Already covered:

Part One: Introduction to BackupAssist

Part Two: Technology Overview

Now:

Part Three: Putting it all together

- Revenue opportunities
- Centralized Monitoring
- Product pricing
- Reseller programs

BackupAssist™
Windows® Backup Made Easy!

Part Three: Putting it all together

Revenue opportunities for I.T. Specialists

- ☐ Initial sale of hardware and software

- ☐ Ongoing sale of software upgrades (long term)

- ☐ Haas – place a NAS device into client's network; charge monthly fee

- ☐ Internet backup – use your own existing data centre, or buy a server & on-sell space to your client [buy in bulk, resell and mark up]

- ☐ Full service monitoring

- ☐ Data retrieval service/support.

Part Three: Putting it all together

Revenue opportunities

Centralized Monitoring

Product pricing

Reseller programs

Easy management and control:

☐ Unique Centralized Monitoring Console makes everything completely integrated.

☐ Hosted service.

☐ Web console – access reports, create client reports.

☐ Daily email – status of all monitored jobs in last 24 hours.

☐ Alerts you to problems as they arise.
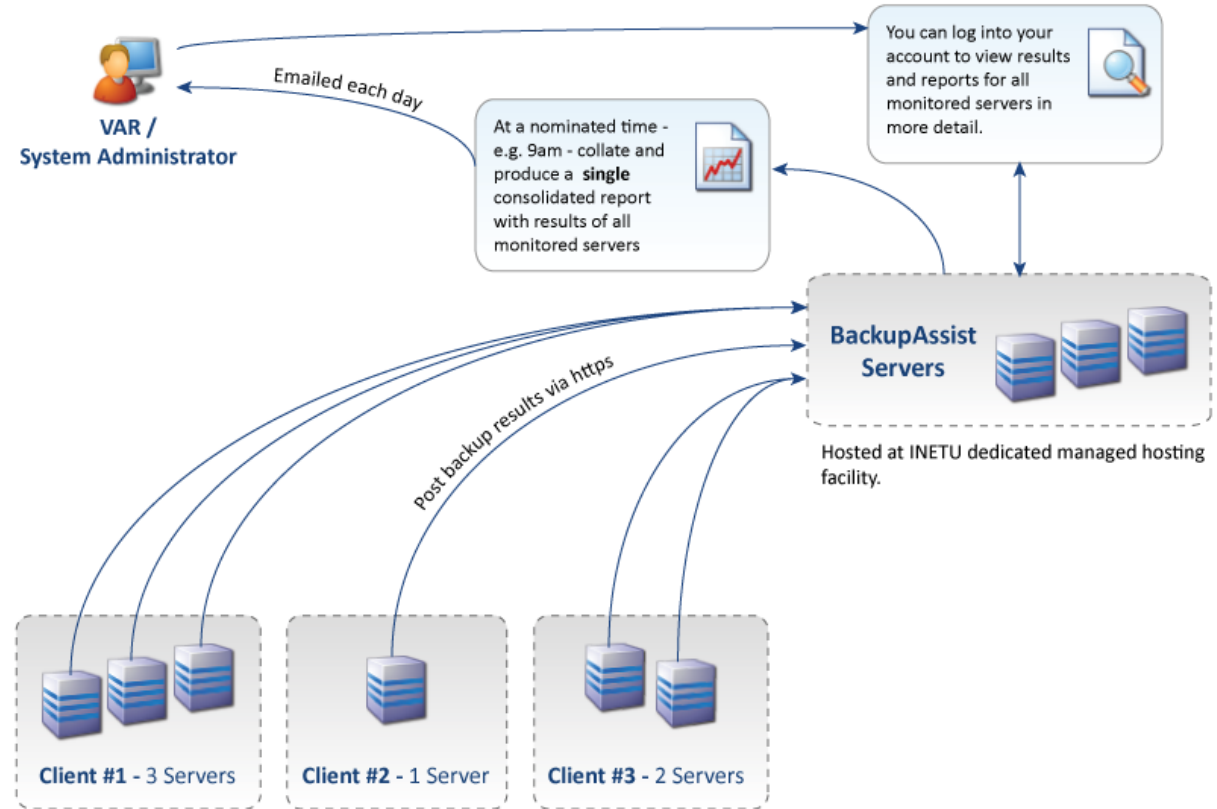
☐ Monitor multiple clients in minutes.

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Part Three: Putting it all together

Centralized Monitoring – How it works:

Part Three: Putting it all together

- Concise summary of all jobs across all clients.

- Drill down by clicking the links.

- Any problems are placed at the top of the report.

- Emailed to you daily or view in your web browser.

Part Three: Putting it all together

Product pricing.

Product	Pricing (AUD)	Pricing (USD)	Pricing (GBP)	Pricing (EUR)
BackupAssist v5 Drive Imaging, NTBackup, File Replication, ZIP	$329	$249	£139	€189
BackupAssist for Rsync Bandwidth Efficient Internet Backup	$195	$129	£75	€108
Exchange Mailbox Add-on Mailbox Backups to PST	$195	$129	£75	€108
SQL Add-on Near-continuous backup of unlimited SQL Servers	$195	$129	£75	€108
ZIP-To-Tape Add-on Tape drive support for Server 2008	$195	$129	£75	€108
Hyper-V Granular Restore Add-on Restore files from Guest VMs	$329	$249	£139	€189
BackupCare (12 months) Centralized monitoring and upgrade protection	$197 renewal	$149 renewal	£83 renewal	€113 renewal

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Revenue opportunities

Centralized Monitoring

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Reseller programs

Reseller programs

Gold and Silver reseller programs available.

- ☐ No licensing fees.
- ☐ No franchise fees.
- ☐ No sales targets.
- ☐ Easy to qualify.
- ☐ Monthly billing.

- ☐ Technical support.
- ☐ Marketing support.
- ☐ Custom designs.
- ☐ Case studies.
- ☐ Information base.