

GBData Reseller Scheme

We invite you to join the growing community of IT specialists benefiting from GBData's highly successful Partner Programme. On-line backup can generate recurring revenue for your company as well as offering further support services for your customers.

GBData advantages

- Installers for all common OS
- All installers branded with your own company details
- No up front costs
- No minimum term
- No pre-purchase of backup accounts or on-line storage
- 25 or 50% discount on list price for all accounts
- On-line portal allows easy maintenance of client accounts
- Reseller retains all contact with end client
- Monthly invoices in arrears
- Regular software updates
- No installation & maintenance of software on your servers
- Offer your clients a free 30 day trial



Powerful software

Our free state of the art "White Labelled" software comes in two versions, the one you install on any particular client being dependent upon the type of backup required.

For simple backups on MS Windows and MAC OS we offer a version of our software that provides ease of use (50% discount on list price of the monthly charge).

For more complicated applications on varied software platforms we offer a more comprehensive version that allows backups of exchange, SQL etc. (25% discount on list price of the monthly charge).

But it does not stop there: The software can be installed upon multiple computers within any one end client scheme, representing large advantages over most competitors. No extra "add-ons" are required to backup servers, MS SQL or exchange, however a small add-on is available to backup and restore exchange folders down to an individual email level.

Our on-line portal allows easy access to the clients data from anywhere in the World, as well as allowing you the reseller to make administrative changes without being at the client's PC.

The software can be configured to create an additional backup copy on a local hard drive, providing the best of both Worlds; combined local and off site backup, as well as further opportunities for further sales.

After each backup an email is generated showing all the files backed up. Additional email reports are also sent out that provide detailed account information.

Email Reports provide:

- * Details of backup set changes
- * Details of the files successfully backed up
- * Failed backup details
- * Close to account size limit warning
- * Details of files restored
- * Missed back reminders
- * Off line user reminders
- * Inactive user reminders

Growth through partnership

Easy to understand discount scheme

We don't have multiple schemes which ever more tie you into GBData in exchange for small increases in revenue. We simply offer one scheme with all the benefits right up front, from your first client. If you are just starting out with one or two clients, or are a large reseller with an established client base, you get the same level of benefits enabling you to start making profits right from the start.

As a GBData reseller your backup software is branded to your company, and revenues are up to 50% of the published price, for the life of the backup service.

We offer two versions of our backup software, a basic system that covers 90% of applications and offers a 50% discount of our list price, and a more comprehensive version, which is offered with a 25% discount.

How can we offer white label software with such large discounts? Simple we believe that you have already carried out the hard work of developing the client relationship, and should therefore be rewarded for this.

Customer Retention

GBData believe that your customers should remain yours, after all you have spent time and money developing them, and have the relationship with them.



Therefore GBData works with you to complement your existing service offering, by providing you with a professional business focussed service that your clients will accept as an extension to your portfolio.

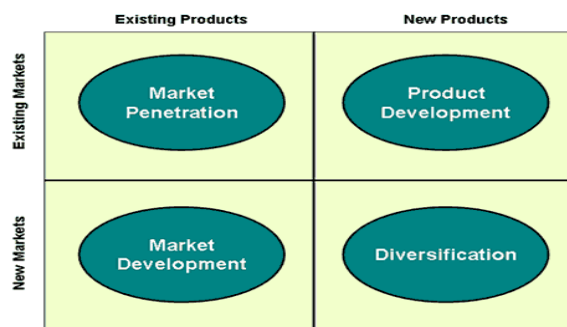
The Reseller retains the whole supplier/client relationship, from installation of the trial software, through to negotiation of the correct pricing package.

The Reseller then invoices the end client monthly in advance, while GBData invoices the Reseller monthly in arrears.

Incremental Sales from existing customers

Not only are you offering a business class service to better protect your clients data, but developing your sales channel at the same time.

It is a well known fact that it is five times more cost effective to sell more services to existing clients, than to new clients.



For further information please contact us at: reseller@gbdata.co.uk

If accepted as a Reseller we will send out a reseller contract which requires signing by an authorised member of your company. Upon receipt of this signed contract, GBData will produce the white label installer files, test them and send them out to the reseller. Upon receipt the Reseller can start setting up backup accounts immediately, including offering free 30 day trials.

Growth through trust