

NOW WITH
POWERFUL NEW
FEATURES,
INCLUDING:

- Instant Data
- Full System Backup
- Local Backup
- Legacy Backup

READ ABOUT
THEM HERE!

65% of companies still need data backup. Here's how you win their business.

Only about 35% of businesses have data backup in place for disaster recovery. So if you could find a partner who delivers the fastest backup for millions of files, in the world's only truly secure multi-tenant backup solution, would you regard that as an urgent opportunity?

Industry analysts worldwide do!

Gartner says end-users now need one simple data backup solution that meets all their RPO and RTO requirements. **Forrester** reports that 60% of businesses said improving disaster recovery capabilities is a high or critical priority

DataFortress is a uniquely powerful cloud data backup solution that works 7 – 10 times faster than the competition, with no requirement for on-premise hardware. It's revenue potential waiting to happen – and by partnering with DataFortress, you can realise it.

Why partner with DataFortress?

Working with DataFortress is different. Here's why:

- ✓ We protect our partners' business - we don't sell to end-users
- ✓ You can pay only for what you use - so you can differentiate yourself with the keenest end-user pricing
- ✓ We reward your success - pricing is per-partner; the more end-users you bring on board, the greater your margins per user

And DataFortress now has **powerful new features** that make it an even more convincing sell to your customers, including:

- ✓ **Instant Data** – Instant access to streamed recovery data (no waiting for it all to download)
- ✓ **Full System Backup** - Customers simply click a button to back up all their data (files, folders, and images) from all target machines – endpoints, servers, and everything in between!
- ✓ **Local Backup** - An accessible, in-house fallback for customers when internet access becomes unavailable
- ✓ **Legacy Backup** – Older but critical data no longer has to sit outside the backup and recovery strategy

The most compelling data backup solution for your customers

Your customers' data backup challenges fall mainly into three "pain points":

- Speed and frequency of both backup and recovery
- Security
- Costs and complexity

Here's why DataFortress addresses each of these pain points like no other solution can.

Millions of files, backed-up in a few seconds, every hour

We mentioned above how much faster DataFortress is than its closest competitors. Here's what that means, in practice, for your customers:

- ✓ DataFortress can index and back up 100 million files in an hour, and can handle numerous of file formats – including SQL, Exchange, Hyper-V, and others
- ✓ Using DataFortress, your customers can recover a 70Gb SQL server in three seconds
- ✓ DataFortress can back up data every hour – so your maximum possible data risk is only one hour's work
- ✓ Bandwidth use is hyper-efficient, because DataFortress only needs to back up the changes (deltas), not the entire dataset

Security other solutions just can't match

Plenty of data backup services claim they are “secure”, yet use encryption keys. Somewhere, a global key can unlock your customers' data – and wreck their business.

DataFortress, on the other hand:

- ✓ Does not use global encryption keys, so there is no single point of encryption failure for your customers' data
- ✓ Does not replicate similar data to save on storage space, so one piece of data cannot be used to unlock another
- ✓ Does use the latest 256-bit AES GCM Encryption technology, adopted by the U.S. Government and used by defence and high-security agencies worldwide

Deployment and pricing to suit every customer

Because DataFortress is a cloud-based MSP solution, upfront investment is not necessary – you simply pay for what you use, as you use it.

Optionally, however, monthly and yearly fixed pricing plans are available for resellers seeking to transition to MSP but retain a familiar commercial model.

Either way, DataFortress enables you to deliver value to the many customers who have limited IT resource, and need ongoing help with backup, monitoring, reporting and fault-fixing.

Where is DataFortress in use?

DataFortress comes with credibility, too. The technology at its heart is used in the Swiss Parliament and South African Department of Defence, amongst others.

Want to become a DataFortress partner?

Deliver unrivalled, proven data backup, to a disaster recovery market that is crying out for it!

Speak to Blue Solutions about how we can support and grow your business,
contact us on 0118 9898 222 or email sales@bluesolutions.co.uk

FOLLOW US



www.bluesolutions.co.uk/datafortress

Brought to you by

