Aparavi Advantage™ Partner Program

Aparavi Active Archive℠

Aparavi® Active Archive™ delivers intelligent multi-cloud data management to organization with large volumes of unstructured data. Aparavi indexes, classifies, retains, and archives either on-premises or in any cloud. Our policy engine automates and simplifies data retention while our patented cloud-active-data-pruning reduces long-term storage by automatically removing data as specified. Data classification and tagging, along with full-content search provides fine-grained control over data stored, and enables regulatory and internal compliance. True multi-cloud management enables organizations to take advantage of changing cloud economics, and a open data format removes vendor lock-in forever.

Aparavi is a channel-centric company, with features such as multi-tier and multi-tenant that enable service providers to deliver the right solution to their customers. Partner with Aparavi to grow the topline of your business and take advantage of the rapid growth of cloud storage and the desire for multi-cloud management with a recurring revenue model. Aparavi offers a highly competitive partner program, with no upfront fees, sales and marketing support and the ability to ramp quickly.

Join the Aparavi Advantage™ Program Today!

www.aparavi.com/partner

BUILT FOR SERVICE PROVIDERS

✓ Incremental revenue

✓ Multi-tier and multi-tenant for large enterprises and multiple customers on a single instance

✓ SaaS-based model with no up-front fees

✓ Customer control: Aparavi bills service providers for aggregate usage and they bill their customer

✓ Healthy margins

✓ Pre and Post-sales assistance

✓ No training required

✓ Co-branded marketing

FASTEST GROWING MARKET

Unstructured data represents 80% or more of an organization's data typically today, with growth rates annually of 60% or more. Organizations need a better way to manage their large volumes of unstructured data for purposes of compliance, historical reference, and analysis and re-use. Aparavi's Active Archive delivers intelligent, multi-cloud data management: data is classified for better organization, archived for long-term retention, and made accessible via Contextual Search.

> *"Aparavi has helped us greatly with our client's initiatives to move data to the cloud for long-term retention. With Aparavi we can more easily organize and manage the vast amounts of data stored, and find specific data as needed by an organization. It's a real game-changer."*

Brian Ricci, President, Pinnacle Computer Services

BUILT FOR TODAY'S IT MARKET

IT is overwhelmingly turning to the cloud to help solve their data management challenges. Aparavi is a "born in the cloud" solution that offers true multi-cloud management, as well as hybrid installation with active movement between cloud and on-premises. Aparavi's design makes it easy to start small and scale over time to PBs of data.

SERVICE-PROVIDER FRIENDLY

Aparavi was built from the beginning with both multi-tier and multi-tenant capabilities, making it a good fit for service providers looking to enhance their offerings. Multi-tier and multi-tenant allows the service provider to use a single instance to manage both large multi-site enterprises as well as multiple customers, for better economics and easier management. Aparavi is delivered as-a-service, allowing service providers to offer their customers no up-front commitment, with monthly fees based on actual usage.

"It just runs"

Aparavi is extremely easy to deploy and run; no training is required, but we've got you covered with unlimited access to our Customer Success team

MAKING MONEY

Aparavi was designed to help partners grow their topline revenue with complementary new services and a recurring revenue model. With no program fees or infrastructure costs and minimal annual revenue requirements, Aparavi makes it easy to become a partner. We understand you are in business to make money and want solutions that are easy to sell, support and maintain. The Aparavi Advantage™ Partner Program provides generous margins along with billing based on your customer's aggregate usage, for the best cost savings.

ENABLEMENT

At Aparavi, we invest in our Partners from the beginning with an easy on-boarding process. We provide 1:1 training, co-branded marketing assets/campaigns, and sales assistance to help you get started. We provide you with industry best practices for marketing and selling to enable you to be successful and create demand.

ENGAGEMENT

We value our Partners and want to be there when you need us. Call, email or text us with any pre-sales or post-sales questions any time.

REQUIREMENTS

Aparavi requires an annual minimum 10TB plan. Partners are required to provide level one and level two support, and must be able to meet billing requirements. Partners may receive annual billing from Aparavi with an approved Partner Credit Application.

Begin growing your monthly revenue now by expanding your cloud services with Aparavi.

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