Morro Channel Partner Program

About Morro Data

Morro Data provides a high-performance hybrid cloud file server to manage enterprise data and facilitate global collaboration. Morro Data CloudNAS is a cloud-centric, next-generation architecture with the familiar interface of network-attached storage for a local cache. Data is securely stored in the cloud and is readily accessible to users either on-premises or in the cloud through the SMB interface.

Morro Data envisions advancing the ubiquitous NAS technology to cloud-scale. No more RAID maintenance, no more concerns about running out of capacity, and no more endless backup and replication. With CloudNAS comes cloud reliability and scalability, and the Morro Global File System extends NAS functionality to CloudNAS' global scale across multiple sites.

GLOBAL FILE SYSTEM

FILE VERSIONING AND RECOVERY

REAL-TIME COLLABORATION

RANSOMWARE DETECTION AND RISK MANAGEMENT

Overview

At Morro Data, we understand that true success lies in collaboration. That's why we're thrilled to invite you to join our exclusive **Channel Partner Program**—an exciting opportunity to elevate your business and empower your clients with innovative data solutions.

Why Partner with Morro Data?

01 **Expand Your Cloud and File Management Business**
Elevate your position at the forefront of cloud-based file services and data management solutions by accessing cutting-edge technology.

02 **Deploy an Advanced Solution for Today and Tomorrow**
Morro Data believes in simplifying IT with solutions designed to be fast, efficient, affordable, and of enterprise-class quality.

03 **Increase Your Profit Margin and Recurring Revenue with SaaS**
We're committed to your success. Enjoy a variety of resources and support to ensure you're equipped to deliver outstanding service to your clients.

Program Benefits

Morro Data's Channel Partner Program offers a **growth opportunity** for cloud storage businesses. The program is rooted in the belief that **IT should be simple**, especially for small and medium-sized businesses. Morro Data collaborates with channel partners to provide an innovative cloud-based file service and data management solution.

Exclusive Service Plan for Partners

Special CloudNAS service plan designed for partners to use for testing and demonstration

NFR Program

For qualified partners to purchase not-for-resale (NFR) CacheDrive devices at a special price or receive a free VM CacheDrive

Partner Discount and Rebate

Partners qualify for tier-based discounted pricing and rebates based on the total order amount

Channel Partner Sales Resources

Partners receive exclusive access to product materials, the partner portal, and training sessions

Deal Registration and Sales Engineering Support

Provide technical expertise and assistance to the sales team during the pre-sales process

Joint Marketing Program

Prepare collaborative marketing events/materials to promote products and services

Benefits by Tier

FEATURES	Registered	Gold	Platinum
Minimum Revenue Requirement		✓	✓
Technical Training	✓	✓	✓
Technical Support		✓	✓
Exclusive Access to Partner Resources	✓	✓	✓
Exclusive Service Plan	✓	✓	✓
NFR (not for resale) Program		✓	✓
Deal Registration	✓	✓	✓
Sales Engineering Support			✓
Tiered Discount and Rebate	✓	✓	✓
Lead Generation			✓
Joint Marketing Program	✓	✓	✓

Target Audience

Morro Data CloudNAS caters to a broad spectrum of industry sectors, delivering services with a commitment to excellence. We proudly serve customers in AEC, Manufacturing, Media, Technology, Energy, Retail, Healthcare, Education, Nonprofit, and Managed IT. Our esteemed clientele spans across North America, Europe, Asia-Pacific (APAC), Latin America, the Middle East, and Africa.

Architecture, Engineering, and Construction (AEC)

