

CHANNEL DATA SERVICES

VEEAM BASED DATA PROTECTION SERVICES DELIVERED AS PRE-BUILT PRODUCTS FOR CHANNEL PARTNERS.

NODE4'S CHANNEL DATA SERVICES PROVIDE A GATEWAY TO THE VEEAM ECOSYSTEM OF REMOTE DATA PROTECTION SERVICES, READY TO BE BRANDED AND RESOLD WITH LITTLE-TO-NO CAPITAL INVESTMENT. WE PROVIDE BOTH THE PARTNER AND USER PORTALS TO A FULLY-MANAGED INFRASTRUCTURE OF VEEAM-POWERED DATA PROTECTION SERVICES.

Node4's Channel Data Services bring together Veeam as the #1 backup vendor, Node's expertise in delivering managed services and you, the channel partner to offer world-class data protection services to your end-user clients.

Our Channel Data Services are based on Veeam, targeted at the huge number of companies utilising Veeam on-premises.

Unlike many remote backup solutions, Node4 Channel Data Services support Veeam customers that need to take advantage of an off-site backup capability that is no more complex than adding the target location in their existing Veeam backup product.

Our Channel Partners are now empowered to offer services that are in demand by Veeam-based businesses. The vast majority of Veeam consumers are already aware of the benefits of extending their Veeam solution to off-site data protection - the only missing link is you (supported by the Node4 Channel program).

KEY BENEFITS



OFF-SITE DATA PROTECTION

Based exclusively on the Veeam 'ecosystem' with a potential market of thousands of companies using Veeam backup on-premises.



NO CAPITAL INVESTMENT REQUIRED

Node4 delivers the infrastructure and tools to shape your own service.



SIMPLE BILLING

Consumption-based billing covers all Veeam licensing and storage capacity.



WORLD CLASS MARKETING FOR YOU

Node4 operates as a long-term partner of Veeam, delivering the services that it promotes to PST organisations large and small.



COST-EFFECTIVE OPERATIONS

Train your staff for just administration of the environment - not for extensive architecture and operational skills.



24X7X365 MANAGED SERVICE

Delivered by our UK-based Operations team, who ensure exceptional service as a standard.

Node4's Channel Data Services are delivered via a simple sign-up portal, enabling your new tenancy almost instantly.

Deploying and administering backup services for you end-user clients can then be performed via our portal, facilitating the size and scale of data protection for your end-user clients.

CHANNEL DATA SERVICES

MANAGED SERVICE DESIGNED FOR PARTNERS

The Node4 Channel Data Services portfolio leverages the Veeam Competency Program where Managed Service Providers deliver fully formed Veeam Data Protection Services to the reseller community.

The services comply with a stringent set of requirements designed to uphold Veeam standards of excellence in data protection.

STORAGE

The Channel Data Services are built on Veeam software infrastructure but one of the key differentiators is the quality of underlying storage. Node4 utilises enterprise-class object and capacity storage platforms for the repositories supporting this service.

MINIMAL STARTUP COSTS

Providing the target environment for Veeam data protection solutions calls for a significant commitment to solution design and deployment along with the capital investment in hardware to support network and storage.

Node4 utilises our expertise in utilizing Veeam to underpin our own Cloud products and existing end-user services to provide self-service instances of the same robust Veeam solutions at a price point that maximises recurring revenue for our channel partners.

VEEAM SPECIFIC SOLUTION

Node4 provides this channel program to synchronise with the worldwide marketing initiatives of Veeam, promoting the availability of off-site data protection services that are technically aligned with Veeam on-premises solutions (Veeam Cloud Connect, for example).

LICENSING

The Veeam rental license model allows Node4 in turn to provide licenses and storage capacity on a monthly consumption basis. This alleviates the issue of up-front costs for any partner to develop and deliver a data protection service. You pay for what you use - your clients pay for your service, set up the way that suits your business.

REDUCED RISK

Node4's proven expertise in delivering Veeam data protection solutions and positioning as a Veeam Platinum partner takes the risk out of entering the Veeam services market.

ACCESSIBILITY

Veeam based data protection services are designed to be accessed via gateways presented to the Internet. As a result, it's easy for your clients to access your services setup through the Node4 Channel program.

BILLING

The Veeam rental model for licensing, aligned with Node4's consumption billing of capacity ensures that channel partners can rapidly deploy the resources needed to onboard new clients and scale up or down existing clients as required.

Billing is consolidated for reseller partners for their Channel Data Service tenancy, and structured appropriately to show resources consumed for each sub-tenancy (usually referred to as 'companies' within the administration portal).

DATA PROTECTION

This service offers the choice of standard or immutable storage tiers, ensuring total protection for your client's data in a world of ever-increasing ransomware and other malicious threats to data integrity.

SIGN-UP PORTAL SERVICE

A simple sign-up portal specifically for channel partners allows you to sign up for a new Channel Data Services tenancy instantly.

DEPLOYMENT AND ADMINISTRATION PORTAL

Setup your service the way your client wants it - the portal allows total flexibility in deploying licenses, storage capacity and protection schedules / strategies.

This flexibility ensures the partner can setup defined data protection services or customer services for their clients or a mixture of both.

SCALABILITY

The service provided by Node4 has no minimum entry level. You, as a channel partner, can sign up to support one user with a single agent up to thousands of virtual machines on multiple sites.

Scale up or scale down as your client's businesses change. The Node 4 portal accommodates your changes, at your time of choosing.

COMPLIANCE

Channel Data Services help your clients to comply with data protection regulations by providing secure and encrypted off-site data backup.