Dr.Backup, LLC
Online Backup Service

Pro-Partner Program Overview

Increase Revenues & Customer Retention
Using Online Backup

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(301) 560-4534

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Mr. Fubar - A Typical Small Business Owner

Who does YOUR backup?

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Background: Why Backup?

- The average failure rate of computer disks is 100% - all drives eventually fail

- In most failures, valuable files are lost

- Most small businesses don't have a backup plan that fully protects them against data loss

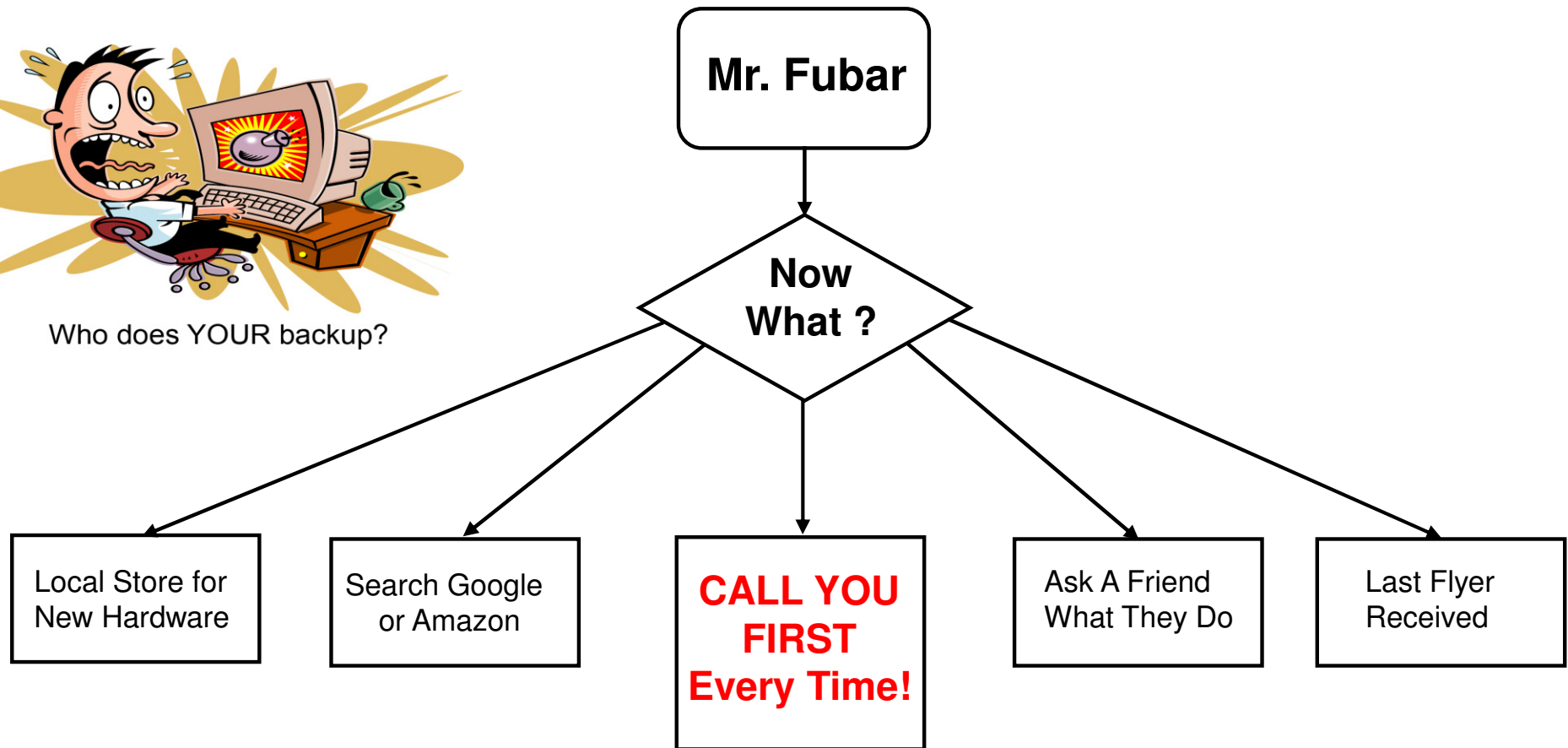- Many could be forced out of business after a catastrophic loss of data

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Potential Clients Have Choices:
What's Your Strategy?

Who does YOUR backup?

