

Nominee: StorageCraft Cloud Services

Nomination title: StorageCraft Cloud Services

StorageCraft technology is a 100% channel company. Our Disaster recovery solutions are designed to enable our partners to offer Disaster recovery as a service to their clients.

The hallmarks of our products are

- 1- A very fast and reliable recovery solution
- 2- A MSP program puts partners in control of their licenses – they can activate and deactivate these at will (there is no long contracts

These allow our customers to offer Disaster Recovery as a service – which is a growing and lucrative sector.

In May 2016, we launched our StorageCraft® Cloud Services .

StorageCraft have always advocated that best practice is to firstly backup your data locally but that it is critical that this is replicated to a 2nd location. This is necessary in the event that there a problem on site (for example floods / fires) but more recently they have been cases where Ransomware is attacking local backups so having that offsite copy is extremely important.

Prior to the launch of our cloud services in May 2016 – the offsite options available to our partners where to replicate to

1. Public or private cloud

Or

2. A second location (for example if the customer had a second office)

The launch of StorageCraft® Cloud Services has given partners a 3rd, superior option for protecting their customers data and generating more revenue.

What makes StorageCraft® Cloud Services so attractive?

This is a purpose built Disaster Recovery cloud. Its only function is to enable our partners to recover and restore data from the cloud. This is designed to offer extremely fast failover in the event of a disaster.

The features of the cloud include:

- European based Tier 3 Data Centre Requirements Meet (or exceed) TIA -942
- Web-based console – this give our partners full control in
- o Adding new machines

- o Doing File and folder recovery
- o Virtualising entire machines or even whole networks
- o Self-service (spin up a VM anytime, instantly)

- Military-grade security (SSAE 16 certified, AES-256 encryption)
- 99.99+ percent uptime

What is also very attractive to partners is the ease of use of StorageCraft® Cloud Services -from the portal, a partner can add a new machine

This service is offered at a very attractive price to StorageCraft partners (example in UK this would be approx. £52 per month)

What is also attractive is that there is no additional fee in the event that a partner needs to virtualize a machine for their customer – in fact, they can be hosted from the cloud for up to 30 days without incurring any additional cost. This give predictable monthly pricing

<https://www.youtube.com/watch?v=p7yPjn4Ov3E>

Why nominee should win

StorageCraft Cloud Services should win this awards because

- 1- This is a custom built DR cloud - so the focus is a on Speed and reliability of recovery
- 2-This is a European solution - with Data held only in Europe . This is significant in light of GDPR
- 3-The solution is priced very competitively - thus giving access to this enterprise grade solution to SMB's