



NOVABACKUP
PARTNER PROGRAM

Complete data backup and recovery
solutions for channel partners

INTRODUCTION

Looking for a strategic partnership to help you expand your backup and recovery portfolio? At NovaBACKUP, we enjoy working with our channel partners. You know your customer base, we understand data protection down to the smallest detail - and together we can deliver an exceptional backup experience.

"We understand the business of managed services and IT support and have used our years of data protection experience to create an easy-to-use backup and recovery solution that meets the latest compliance regulations - all backed by our experienced support team that will do all they can to help you maintain your status as a hero to your customers."



Mike Andrews, CEO
NovaBACKUP Corporation

Why Partner with Us?



Local and Reliable Technical Support and Services

Our support engineers take your requests seriously and provide you with support and professional services that go beyond simple questions. We work with you to develop the best backup strategy for your customers and do everything in their power to ensure that their data can be recovered, no matter the disaster. That's why NovaBACKUP's support is unique among backup software vendors in the US and Germany!



Affordable Pricing and Flexible Licensing Options

NovaBACKUP partners are transitioning to our Managed Backup-as-a-Service program with Centralized Management, enabling our partners to scale as needed and expand their services to offer 24/7 monitoring and remote management. Our partners receive exclusive discounts that'll help grow your revenue, all without keeping track of client license keys.



Focus On Backup and the Channel

We have never wavered in our focus on backup and recovery solutions. While other vendors have abandoned the topic over time, NovaBACKUP has always remained true to backup, becoming an expert in the field, so you don't have to. We can only do this with you, which is why we have always been and will continue to be passionate about supporting our channel partners.

PROGRAM OVERVIEW

The NovaBACKUP Partner Program gives you access to our Windows backup and recovery solutions which combine local backup to the storage media of your choice with secure cloud backup that is encrypted in transit and at rest. Become a partner to leverage the backup solution of choice for medical practices, professional offices, and small businesses, and start protecting your customers' data with the best solution for their requirements.

"With NovaBACKUP Server Agent, our practices get the complete package: easy-to-use data protection including disaster recovery, MS SQL backup, and virtual machines. We highly recommend NovaBACKUP to medical practices because the overall package is just right!"



Gereon Schubert
HMS GmbH

Program Levels

Managed Service Provider

For those who want to offer a managed backup service, utilize our Backup-as-a-Service solution to monitor and manage your customers' local and cloud backups, including access to a dedicated technical account manager.

Distributor

We work with a select group of distributors around the world. If you're interested in adding our backup solution to your portfolio, contact us for more information.

Technology Partner

NovaBACKUP's vendor-agnostic platform allows you to connect your favorite storage solution that fits your backup strategy. Our technology partners are industry leaders we've built strong partnerships with over the years to deliver seamless, innovative backup solutions.

Program Options





Support, Consultation, and Training

As part of our Partner Program, you get access to our local support team, which has years of experience in the backup world (our average tenure is over 10 years!). Dedicated to the success of your backup strategy, they are the perfect addition to your team. If you have any questions about backup installation or configuration, or if you encounter a problem, you can rest assured that our team is here to help.

"Another great aspect of working with NovaBACKUP is their support. I have had fast responses to technical questions and emails. Also, the team really knows their product and the industry, which makes the call much more productive."

Steve Oldham, Owner
Oldham Consulting

In addition, we provide 1-on-1 and recorded training, regular webinars about all the things backup, and more.

Installation	Demo	Setup	Support
 Remote Software Installation Our inhouse technical support engineers use remote desktop to properly install and configure your software.	 Product Walk-Through Get a one-on-one walk-through of the software and ask any question you may have.	 Setup Your First Backup Job Get the benefit of our backup expertise. Watch and learn as we setup your first backup job and DR image for you.	 Ongoing Tech Support Get in touch with our technical support team any time you have a question or need help.

- ✓ **Easy Backup Management:** Set up local and cloud backups in one hybrid backup job, add end-to-end AES-256 encryption to individual jobs or storage devices, set a custom backup retention for different backup storage, and organize agents into custom groups, such as by location, office, or customer.
- ✓ **Applications and VMs Always Included:** NovaBACKUP supports backup of files, applications, and virtual machines, as well as disaster recovery for complete hardware failure, all at no additional cost. Combine these backup methods to create a flexible and comprehensive backup plan.
- ✓ **Marketing Benefits:** Training and webinars are just one of the resource types that you'll have access to. We constantly share helpful tips and tricks about data protection across our social media channels and email newsletters. You also have access to our resource library. As a bonus, you can add your logo to all of our whitepapers, eBooks, and more so you can share the content with your customers. Contact us for details.

"I am using NovaBACKUP Server Agent on our server, and I am very impressed. I have used every backup software out there, and this is by far the best."



Allen Haynie, IT Manager
Allied Equipment Inc.

Program Benefits

	Managed Service Provider
Access to	Our entire solution package, including central management, NovaBACKUP Cloud, all features and functions for local and/or cloud backup – designed for a Backup-as-a-Service solution. Options for monthly and yearly billing, usage-based, or bucket models. No license management required.
Starting at	\$100/ month
Access to training videos	✓
Live training and consultation	✓ Including setup assistance and up to 2hr/ year training/ consultation.
Support	Dedicated technical account manager, priority email and phone support, and access to our knowledgebase.

Become a NovaBACKUP Partner Today!

Whether you are a Reseller, IT Systems Integrator, or a Managed (Backup) Service Provider; whether you serve 5, 50, 500, or 5000 customers: Our solutions and support will protect your customers’ data with ease.

1

Sign Up

To make sure we understand your business needs, one of our backup experts will contact you.

2

Start Your Trial

During your onboarding session, we will walk you through the installation, setup, and product so you can get started right away.

3

Support Included

Our team is here to support you throughout your trial, either via screen sharing or email. Think of us as an extension of your team, ready to help when you need us.

Once you're ready, our trials make it easy to transition from trial user to customer without losing any of the groundwork that you have already set up.

Get Started Today

“We have never lost a file from a customer using NovaBACKUP solutions. It’s our go-to backup solution for all of our customers’ needs.”

Jose Eduardo Oliveira
Partner at Qualitas Networks



ABOUT NOVABACKUP

NovaBACKUP Corporation specializes in ultimate data protection for Managed Service Providers and professional offices with unmatched support.

For more than a decade, we have been committed to providing all-inclusive and powerful cloud-based data protection to thousands of MSPs and professional offices around the globe.

We are industry leaders in Backup and Disaster Recovery, with vast experience helping specialized industries reach the strictest data protection goals. Our job is to make data protection as simple and reliable for you as possible. From initial contact to ongoing operations, our backup experts will be there to support you. We take a people-first approach to backup. That means you can count on us to provide the support you need to resolve your data protection concerns. For a complimentary evaluation of your backup environment, please speak with one of our data protection experts.

[Schedule a call](#) with one of our backup experts today!

Our Service Promise

We promise to treat the protection and safety of your data like we do our own. Our job is to make data protection as simple and reliable as possible. You can count on us to provide professional, knowledgeable support that meets your data protection needs. Feel free to reach out to our team if you need assistance with your backup and recovery needs.



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