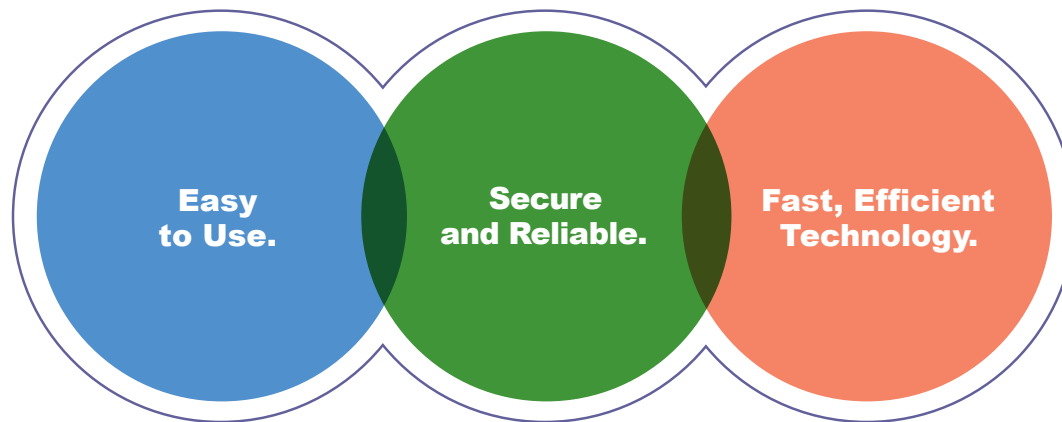


BECOME AN EVAULT VALUE ADDED RESELLER

Profit from the growing need for secure, compliant, and fast data backup & recovery

When you become an EVault Value Added Reseller (VAR), you add to your solutions the industry's most advanced and complete disk-to-disk backup. Your clients get EVault's trusted technology—fast, reliable backups and restores, selectable data encryption, disaster recovery assurance, easy regulatory compliance, and expert help. You get generous discounts, on-going technical and sales training, and access to our Partner Community Portal with self-service automated demand generation campaigns, deal registration, sales literature, and much more.

Why customers love EVault



- No more tapes—disk-to-disk solution streamlines operations
- Manage everything centrally via web browser
- Seamless integration and the widest range of application support
- No-hassle, quick-and-easy restores for one or more files

- FIPS-approved, NIST-certified 256-bit AES encryption
- Data is encrypted during transmission and at rest
- No physical transport of data via tapes
- Simplified compliance with industry regulations
- 24x7 expert customer support for critical issues
- EVault is fully SAS 70 Type II certified

- Delta-Processing compression substantially reduces backup window
- Storage pool optimization maximizes disk space utilization
- Provides backup and recovery at the bit level



Our customers demand the very best in data protection solutions and services to safeguard their business critical data. EVault not only offers leading technology and vast industry expertise, but is also very easy to do business with, which equates to happier customers and more sales opportunities. ”

– Evan Walters, President
Innovative Information Solutions

Factors influencing the type of projected backup-and-recovery purchases:

- 65.1%: Reliability
- 61.5%: Backup speed
- 54.1%: Ease-of-use
- 50.5%: Recovery speed

Source: InfoStor Backup/
Recovery Reader Survey
2005

Never
lose your
data

GROW YOUR BUSINESS WITH EVAULT

HERE'S WHAT YOU GET:

- Generous Revenue Sharing**
- Upfront and ongoing commissions
- Register your opportunities and increase your revenue

- Customer Loyalty & Access to New Markets**
- Build a deeper relationship with your existing customers
- 99% customer satisfaction

- Partnership with the Industry Leader**
- Best products and services
- Committed to the channel

HERE'S HOW WE HELP YOU SUCCEED:

We Make it Easy to Market.

- Turnkey marketing campaigns to help you quickly start generating leads
- Cobranded collateral support
- Multiple lead generation opportunities to supplement your sales efforts
- Up to 2% MDF to help you market

We Make it Easy to Sell.

- Dedicated account management support
- Online training lets you learn at your own pace
- Technical and sales training to share best practices
- We provide sales materials so you can focus on selling

We Make it Easy to Order.

- Submit orders via the web
- Three easy steps
- Customer implementation made simple

Annual growth of production data will continue at 20% to 30% over the next 5 years.

- ERP, CRM
- Images, digital content, etc.
- Reliance on integrated communication (email, IM, Voice)
- Customer correspondence

60% of backups will be on disk by 2011

- 29% currently are to disk and 71% to tape
- Two-year estimates shift this to 43% disk and 57% tape
- Disk cost continues to decline; adoption will continue to rise

Source: "Disk-Based Data Protection Forecast: 2006 to 2011." Forrester Research, 2006



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