vembu

Vembu Service Provider Program

Built for CSPs, MSPs, HSPs and other Solution / Service Providers

VEMBU TECHNOLOGIES PARTNERS

vmware PARTNER
TECHNOLOGY ALLIANCE

Microsoft
GOLD CERTIFIED
Partner

redhat
TECHNOLOGY PARTNER

www.vembu.com

Vembu Technologies

Founded in 2002

Headquartered in Chennai

10+ Years of Experience

100+ Countries

4000+ Partners

60000+ Businesses

Let Vembu BDR Suite power up your Backup and DR Business!

Choose Vembu BDR Suite, if anyone of the following points apply to you

1. You want to offer your customers, an 'on premise' backup solution with an optional off-site replication service

2. You want to offer your customers, a powerful online backup service that you manage & own

3. You want to backup your customer's managed hosted VMs and servers

4. You want one comprehensive solution that allows you to manage backups, replication, restores, provisioning, invoicing, and everything in between

5. You want to use a state of the art solution trusted by over 4000+ other Service Providers

6. You want a constantly evolving product that's backed by fantastic support

7. You want a competitive pricing that understands your need to make profits from your Backup and DR services

Who's eligible for Vembu Service Provider Program

- Cloud Service Providers

- Hosting Service Providers

- Managed Service Providers

- Application Service Providers

- Storage Service Providers

And anyone involved in IT Solution Delivery and offering Backup as a Service (BaaS) and Disaster Recovery as a Service (DRaaS) to customers

Managed Backup Service (Backup as a Service)

Data center backup service market is booming, and customers are becoming increasingly aware of the need to backup their valuable data. At Vembu, we believe that Service Providers are best suited to offer backup services, provided they have the right tools.

- ❖ All-in-one Backup Solution
- ❖ Clustering & Load Balancing
- ❖ End-to-end encryption
- ❖ Centralized Monitoring
- ❖ Advanced Reporting
- ❖ Multitenancy
- ❖ Hierarchical Management Structure (UAC)
- ❖ WebServices API
- ❖ PSA and RMM Integration

Disaster Recovery as a Service (DRaaS)

As a trusted outsourced IT department to your clients, protecting your client's business data efficiently is one of the most important tasks, they could entrust you with. Use Vembu BDR Suite's 'out of the box' features to start your own DRaaS with minimal investment in time & money.

❖   Offsite Replication to your own Data Center

❖   Offsite Replication to Vembu Cloud

❖   Quick Recovery (Instant Boot, Failover, BMR, V2V, P2V and V2P)

❖   Automated Backup Verification

❖   Setup DR site at Microsoft Azure

❖   Setup DR site at Amazon Web Services

❖   Initial Data Seeding

❖   Built-in Invoicing

Other Benefits

❖ Product trial for each customer

❖ 24×7 Product Support

❖ Volume Incentive Rebate Program

❖ Events and Marketing Fund

❖ Marketing Collateral & Product Webinars (live and recorded)

❖ Online training materials

❖ Marketing Template (Email, Banner and etc.)

❖ Sales and Support team training (online and in-person)

❖ Joint PR

Vembu BDR Suite - Product Portfolio

Vembu BDR suite is an one stop solution to all your Backup and DR needs - catering to every requirement of small and midsize businesses.

	VMBackup	Backup & Replication for VMware and Hyper-V
	ImageBackup	Backup and Bare-metal recovery for Physical Windows Servers & Desktops
	NetworkBackup	Backup solution for file/folders, applications like MS Exchange, SQL, SharePoint, AD, Outlook and MySQL etc.,
	OnlineBackup	Backup solution for file/folders, applications like MS Exchange, SQL, SharePoint, AD, Outlook and etc. directly to Vembu Cloud
	SaaSBackup	Backup Solution for SaaS Applications like Office 365 and Google Apps

Add-on Products

- **Vembu OffsiteDR** is an add-on service to Vembu BDR Backup Server. OffsiteDR enables you to keep additional copy of backup data on-site or off-site

- **Vembu CloudDR** provides ability to set up hybrid cloud environment where you can replicate additional backup copy to Vembu Cloud. So, you can keep one copy of your backup data in the Vembu BDR backup server in your data center and another copy in the Vembu Cloud