Mr. Fubar

Now What ?

| Local Store for New Hardware | Search Google or Amazon | **CALL YOU FIRST Every Time!** | Ask A Friend What They Do | Last Flyer Received |

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Online Backup: A Killer Application for the IT Service Professional

- **Large target market** – especially small to mid-sized businesses

- **Leads to a more complete knowledge** of the client's hardware, software and network infrastructure

- **All backup applications tend to stress hardware and** network components - **exposing latent problems**

- **Truly a "Win-Win" service**
  - Business better protected against disasters
  - In-house resources re-directed to focus areas
  - IT professional better understands client environment
  - Lays foundation for managed services relationship

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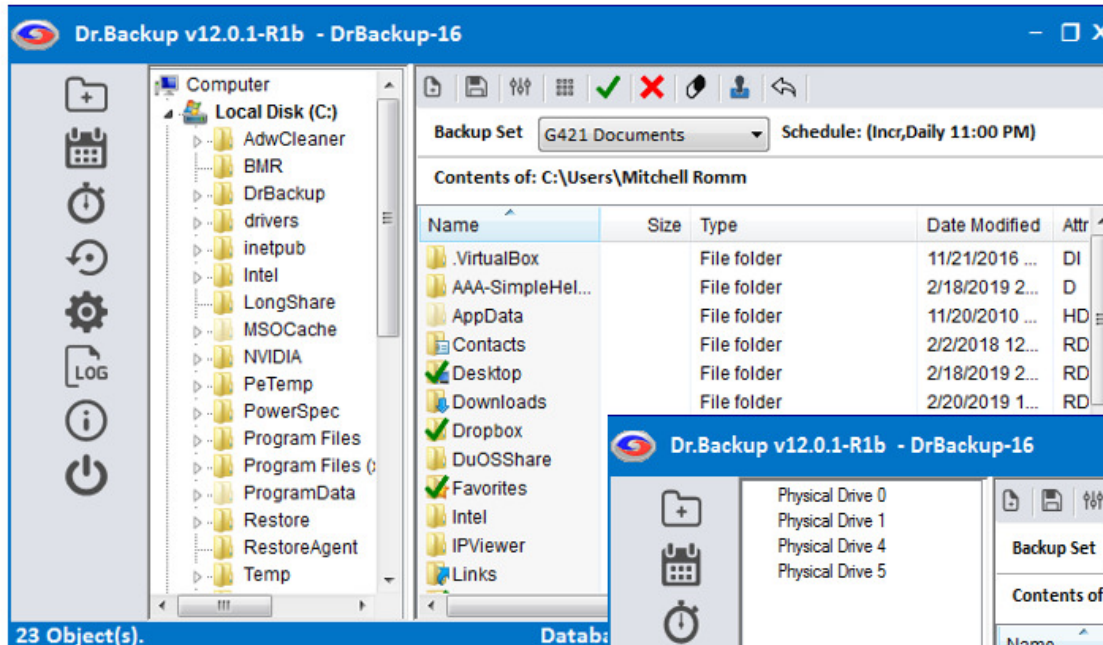
Dr.Backup Online Backup Service

- Online computer backup service for mission critical data
- Support for contemporary Windows versions: XP*/Server 2003*/Vista*/Server 2008*/Windows 7*/Server 2012/2016/2019/2022 & Windows 8*/10/11
- <u>Automated</u>, offsite and secure (HIPAA-compliance)
- Client software included – online & local image backup
- Uses broadband Internet connection
- Flexible subscription pricing – pay as you go or discounted annual pre-pay
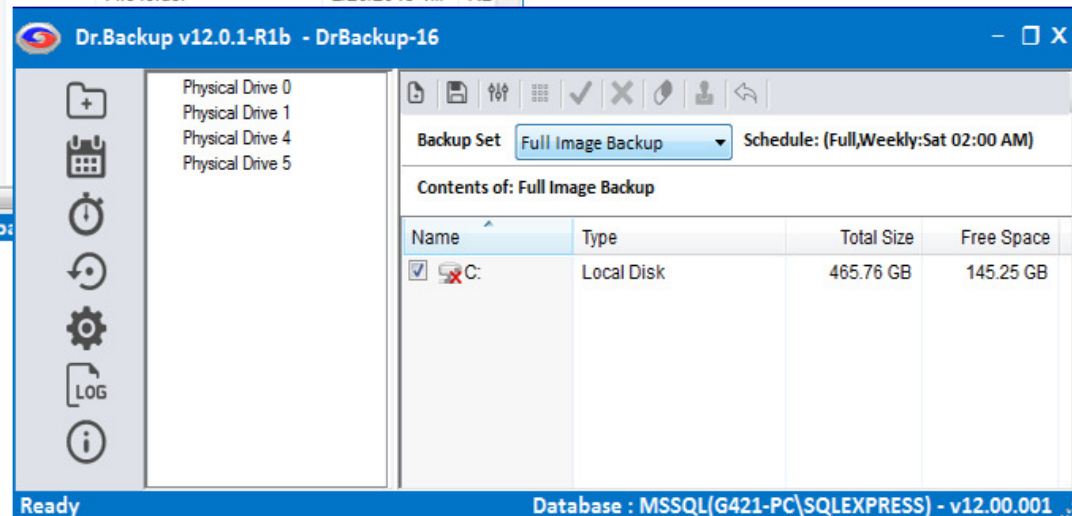
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Explorer-like User Interface

