

# Grow Your Business with the iland Partner Program

## Partner with a global leader in secure cloud services

The iland Partner Program makes it easy for managed service providers (MSPs), value added resellers (VARs) and other solution providers to partner with a global cloud leader and quickly establish a revenue stream with profitable cloud services. iland's no-cost partner program gives channel partners a way to easily offer Infrastructure as a Service (IaaS), Disaster Recovery as a Service (DRaaS) and cloud backup in iland's global, VMware-based cloud. The easy-to-join iland Partner Program delivers strong margins with discounts based on volume sales.

## A program built with partners in mind

Our program benefits can help you build a cloud business that's sustainable through rapid market and technology changes. Analysts from Gartner have recognized iland's leadership in DRaaS, so you can rely on our expertise to support your business growth.

The iland Partner Program includes sales and marketing tools to help resellers transition to a monthly recurring revenue model structured around profitable cloud-based services. Moving from a capital expenditure model to an operating expenditure model improves your profitability while creating a monthly recurring revenue stream. iland's simple onboarding process and straightforward pricing support short sales cycles, so you can get customers up and running quickly and speed up the time it takes to earn cloud services revenue.

## Technology that makes your job easier

iland built the iland Secure Cloud<sup>SM</sup> platform on VMware technologies, making it easy for you to standardize your clients on a familiar solution and transition their backups and infrastructure to the cloud. iland MSPs can also monitor and manage all of their customers' cloud services—including off-site backups, DRaaS and IaaS—through the iland Secure Cloud Console<sup>SM</sup>. This single-pane-of-glass solution dramatically simplifies cloud visibility and makes it easy to manage performance, security, compliance, testing, reporting and even billing.

In addition, iland also developed Catalyst, a free assessment tool to get an inside view of your customers' environments. Give your customers options and scenarios unique for each environment and create accurate customer quotes the first time.

## Security and compliance

iland helps you and your customers defend against the dark arts and cyber threats with security features built into the iland cloud platform. iland is fully certified and compliant with industry regulations including ISO 27001, SOC2, ITIL, HIPAA, CSA STAR, GDPR, PCI-DSS and CJIS.

### iland services

iland offers secure and compliant cloud services built on a VMware-based virtualization platform and Cisco best-of-breed security technologies. iland's premium level of performance allows partners to offer their customers these services:

- Secure Public Cloud (IaaS)
- Secure Disaster Recovery as a Service (DRaaS)
- Hosted Private Cloud
- Cloud Backup



## Partner program models

The iland Partner Program has three models designed to provide you with the collaboration and sales, marketing, technical training and support you need for business success.

### 1. Agent

This model is ideal for consultants and solution integrators who want to open or expand their cloud portfolio and earn monthly recurring commissions throughout a customer's contract. iland collaborates and assists throughout the sales process and ultimately owns the customer contract, support and billing relationship.

### 2. Reseller

Ideal for VARs who want to retain the billing relationship with their customers and earn generous margins without taking on the liability of support. iland owns the support relationship based on our service level agreement, and collaborates and assists throughout the sales process.

### 3. MSP

This model is for MSPs who can deliver end-to-end service to customers, including billing, account management and support. The MSP owns the customer relationship contractually, financially and from a support perspective. iland bills the MSP at a wholesale discount rate and incorporates iland services into the MSP's customer-facing service offerings. iland supports MSPs while they support their own end customers.

## Your success is our success

The iland Partner Program has built-in benefits designed to help you succeed:

- Joint marketing activities and go-to-market support
- Dedicated sales and technical resources for all stages of the sales process
- Sales and technical training and certifications
- Partner portal access
- Incentive programs

## Why partner with iland

- 22+ years delivering IT
- 98% satisfaction rate for technical support
- 8 global data centers in North America, EMEA and APAC
- Named a Leader in DRaas by Gartner



## Learn more

Contact us today to find out how the iland Partner Program and iland secure cloud services can help you simplify your service offering and grow your business quickly.

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