

Become a CyberFortress Partner

Reseller Program

Resellers secure discounted products for profitable resale, actively engaging in sales, marketing, and customer support. They emphasize maintaining enduring customer relationships, providing comprehensive pre-sales and post-sales support for satisfaction, including troubleshooting, maintenance, and upgrades.

Referral Program

Recommend products or services in your network, earn commissions or referral fees for successful purchases. Referral partners focus on lead generation and initial recommendations, without involvement in post-referral sales or ongoing support, allowing them to earn commissions through successful connections.

Service Offerings



Why partner with CyberFortress ?

-  The ease of working with a “One stop Backup & Recovery” shop for all different needs
-  Constant revenue stream in recurring commissions/ discounts
-  Partner Portal for Deal Registration and more
-  Cost Savings; leverage CyberFortress expertise and infrastructure
-  Mitigate Risk - liability for product support
-  Training & Certification
-  Access to Professional Services
-  Offer value, build trust, and execute white glove service delivery to your customers.



Credentialed Recovery Professionals

Veeam Vanguard, Veeam Certified Engineers, Veeam Certified Architects, Veeam Accredited Service Provider, VMware vExperts, VMware Certified Associate-Data Virtualization, Microsoft Certified System Engineer, Microsoft Certified System Administrator, Microsoft Certified Solutions Associate, Microsoft Certified Technology Specialist, Microsoft Certified Professional.

Partner Advantages

Expanded Offering

A risk-averse approach with no upfront costs, aligning with compliance mandates to mitigate potential risks. It aims to increase revenue through partner margins, scalable partner tiers, and an enablement program. Access to instant enterprise benefits partners with premium service and support, a partner portal, and professional services. The risk-averse strategy is emphasized again with no upfront costs and compliance alignment. Additional benefits comprise a Not-for-Resale (NFR) program, an Early Access Program (EAP), and comprehensive sales support, providing a well-rounded package for partners.

Registered	Certified	Preferred	Strategic	Professional
<ul style="list-style-type: none"> ✓ Partner Portal ✓ Deal Registration ✓ Promotional Offers ✓ Marketing & Sales Toolkit ✗ Sales & Product Training ✗ EAP Program ✗ Lead Sharing ✗ NFR Program ✗ Partner Logo on Website ✗ Onsite Support ✗ Level 2 & 3 Support 	<ul style="list-style-type: none"> ✓ Partner Portal ✓ Deal Registration ✓ Promotional Offers ✓ Marketing & Sales Toolkit ✓ Sales & Product Training ✓ EAP Program ✗ Lead Sharing ✗ NFR Program ✗ Partner Logo on Website ✗ Onsite Support ✗ Level 2 & 3 Support 	<ul style="list-style-type: none"> ✓ Partner Portal ✓ Deal Registration ✓ Promotional Offers ✓ Marketing & Sales Toolkit ✓ Sales & Product Training ✓ EAP Program ✓ Lead Sharing ✓ NFR Program ✗ Partner Logo on Website ✗ Onsite Support ✗ Level 2 & 3 Support 	<ul style="list-style-type: none"> ✓ Partner Portal ✓ Deal Registration ✓ Promotional Offers ✓ Marketing & Sales Toolkit ✓ Sales & Product Training ✓ EAP Program ✓ Lead Sharing ✓ NFR Program ✓ Partner Logo on Website ✓ Onsite Support ✗ Level 2 & 3 Support 	<ul style="list-style-type: none"> ✓ Partner Portal ✓ Deal Registration ✓ Promotional Offers ✓ Marketing & Sales Toolkit ✓ Sales & Product Training ✓ EAP Program ✓ Lead Sharing ✓ NFR Program ✓ Partner Logo on Website ✓ Onsite Support ✓ Level 2 & 3 Support



Trusted

3x Veeam Partner of the Year for Outstanding Delivery of Veeam Cloud Services, VMware Enterprise Cloud Provider and Microsoft Certified



Experienced

20+ Years Delivering World-Class Data Protection Services with Hundreds of Thousands of Physical and Virtual Machines Under Protection



Compliant

SOC II, HIPAA, PCI-DSS, ISO 27001



Innovative

Forward-Thinking Public, Private, Hybrid Cloud Solutions, plus Hypervisor Agnostic



Accredited

Professional and Managed Services



Global

Serving North America, EMEA and APAC Markets

Enforced By The Recovery People

CyberFortress' greatest strength is its people. From mobile to mainframe, our comprehensive services are enforced by highly-trained experts and access to a real human for support, 24x7.

