Catalogic Channel Partner

PROGRAM GUIDE

CATALOGIC

cloudcasa
by Catalogic

Welcome to the
Catalogic Channel Partner Program

Thank you for your participation in the Catalogic Partner Channel Program! Catalogic Software is a channel-driven company designed to optimize the success of our channel partners.

At Catalogic, we're a data protection company offering a variety of solutions that meet market needs, from general-purpose data protection to targeted tools that solve nagging customer problems. As a Catalogic Partner, you can decide which products from our portfolio are the right fit for your organization to sell and service. We simplify the process and allow you to resell any mix of products.

Catalogic enables partners to enhance their value proposition for their customers and build a more profitable business. As a member of the Catalogic Partner Channel Program, you will receive the essential building blocks and financial incentives to effectively market, sell and support Catalogic products and solutions.

Our goal is simple: to help you protect and grow your install base, and more importantly, help you to acquire new customers!

Catalogic Products Provide New Ways for You to Bring Strategic Value to Your Customers

- Complementary products that add value to your customers' existing infrastructure investments
- Exciting new data management solutions in markets where many of the traditional backup vendors do not have an answer (e.g. Open VMs, Nutanix, Scale Computing, O365, Kubernetes, etc.)
- Software only solutions that are easy to deploy and use
- Flexible pricing: perpetual or subscription license options for your customers

Benefits of the Channel Partner Program

- Channel only for all net new sales
- Exclusive deal registration
- Recurring revenue through subscription pricing or maintenance renewals
- Renewal protection for the incumbent
- Free onsite or remote training
- Lead generation support to drive programs and demand

DPX

Multi-Purpose Data Protection

DPX provides data backup and recovery across a wide range of systems and platforms. Backups are quick and efficient, restores are rapid and reliable. DPX also supports key backup technologies such as ransomware detection, tape, NDMP, cloud and bare metal restore. With DPX your customers receive:

- Incremental-forever backups for both physical and virtual servers (VMware and Hyper-V)
- Instant restore from backup snapshots
- Proactive ransomware protection and guided recovery (DPX GuardMode)
- Flexible and scalable software-defined backup storage with immutability, ransomware detection, deduplication, compression and replication (vStor)
- Rapid item-level recovery for Microsoft Exchange, SharePoint, and SQL Server
- Enhanced VMware backup and restore, including granular file restore and disaster recovery orchestrator
- Enterprise-level tape management
- Bare Metal Restore of physical servers

DPX Licensing

- Capacity based. Per TB of source-side data to be backed up
- Per Socket for Hypervisors
- Available in Perpetual and Subscription model

DPX vPlus

Microsoft 365 and Open VMs Backup

DPX vPlus provides a complete backup and recovery solution for Microsoft 365 and all its components, and data protection for a wide range of Open VM platforms, from Citrix to Nutanix to Amazon EC2. With DPX vPlus, your customers receive:

- Granular and Point-In-Time restore
- Flexible retention and backup schedules
- Instant restore to local PC or to Microsoft 365 Cloud
- Support for backup and snapshot management of Amazon EC2, Microsoft Azure VMs, and Google Cloud Platform (GCP).
- Easy file recovery directly from within the DPX vPlus web UI
- Ability to backup and restore for the following: Scale Computing Platform, Nutanix Acropolis AHV, KVM, Citrix Hypervisor, Huawei FusionCompute, OpenNebula, OpenShift Virtualization, OpenStack, Oracle Linux VM, Oracle VM, oVirt, Proxmox VE, Red Hat Virtualization, , Virtuozzo Hybrid Infrastructure, XCP-ng, and XEN.

DPX vPlus Licensing

- Per Socket for Hypervisors
- Per User for Microsoft 365
- Subscription model with minimum 12 month term

cloudcasa
by Catalogic

Kubernetes Backup-as-a -Service

CloudCasa is a powerful and easy-to-use backup/restore, migration/replication, DR service built for Kubernetes on-premises, cloud databases, and cloud-native applications. CloudCasa is available as a SaaS solution, or a Self-hosted option for enterprises and service providers while providing application-consistent data protection, disaster recovery, and cross-cloud and cross-cloud data migration and recovery.

- No hardware or infrastructure to install and maintain
- Supports all popular Kubernetes distributions including Red Hat OpenShift, SUSE Rancher and VMware Tanzu
- Supports all popular Kubernetes cloud services including Amazon EKS, Microsoft AKS, Google GKE, Oracle OKE and DigitalOcean
- Protects cluster resources and persistent volumes
- Protects against logical, physical, accidental. and malicious losses
- Data always encrypted – during transit and at rest
- CloudCasa for Velero helps to manage, monitor, and support all Velero backups and conhgurations across multiple clusters through a single UI
- Bring your own storage option available

Channel Licensing

- Licensed by number of worker nodes
- Pro and Enterprise Plans available for monthly and annual billing

Frequently Asked Questions

Q: Is there a deal registration process?
A: Yes! You can register opportunities for any of the Catalogic products on our deal registration page. If you ever can't find the link, remember that you can get there by going to catalogicsoftware.com/dealreg.

Q: Is there a minimum required deal size, or can any deal size be registered?
A: There is no minimum. Any deal size is eligible for registration.

Q: Are registration extensions granted? And how long would the extension be good for?
A: Yes, we can extend a deal registration for an additional 90 days if needed.

Q: How long is Catalogic deal registration valid?
A: Deal registration remains valid for 90 days.

Americas

info@catalogicsoftware.com
+1 201 249 8980

Americas territory includes:
Americas – North America,
Central America, South America
and Carribean

EMEA

info@catalogicsoftware.com
+49 2154 880829 0
+44 330 122 0538

EMEA territory includes:
Europe, Middle East and Africa

APAC

info@catalogicsoftware.com
+91 98230 47255
+65 8518 7959

APAC territory includes:
Asia and Oceania