MSP Backup Partner Solution Benefits and Requirements

CyberFortress' MSP Backup Partner Solution is designed with partner needs in mind. We understand it's critical for our partners to offer value, build trust, and execute white glove service delivery to their customers. Beyond providing these values to your customers, you will also establish a strong new revenue stream when your partner with CyberFortress.

Preferred
Up to $4,999
Monthly Reoccuring Revenue
MSRP

Strategic
$5,000 - $9,999
Monthly Reoccuring Revenue
MSRP

Elite
$10,000 +
Monthly Reoccuring Revenue
MSRP

CyberFortress MSP Backup Partner Solution Enrollment

To become a partner with CyberFortress, email sales@ CyberFortress.com. Benefits and requirements vary by membership level.

Deal Registration

Deal Registration is available for all partner tiers. An additional discount is offered for registered deals (based on partner level). Registered deals remain valid for 30 days from the submission of the registration request. For deals not closing within 30 days, registration may be extended at the sole discretion of CyberFortress.

Price Protection

Price protection is a standard feature of CyberFortress' Deal Registration Program. Our commitment to our partners who register qualified opportunities is that we will not offer a higher level of discount to any competing partner within the deal registration window.

Revenue Requirements

Revenue requirements are based on annual revenue per calendar year. Partners may progress through the Partner Program tiers as monthly recurring revenue increases. Monthly recurring revenue based on business bookings. A closed-won opportunity will be considered qualified revenue towards tier movement upon receipt signed contract. Quoted sales will be at MSRP.

Partner Tier Movement

Movement into a higher tier can occur when the monthly recurring revenue for that tier has been reached by the partner. If a partner falls below the revenue threshold for their existing tier the partner will have 90 days to make up the difference in revenue to maintain their current partnership tier.

Certification Requirements

Certification must be on the current major release of Veeam's Availability Suite to meet Partner Solution requirements. Partners will have 180 days after a major release to complete/update certification requirements.

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.

veeam
Accredited Service Partner

veeam
Powered

Cloud Solutions

Backup Built for the World's Best Recovery

Our ultra-secure Backups are made to do one thing: Completely Recover ALL your lost or stolen data--the fastest, easiest, most accurate way ever. To have your business back up and running in 15 minutes if you want it. Because, what used to take multiple vendors, consultants and managers, we give you day ONE:

Four-Step Backup™

1 Complete Data Map & Inventory

2 Custom Data Recovery Plan

3 The Fortress to Secure Your Data

4 Continuous Readiness Reporting

Rapid Recovery Force™

1 24/7 LIVE Disaster Recovery HOTLINE

2 Credentialed Recovery Specialists

3 100% Dedicated Recovery Team

4 Recovery in 15 Minutes or Less

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.

Can We Back That Up?

Interested but want some proof? Interest in a free consultation with a real recovery specialist? You're our kind of customer. Schedule now. We'd welcome the opportunity to show how we can back it all up and make your life easier!

veeam
Cloud & Service Provider
Platinum