.com/partner-programs/become-a-partner/>





HostedBizz Cloud Infrastructure Solution Portfolio

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 Cloud Servers	Self-service provisioning of dedicated (guaranteed) compute resources, highest Service Level Agreement, elastic resourcing with real-time cloud meter and hourly billing. Available with installed OS or bare metal.
 Cloud Backup	Built for high traffic environments, supports backup of physical and virtual servers, regardless of physical location or server OS. Supports secure database backup environments such as MS SQL, MS Exchange (Full, Block and Brick Level) email and other popular business applications.
 Veeam Cloud Backup	Utilize HostedBizz Tier III Data Centre Facilities to leverage Veeam's Backup and Replication Availability Suite. As a Veeam Cloud & Service Provider, HostedBizz provides the full suite of Veeam Backup and Replication products including Canada's fastest growing Veeam Cloud Connect target.
 Disaster Recovery	Bare Metal backup differs from traditional backup in that a snapshot of the entire server is taken - files, applications and the OS. This copy allows near instantaneous restore to a replacement physical, virtual or cloud server with near-zero RTO (Recovery Time Objective) and an RPO (Recovery Point Objective).
 File Sync	FileSync allows users to create, share and synchronize files a folders so that they appear to be the same folder (with the same contents) regardless of which device is used to view it including through a web portal. A true business grade file sync product with superior security and administrative feature sets.
 Network Services	Lack of bandwidth is a common hurdle in getting clients to move to a cloud infrastructure. HostedBizz provisions private network connectivity from client locations directly into our data centers with MPLS, QoS and unlimited internet access at no additional cost.

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 <p>Microsoft Applications</p>	<p>HostedBizz offer a full suite of Microsoft solutions hosted on our all Canadian owned cloud infrastructure. Hosted Exchange, Sharepoint, Dynamics, Skype for Business form an integral part of our Microsoft practice.</p>
 <p>Office 365 Backup</p>	<p>Office 365 is fast becoming the defacto desktop solution for end users. However, there are severe limitations in terms of data recovery and protection from this Microsoft solution. The HostedBizz O365 Cloud to Cloud Backup solution offers protection and recovery of your clients critical data.</p>
 <p>File Archive</p>	<p>HostedBizz File archiver leverages the cloud for the retention of files that are not accessed frequently. Free up your clients on premise storage by archiving old and rarely used files to the cloud. The File Archiver replaces the files with a stub allowing for instant search and instant file retrieval from the cloud.</p>
 <p>Professional Services</p>	<p>HostedBizz support channel partners by providing expertise in solution design, implementation support and optimization of Cloud IT products and deployments for end user requirements. Services include planning and provisioning of physical and virtual server migrations, data seeding as well as Disaster Recovery Planning and provisioning</p>

HostedBizz Cloud Solution Partner - Getting Started

Leverage the HostedBizz cloud product & solutions expertise to create your own Cloud Practice. We can help train your technical team and run trials for your customers to assist you in getting started.