Online Backup Mode – files, folders SQL databases, virtually any business critical document, fully encrypted, compressed and securely stored in offsite cloud storage

Image Backup Mode – Select entire drives or specific volumes, disk images transferred to local disk storage in universal Virtual Hard Drive (VHD) format

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Pro-Partner Program Goal

Help each Partner build long-term <u>profitable</u> client relationships by serving as a trusted "custodian" of mission critical computer data.

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Pro-Partner Program
Product Highlights

- **Highly-competitive product with excellent packaging**

  - FREE 30-day trial with <u>no credit card required upfront</u>

  - 60-second account provisioning

  - Automated email follow-up

  - Disk storage quota uplift for your clients

  - Month-to-month or annual service plans

  - 100% Customer Satisfaction Guarantee

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Pro-Partner Program Highlights

- Simply the <u>BEST</u> affiliate pay program in the backup industry*

  - Commission for closing the sale – 50% of the client's first full monthly billing

  - Monthly revenue sharing of up to 40% of the client's invoice – no mandatory sales volumes to receive a check

  - No upfront fees or setup charges to join the program

  - Maintain "active" agent status and benefits by making just one sale per year

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Pro-Partner Program
Support Highlights

- Top-notch customer support – S.M.A.R.T managed service delivery

  – Priority Tier 1 & Tier 2 support via phone

  – CRM system tracks all customer interaction

  – Secure remote hands support

  – "Copy-me" on email notifications available

  – No generic offshore call center

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Pro-Partner Program
Marketing Highlights

- **Additional Highlights**

  - Access to Library of Marketing & Proposal Tools
  - Printed Materials (leave behind or in-store display)
  - Promotional Videos
  - Sample Email Prospecting Campaign
  - Sample Social Media Prospecting Campaign
  - Click-thru Affiliate Code for Trials
  - Promotional/Discount Codes
  - Easy Online Quoting & Proposals
  - Complimentary demo account
  - Dedicated Partner Rep

  More on Pro-Partner Resource Web page at:
  http://drbackup.net/Pro-Partner

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Backup Service Features

- Email notifications after each backup

- Weekly disk usage reports sent via email

- Partner "copy-me" feature on all notifications & eAlerts

- Secure remote hands support (screen sharing)

- Disk quota uplift for partner sales

- Email alert if no recent backups

- Mature software – version 13.0 announced in 2021 – annual update and feature enhancements

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Feature Upgrades & Client Version Details

- Support for 1,000,000+ individual files in catalog with no hard limit on size of any individual file

- Support for all Windows 32 & 64-bit computing platforms including Server 2016-2019-2022 / Windows10/11
  (legacy support for XP/2003/2008/2012/W7/W8)

- Integrated Open File Agent for 'snapshot' of files not closed during backup (VSS)

- Live backup of Microsoft SQL Server databases

- BitBackup – record-based differential file backup with automatic "roll-forward" when delta files grow large

- **Local Full Image Backup** – VHD/X-based local image backup of direct attached NTFS volumes to customer provided storage; use for advanced recovery i.e., virtualization or bare metal restore

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Take Action: Why Wait?

- No cost to join the Pro-Partner program

- Online: https://drbackup.net/become-a-pro-partner/

- Take 30-day FREE trial of service

- Brief phone interview to answer your questions and get your Partner ID code

THANK YOU FOR YOUR TIME AND SUPPORT

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