- **Vembu BDR360** helps you with 24/7 availability by providing the flexibility to monitor and manage all your Vembu BDR backup environments from a centralized portal

- **Vembu Universal Explorer** is an agent-less software which helps you to restore individual items from Microsoft Exchange, SQL Server, SharePoint and Active Directory instantly. This tool can be used for Instant Granular Recovery from Vembu BDR managed backups
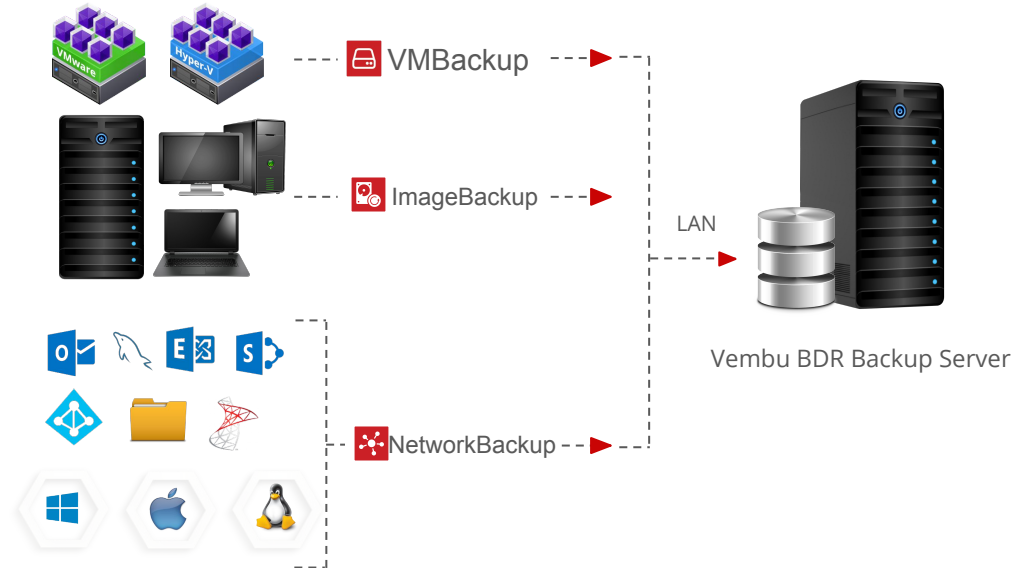
How a Service Provider can start offering BaaS or(and) DRaaS to their customers ?

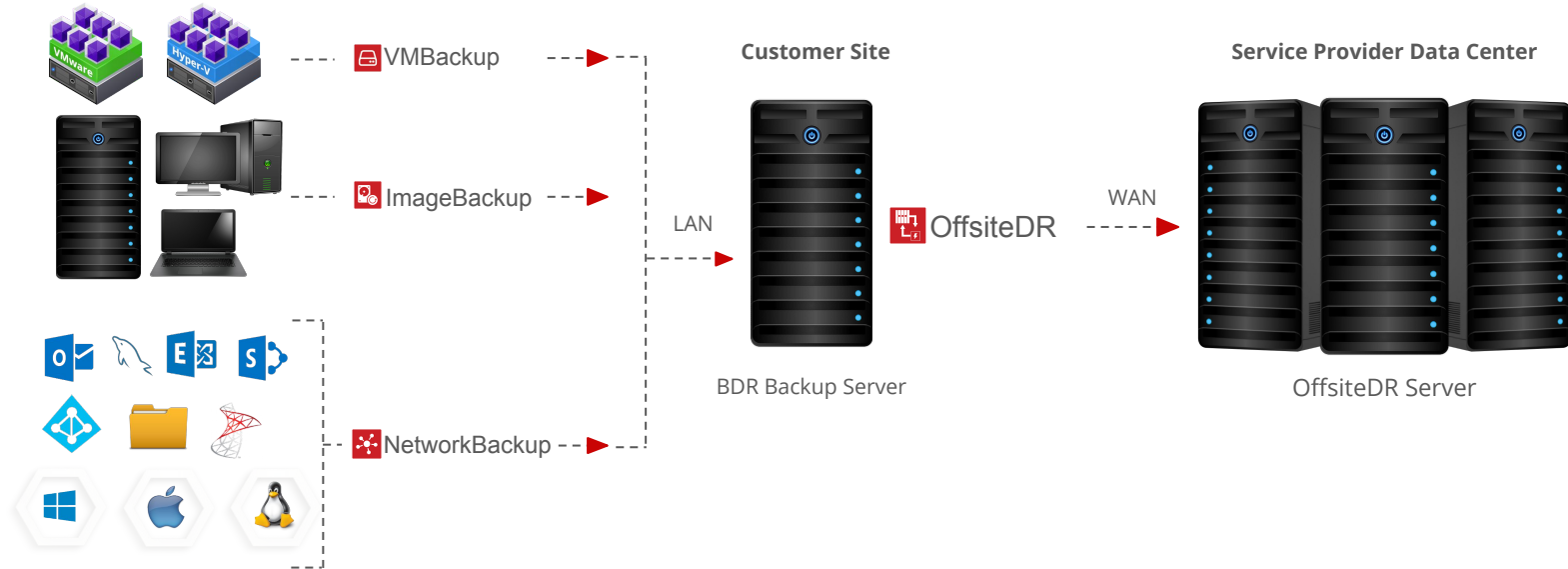Follow 4 simple process to start offering BaaS and DRaaS

