

ABS Managed Services Product Data Sheet

BUSINESS CONTINUITY PARTNER PROGRAMS

Whether your client's are seeking a complete business continuity solution, want to supplement their current data backup processes or need to align for data compliance, ABS can help.

Value-Added Partnership

Focus on your core business, our team of IT professionals and technology infrastructure take ownership of your client's data protection and disaster recovery operations. Client-dedicated Technicians available 24x7x365 manage your client's backup operations, monitor the system environment and restore data or applications/systems, without client or IT resources involved.

With the ABS Reseller program, access wholesale rates and our partner-managed technology platform to truly differentiate your offering and drive substantial profits.



ENTERPRISE-CLASS MANAGED SERVICES

Our enterprise solutions provide organizations with true business continuity. ABS Enterprise® leverages both local and off-site data storage, bare metal backup and hardware independent recovery for servers and workstations, comprehensive system monitoring & diagnostics, plus local and off-site virtual recovery hosting with flexible failback.

RESOURCES & MATERIALS

To assist in client discussions, we provide a comprehensive set of materials including: data protection and business continuity consulting guides, solution demonstrations, customer case studies and industry materials to assist you in proving the value case for complete business continuity.

Partner Programs

Provide your clients with a diverse portfolio of managed solutions for complete data protection and disaster recovery. Designed for IT industry professionals, partner programs are flexible with options for ABS-managed or partner-managed solutions. Programs include access to unique business continuity platforms—ABS Enterprise® & ABS Managed Backup®.

SUCCESSFUL INDUSTRY PARTNERS

- IT Consultants and Solutions Providers
- Managed Service Providers (MSPs)
- Software Vendors and Application Service Providers (ASPs)
- Systems Integrators and Internet Service Providers (ISPs)
- Disaster Recovery Specialists

PARTNER PROGRAMS

ABS Affiliate

Solutions are ABS-managed. Refer your client to ABS and we handle it all. Technicians manage backup/recovery operations and coordinate issue resolution with the IT Partner and/or Client. Affiliates are paid a commission based on the storage revenue for each client, cumulative across all clients serviced.

ABS Reseller

Solutions are partner-managed. Resellers get access to ABS Wholesale Pricing and white label utilization of ABS Enterprise® & ABS Managed Backup®. Resellers are billed directly for the storage used by its Client's. Resellers can establish Client pricing independent of ABS.

