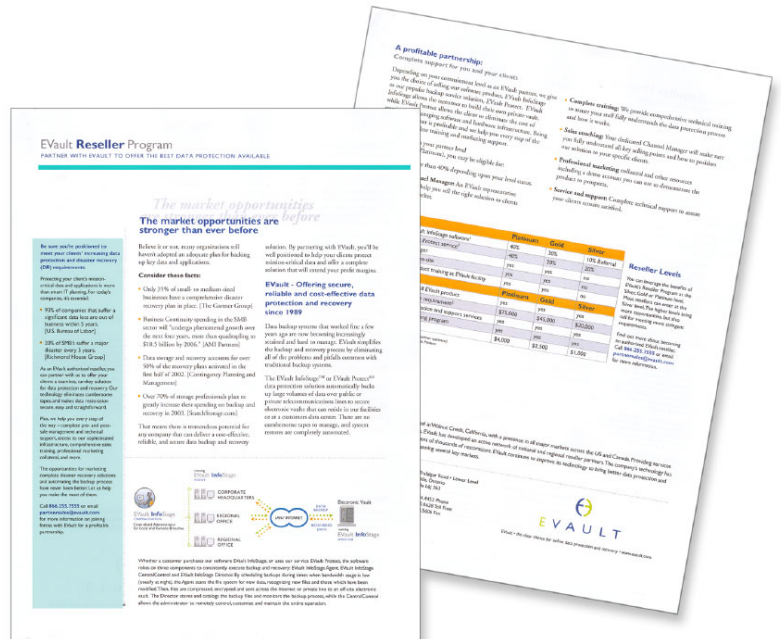


**Client:**  
EVault

**Media:**  
Data sheets

**Objective:**  
Promote reseller programs to qualified companies

EVault provides data protection and recovery solutions to the mid-tier market. As part of its marketing program, the company has a network of authorized programs. This data sheet is one of several I wrote to describe the market opportunity and the reseller program.



COPY

(Front)

**EVault Reseller Program:  
Partner with EVault to offer  
the best data protection available**

**Be sure you're positioned to  
meet your clients' data  
protection requirements**

Protecting your client's mission-critical data and applications is more than smart IT planning. For today's enterprises, it's essential. Consider these facts:

- Nine out of ten companies that lose data center functionality for ten days or more file for bankruptcy within just one year.
- The average financial loss from disk array downtime is now more than \$21,000 per hour
- The financial impact of a major system outage can exceed \$3 million per hour

As an EVault authorized reseller, you can partner with us to offer your clients a seamless, turnkey solution for backing up large volumes of data to secure offsite vaults. Our state-of-the-art technology eliminates cumbersome tapes, and makes data restoration easy and straightforward.

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Plus, we help you every step of the way – providing qualified sales leads, complete pre- and post-sale management and technical support, access to our sophisticated infrastructure, comprehensive sales training, professional marketing collateral, and more.

The opportunities for marketing complete disaster recovery solutions have never been better. Let us help you make the most of them. Call 000-000-0000 for more information on joining forces with EVault for a profitable partnership.

### **The market opportunities are stronger than ever before**

Believe it or not, many organizations still haven't adopted an adequate plan for backing up key data and applications.

In fact, the Gartner Group estimates that only 35 percent of small- to medium-sized businesses have a comprehensive disaster recovery plan in place.

That means there are still many profitable opportunities for any company that can deliver a cost-effective, reliable, and secure solution to data backup and recovery. And by partnering with EVault, you'll be well positioned to help your clients protect mission-critical data, and extend your profit margins.

### **EVault: Offering secure, reliable and cost-effective data protection and recovery since 1989**

Data backup systems that worked fine a few years ago are now becoming increasingly strained and hard to manage. But EVault simplifies the backup and recovery process by eliminating all of the problems and pitfalls of traditional backup systems.

The EVault InfoStage data protection solution backs up large volumes of data over public or private telecommunications lines to secure offsite vaults. There are no cumbersome tapes to manage, and system restores are completely automated. See the chart below for more information on EVault's seamless backup and recovery solution.

*(Caption)*

EVault InfoStage relies on three components to consistently execute backup and recovery: InfoStage Agent, InfoStage CentralControl and InfoStage Director. By scheduling backups for times when bandwidth usage is low (usually at night), the EVault InfoStage Agent scans the file system for new data, recogniz-

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ing new files and those which have been modified. Then, files are compressed, encrypted and sent across the Internet or private line to an offsite electronic vault. InfoStage Director stores and catalogs the backup files and monitors the backup process, while InfoStage CentralControl allows the administrator to remotely control, customize and maintain the entire operation.

*(Back)*

**A profitable partnership:  
Complete support for you and your clients**

As an EVault partner, you will be selling proven technology, without the cost of maintaining your own software or managing a large storage infrastructure. And your partnership with EVault can be a profitable one because we help you every step of the way with complete training and marketing support.

Depending upon your partner level (Silver, Gold, or Platinum), you may be eligible for:

- Discounts: Up to 38% depending upon your level status
- Dedicated channel manager: An EVault representative whose job it is to help you sell the right solution to clients in your specific market.
- Complete training: We provide comprehensive technical training to assure your staff fully understands the data protection process and how it works.
- Sales coaching: Your dedicated channel manager will make sure you fully understand all key selling points and how to position our solution to your specific clients.
- Professional marketing collateral and other resources including a demo account you can use to demonstrate the product to prospects.
- Marketing Development Funds: You can access money we've budgeted to help our valued resellers with advertising and promotion.
- Service and support: Complete technical support to assure your clients remain satisfied

**Client:**  
*EVault*

**Media:**  
*Data sheets*

### **Reseller Levels**

You can leverage the power of EVault's Reseller program at the Silver, Gold or Platinum level. Most resellers can enter at the Silver level. The higher levels bring more benefits, but also require meeting more stringent requirements.

Find out more about the benefits of being an authorized EVault reseller. Call 000-000-0000 or email xxx@xxx.com for more information.

### **About EVault**

Founded in 1989, EVault is headquartered in Walnut Creek, California, with offices in Oakville, Ontario, and Athens, Alabama. Providing services to more than 700 companies worldwide, EVault has developed an active network of national and regional reseller partners. The company's technology has helped perform millions of backups and tens of thousands of restorations. EVault continues to improve its technology to bring better data protection and recovery solutions to many customers spanning several key markets.