

TECHNOLOGY SHOWCASE

VAULTLOGIX POWERS SEISMIC ONLINE BACKUP AND RESTORE SERVICE

Managed service turns backup and recovery into profitable recurring revenue.

When customers are responsible for their own backup, it is often done poorly or not at all. Often this will not come to light until there is a problem, and by then it is too late.

The solution: managed backup and recovery services that protect customers' critical information and add profitable recurring revenue to your bottom line.

But which service provider to choose? Best-of-breed criteria include ease of implementation; leading-edge backup software technology; an enterprise-class storage infrastructure; and a strong commitment to channel partners that makes it easy to do business.

These criteria were a driving factor when Ingram Micro chose VaultLogix to power its Seismic Online Backup and Restore service, one of a growing number of managed services in the Seismic portfolio. "This service enables Ingram Micro Seismic partners to offer clients an affordable solution for the universal need for secure, cost-effective data storage and rapid retrieval for PCs, laptops, file servers and application programs and databases," says Justin Crotty, vice president, services, Ingram Micro North America.

Partner-friendly Service

VaultLogix' partner-friendly business model distinguishes it from other service providers. "Our focus," says CEO Tim Hannibal, "is to turn backup into a monthly recurring revenue stream for channel partners, and to do it better than anyone else."

VaultLogix' agentless model, which eliminates the requirement that software be installed on every machine to be backed up, makes it easy to deploy and manage the service. The backup software is simple to configure and use. Data is compressed and duplicate copies are removed, ensuring that bandwidth is effectively utilized as well as minimizing storage requirements. A world-class storage infrastructure protects the data off site, and features multiple redundancies and full mirroring to a second location in case of an outage at the primary data center. And VaultLogix' business processes, tools and support enable partners to offer the service profitably and hassle-free.

Ben Toresco, president of IT service provider Coastal Solutions and a VaultLogix partner, agrees. The service meets Coastal customers' need for transparent and reliable backup, and VaultLogix' exceptional support helped the company establish a thriving service business quickly and efficiently.

"VaultLogix has been extremely supportive right out of the gate," says Toresco. "From giving us guidelines on how to promote and sell the service, including customizable collateral, to



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providing sample proposals and contracts, VaultLogix offers a complete package to introduce the service to our clients. The training was excellent, and if we have any technical issues, we can quickly get through to their support engineers."

Ingram Micro Seismic customers gain an added edge: Seismic Online Backup and Restore is integrated with other Seismic services such as Seismic Remote Monitoring and Management (RMM), Seismic Network Operations Center (NOC), Seismic Help Desk, Seismic Professional Services Automation (PSA) software, Seismic Print Monitoring and Management, and Seismic E-mail and Web Defense.

FOR MORE INFORMATION

On Ingram Micro Seismic Online Backup and Restore service, powered by VaultLogix, Ingram Micro's customers can visit www.ingrammicro.com/seismic, or call their Ingram Micro sales representative.

For more information about Seismic, call an Ingram Micro Seismic representative at (800) 705-7057, option 5, or visit www.ingrammicro.com/seismic.