

Arkeia Service Provider Partners

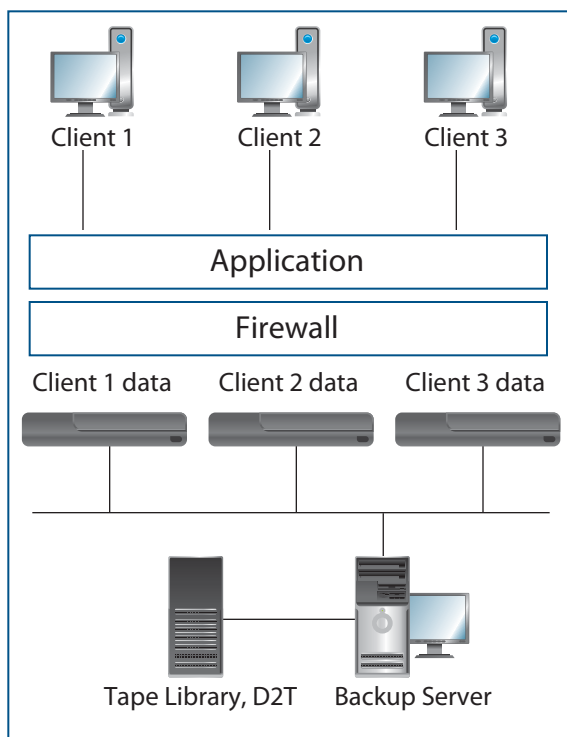
Are you a Service Provider that hosts hardware and client applications?

Are you looking to provide additional services that generate increased revenues and profit?

If you answered YES, then partner with a data protection leader by becoming an Arkeia Services Provider Partner!

Becoming an Arkeia Service Provider Partner can add significant value to your business by providing you the opportunity to increase your revenue through adding data protection services to your service portfolio. As an Arkeia partner you can provide your clients with:

- System and file backup services
- System and file recovery services
- Database backup and recovery services



In this typical configuration, the Service Provider is using Arkeia Network Backup to protect the client's hosted data.

Key Benefits

Minimal investment with revenue sharing pricing

- No up-front licensing fees for a fast ROI
- Small initial setup fee
- Ongoing subscription based fee based on the amount of data being backed up
- Includes ongoing support and maintenance releases
- Charge to client to be determined by ISP
- Add-on revenues to be shared between partner and Arkeia

Powerful, flexible, high-speed data protection

- Arkeia's multiflow technology enables the backup of up to 200 simultaneous clients
- Auto load-balancing to preserve accessibility of client's data
- Highly detailed reporting ensures accurate billing management
- Granular, point-in-time restores
- Centralized and remote-capable administration of entire backup environment
- No software needed to be installed at client site

Drive additional revenue and gain a competitive advantage

- A simple, easy-to-use backup and recovery solution for your customers' data
- Drives top-line revenue by providing additional service options
- Attract new customers with differentiated, high-quality services
- Increase customer loyalty by offering enhanced and expanded services to existing customers

Maximize current IT & storage infrastructure

- Broad, heterogeneous platform support for easy integration into existing environments
- Flexible growth path for adding new clients or services
- Highly customizable through the use of scripts and a command-line interface
- Supports both disk-based and tape-based backup methods
- Tightly integrated modules for protecting databases and applications

Arkeia Network Backup

A Tried, Tested, Reliable Solution

Arkeia pioneered professional network backup software for Linux. The software's foundation is a solid codebase that has been developed and refined for over ten years. Ongoing compatibility testing ensures seamless operation with numerous platforms, operating systems and backup devices. As a result, Arkeia is able to bring to market a robust and reliable data protection solution for Linux and mixed environments.

Lightning-Fast Backup with Multiflow Technology

Arkeia's data protection software is ideal for today's service provider environments that require stable, high-speed backups. Exclusive Multiflow technology processes up to 200 data streams simultaneously. Performance testing has yielded throughput of over 700 GB/hour on a gigabit network, providing users with the confidence that Arkeia's power and throughput can be scaled for their particular network environment.

Scalable Data Protection for Service Providers

Broad platform support and a flexible growth path make Arkeia an easy fit into Service Provider environments. Arkeia's modular architecture allows providers to keep pace with growing storage and data protection needs, expanding their Arkeia configuration by adding additional clients, platforms, application modules or storage device support at any time.

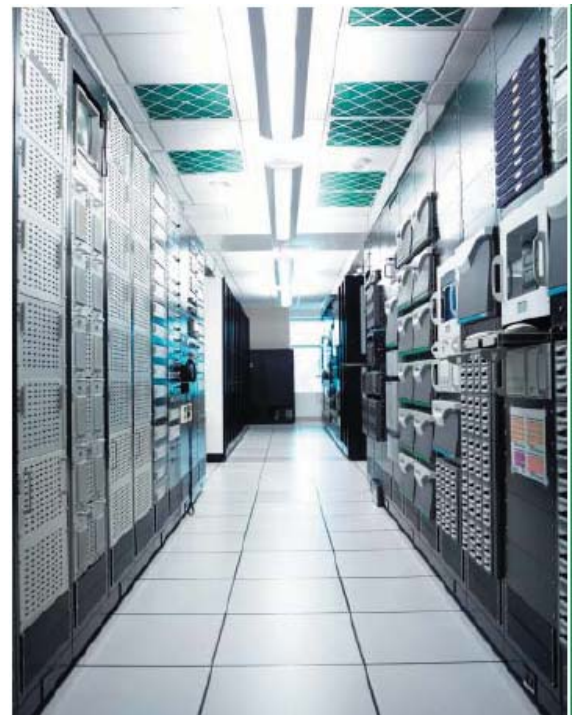
Centralized Management & Ease-of-Use

All Arkeia solutions are based on the same distributed client/ server architecture. Remote management is a core component, providing the ability to closely manage the entire backup process from a single location. Arkeia's intelligent cataloging system places data from hundreds of servers at your fingertips. Backup scheduling, error monitoring, and network bandwidth optimization are just some of the features that are easily accessible from the administrative console.

Backup Modules for Open Applications

Arkeia provides tightly integrated modules for databases and applications such as Oracle, MySQL, Microsoft Exchange, Lotus, DB2, MS SQL Servers, Open-Xchange, PostgreSQL and LDAP. The modules perform application-specific backups, protecting against the loss of valuable data. They help minimize expensive downtime and increase productivity by keeping applications up and running during backups.

Data protection is a fast-growing and attractive market for Service Providers that can increase customer lock-in and become a long-term recurring revenue stream. Arkeia Data Protection solutions enable this revenue stream by delivering a scalable and highly reliable backup and recovery solution in one simple and easy-to-use package.



Arkeia delivers powerful, scalable, and highly reliable enterprise-class data protection solutions for Service Providers. Over 100,000 networks and 5,000 customers in over 50 countries rely on Arkeia for their data protection needs.



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