

PartnerSync Program Guide

for Managed Service Providers (MSPs)

Your daily focus as an MSP is about tackling the data management, endpoint backup, and corporate data governance challenges that your customer's mobile workforce creates. Keep your business looking ahead with the Druva PartnerSync Program purpose-built for MSPs.

Top Reasons to Partner with Druva

Product - Deploy and manage MSP- and customer-branded versions of our #1 rated data protection, governance, and compliance technology from your own MSP-branded administrative console. Our elastic, cloud-based architecture means you have no hardware to manage.

Go-To-Market Planning and Support - Tap into the expertise of your dedicated business manager and world-class support, with access to exclusive enablement tools and pre-sales resources, training, and certification to help consolidate your sales lifecycle.

Competitive Margins and Deal Registration Protection - We offer the top competitive margins to our MSPs who can look forward to predictable recurring revenue with a >98% renewal rate.

Managed Service Offerings

- ✓ True SaaS based backups and restores for mobile endpoints, laptops, and servers
- ✓ Data protection and managed compliance for data on endpoints, Office 365, Box, and Google Apps for Work
- ✓ Device refreshes and OS migrations - Windows 10
- ✓ Legal Hold and e-Discovery enablement
- ✓ 24/7/365 Escalation Support
- ✓ Professional services and customer training

Partner Levels

Authorized MSP

Entry-level access point to the MSP program. Perfect for gaining access to MSP supported products while breaking ground selling Druva.

Certified MSP

Specialized tier to demonstrate selling power with addressable revenue targets. Unlocks joint marketing, increased margins, and empowers your sales force with educational goals.

Elite MSP

Premier level of partnership for an elite group of MSPs. Highly trained members of your staff earn optimal access to dedicated Druva resources while earning the greatest margins available to partners.

MSP Program Benefit & Tiers	Authorized MSP	Certified MSP*	Elite MSP*
Access to partner portal and enablement tools	✓	✓	✓
Deal registration margin protection	✓	✓	✓
Predictable recurring revenue (>98% renewal rate)	✓	✓	✓
Sales and technical training	✓	✓	✓
Druva pre-sales assistance	✓	✓	✓
Centralized customer management	✓	✓	✓
MSP and customer co-branding	✓	✓	✓
Not for resale (NFR) license	✓	✓	✓
Partner newsletter	✓	✓	✓
Deploy inSync using RMM solutions (i.e., LabTech, Continuum, etc.)	✓	✓	✓
Integration with ConnectWise (Q4 2016)		✓	✓
Quarterly business reviews		✓	✓
Customizable demand generation programs		✓	✓
Certification		✓	✓
Dedicated account manager		✓	✓
Joint PR, business, and go-to-market plan		✓	✓
MDF program eligibility		✓	✓
Joint tradeshow participation opportunities		✓	✓
Dedicated technical resource			✓
Dedicated marketing resource			✓
Logo placement on Druva website			✓
*Partner enjoys higher margins at the Certified MSP and Elite MSP program levels.			

Why wait any longer to join the team?

Complete a Druva PartnerSync Program for MSPs application at:

<http://www.druva.com/msp-partner-program> or email us at msp@druva.com