

NAKIVO Cloud Provider Program

Virtualization Data Protection for Hosting, Managed Service, and Cloud Providers

NAKIVO, the winner of a “Best of VMworld 2018” Gold Award for Data Protection, offers service-provider-grade data protection for VMware and Hyper-V environments. Designed for hosting providers, managed service providers (MSPs), and cloud service providers, NAKIVO Backup & Replication Cloud Provider Edition allows the delivery of BaaS, RaaS, and DRaaS with the highest performance levels, the most intuitive user experience, and the lowest TCOs on the market.

NAKIVO Backup & Replication Cloud Provider Edition is the only software solution to provide Multi-Tenancy for VMware and Hyper-V backup and replication. Multi-Tenancy enables service providers to create and manage tenants from a single admin web interface, while keeping tenants isolated. The easy-to-use self-service portal lets tenants access and manage their data, without seeing the data of others.

With the NAKIVO Cloud Provider Program (NCPP), Cloud Providers can:

- › Deliver Backup-as-a-Service, Replication-as-a-Service, and Disaster Recovery-as-a-Service (BaaS, RaaS, DRaaS)
- › Drive new revenues and greater profits
- › Save money with the lowest-TCO (total cost of ownership) solution

Spending countless days training users to operate new backup software is a thing of the past – NAKIVO Backup & Replication has an intuitive web interface that can be mastered in a matter of minutes.

Easy onsite and offsite protection

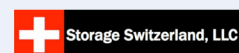
With BaaS and RaaS, Cloud Providers can protect tenants' VMs on-site as well as off-site, to the cloud provider's site, or to Amazon cloud.

Using local storage at the tenant's site can help achieve shorter recovery point objectives (less than 1 minute) as well as shorter recovery time objectives (less than 5 minutes).

The advanced Site Recovery functionality enables reliable, flexible, and easy-to-use DR orchestration and automation. With Site Recovery, users can create custom recovery workflows and run them in a few clicks when disaster strikes.

“NAKIVO's multi-tenancy and self-service is unique for the VM backup industry and this is truly disruptive technology, enabling hosting providers, cloud providers, and MSPs to offer VM Backup-as-a-Service (BaaS) and Replication-as-a-Service (RaaS), while better controlling service levels and expenses. But that is just the beginning – once VMs are backed up or replicated to the cloud provider's datacenter, the cloud provider can also deliver Business Continuity-as-a-Service (BCaaS) and Disaster-Recovery-as-a-Service (DRaaS) to drive additional revenue streams and further support their customers.”

George Crump,
Lead Analyst, Storage Switzerland



After a detailed validation process, NAKIVO Backup & Replication has achieved VMware's highest level of endorsement – the VMware Ready status.

“We are pleased that NAKIVO Backup & Replication qualifies for the VMware Ready™ logo, signifying to customers that it has met specific VMware integration and interoperability standards and works effectively with VMware cloud infrastructure.”

Sheryl Sage, Director,
Alliance Programs, VMware



Lucrative pricing and licensing

The NCPP offers flexible licensing and affordable pricing. Cloud Providers can purchase perpetual licenses or rent monthly or annual per-VM licenses. This approach enables CPs to grow their data protection funds while managing their expenses in a more efficient manner.

No additional costs or fees

There are no fees or qualification costs to become a member of the NAKIVO Cloud Provider Program. Simply apply on our website and start benefiting from NAKIVO's flexible and affordable solution.

Marketing cloud services together

Within our partner portal, you can access how-to videos, live webinars, detailed product information, evaluation software, logos identifying you as a NCPP member, and much more. Market development funds (MDF) and marketing materials are available for NCPP partners.

Advantages of NAKIVO Backup & Replication for Cloud Service Providers

- > Multi-Tenancy
- > Self-Service for tenants
- > Branding & License Delegation
- > Built-in Site Recovery solution
- > Lowest TCO
- > Horizontal scalability
- > Installable on Linux
- > Simple VM-based rental licensing
- > Shortest RPOs and RTOs

Sign up for the NAKIVO Cloud Provider Program at <https://www.nakivo.com/partner/cloud-provider-sign-up/>

"With NAKIVO Backup & Replication, we are delivering Backup-as-a-Service (Baas) to our growing base of customers with VMware environments. NAKIVO enables us to deliver the most reliable and easy-to-use backup service to our customers, while also improving our margins and growing revenue."

Primoz Lah, CTO, RvO



"For our Backup-as-a-Service, we are now using NAKIVO Backup & Replication as our underlying technology due to its superior reliability and performance. The intuitive self-service client user interface has also enabled us to dramatically reduce our client training time from over 8 hours to just a few minutes on average."



IT professionals from around the globe have chosen NAKIVO Backup & Replication to protect their virtual infrastructures. NAKIVO Backup & Replication safeguards data in companies of all sizes and spheres, including major players in the manufacturing, medical, legal, finance, and IT fields.

NAKIVO's products are available from leading distributors and value-added resellers.