1. Understand the Vembu Service Provider Program
2. Plan and setup your Backup and DR site
3. Connect with Vembu Portal for license and customer account management
4. Connect with Vembu BDR360 for centralized monitoring and reporting

On-premises Deployment

- Install Vembu BDR backup server at CSP or HSP data center

- Backup VMs and physical machines and store it locally

- Replicate VMs and physical machines for DR purpose (Optional)

- Create user accounts for your customers by grouping the backed up VMs and physical machine for self management

VMBackup

ImageBackup

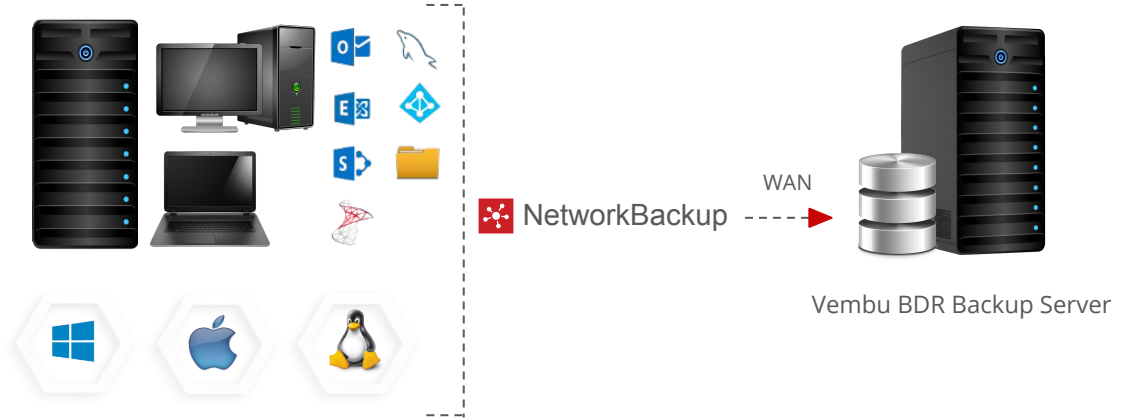NetworkBackup

LAN

Vembu BDR Backup Server

Hybrid Cloud Backup (Backup 'on-premise' and Replicate to Remote location)

- Install Vembu BDR backup server in customer site and backup VMs and physical machines locally
- Replicate the backed up data securely to your data center over WAN for data redundancy and DR purpose

Remote Backup / Online Backup (Direct Remote Backup over the Internet)

- Install and setup Vembu BDR Backup Server in your data center

- Download and install Vembu NetworkBackup agent in your customer's machines

- Authenticate the machines with your BDR Backup Server

- Backup the files and applications over WAN

NetworkBackup

WAN

Vembu BDR Backup Server

Start a Profitable Backup & DR Services!

Use our best-of-breed software to increase your recurring profits by offering your customers, a managed backup and disaster recovery service at an affordable price

❖ Monthly Subscription

❖ Pay per CPU-socket

❖ Pay per VM

❖ Pay per Server

❖ Free Endpoint Backup

❖ Free Granular Recovery Tools

❖ Not For Resale Units

Thank You

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