



Morro Channel Partner Program

2021

INTRODUCTION

Morro Data believes IT should be simple and that small and medium-sized businesses should have a fast, efficient, affordable and enterprise-class solution when it comes to data. Morro Data is committed to work with channel partners in offering innovative cloud-based file services and data management solution with variety of resources and supports.

Morro Data Global File Services offer local network performance combined with cloud reliability, accessibility, and scalability. Morro Data's hybrid cloud solution allows businesses and managed service providers to quickly and efficiently manage unlimited file storage, multi-site file sync and file lock, and instant disaster recovery.

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KEY POINTS TO SUCCESS

with Morro Data



Expand Your Cloud and File
Management Business



Deploy an Advanced Solution for
Today and Tomorrow



Increase Your Profit Margin and
Recurring Revenue with SaaS

PROGRAM BENEFITS

		Gold Channel Partner	Platinum Channel Partner
Technical	Eligibility	Meet quarterly revenue target	Meet minimum amount of service subscription
	Partner Business Contact	Yes	Yes
	Partner Technical Contact	Yes	Yes
	Technical Training	Yes	Yes
	Technical Support	Yes	Dedicated
	Early Access and Evaluation	No	Yes
	Free VM Access	Yes	Yes
	Sales Support	Yes	Dedicated
	NFR (not for resale) Program	Yes	Yes
	Deal Registration	Yes	Yes
Sales	Tiered Discount	Yes	Yes
	Lead Generation	No	Yes
	Joint Marketing Program	Yes	Yes
Marketing			

Morro Platinum Partners are rewarded with the highest level of benefits and exclusive service plans. We reserved this status for partners who have made dedicated activity selling Morro Data solutions and maintain a well-trained team.

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Hybrid Cloud Storage Matrix

	Other Solutions	Morro Data
File Sync and Share	✓	✓
Cloud Backup	✓	✓
Active Archive	✓	✓
Multi-Site Collaboration		✓
File Locking		✓
Ease of Deployment		✓
Low CapEx		✓
CacheDrive Gateway on-prem, in cloud, and at home		✓



Increase MRR
Up to 150%

NEXT STEPS

Where do you go from here?



Contact Us for More Information

Have any question about Morro Channel Partner Program? Call (510) 398-1170/ (510) 398-1667 or Email us at sales@morrodata.com. We will reply to you as soon as possible.



Schedule a Demo

Start a FREE live demo to know Morro Data's product and solution.



Become a Partner

Grow your business now. Join Morro Data Partner network to access all the resources.

Contact



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