Manufacturing

Media and Entertainment
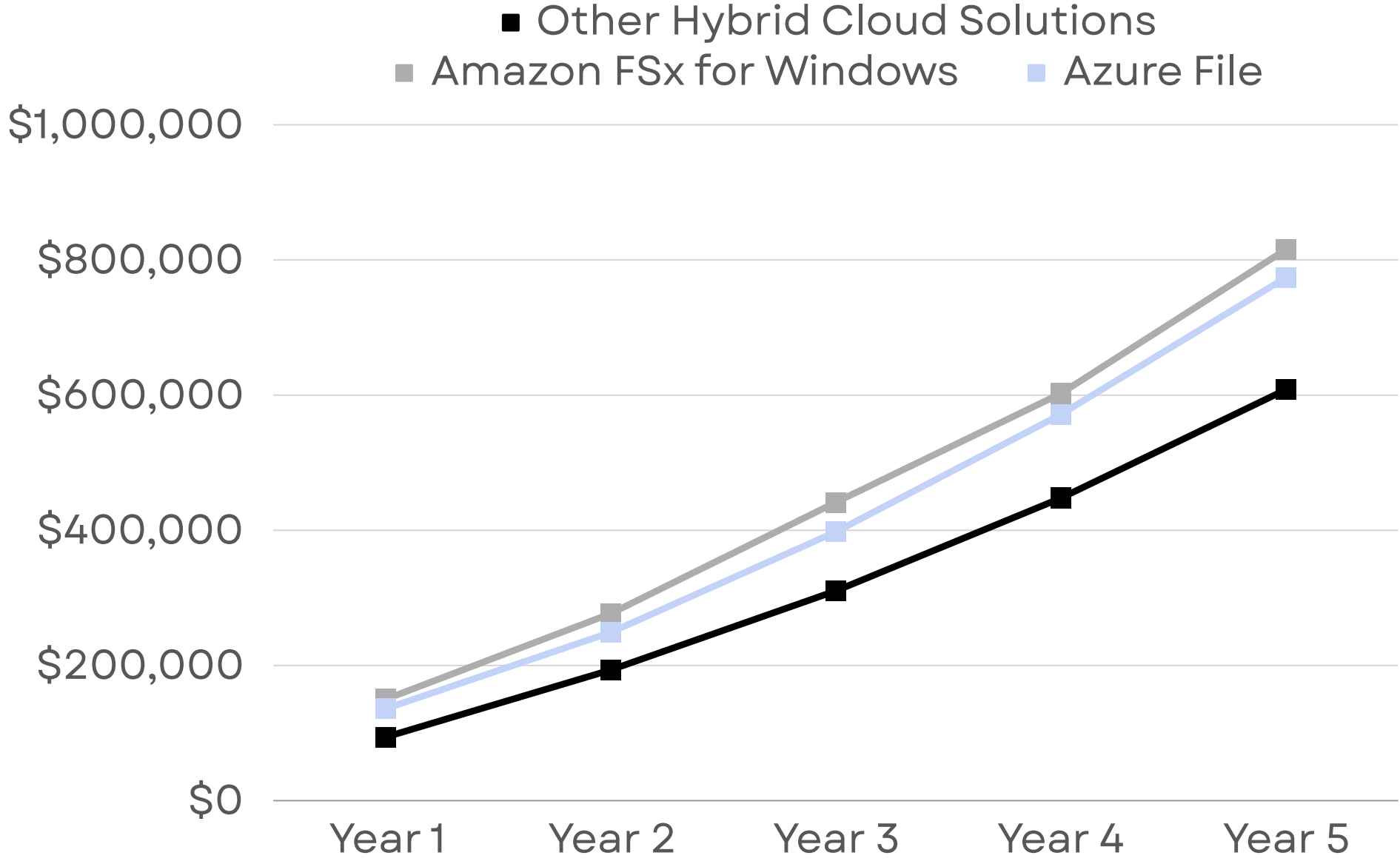

Oil and Gas

E-commerce

Nonprofit

Competitive landscape

Morro DATA

	Traditional File Server (Windows)	Azure File Sync	Morro Data
File Sync and Collaboration	Server to Server Storage Replication	Replication only. Provision a local Windows Server as part of your Azure File Sync deployment	**Multi-site sync and real-time collaboration**
Global Access	Requires VPN	Azure CDN	Accessible from anywhere with an internet connection
Cloud Backup	Not included. Backup solutions required.	Azure Backup	Morro Versioning with **customized versioning policy**
High Availability	Requires additional clustering setup	Requires additional clustering setup	**Multicloud Redundancy** and failover options
Auditing and Reporting	Third party tools	Azure Monitor and Azure Log Analytics	Built-in audit tools at no extra cost
Ease of Deployment	Management through Windows Server Manager	Azure Portal	**Simple deployment with a centralized management interface**
Cost Model	Upfront hardware and maintenance costs	Pay-as-you-go with an additional cost for file sync	**Competitive pricing: per-site monthly subscription and low dollar-per-TB cloud storage fee**

TCO Analysis

Here are the anticipated savings over a five-year duration. The chart outlines the cumulative estimates of the Total Cost of Ownership (TCO) for cloud storage in comparison to Morro Data CloudNAS. This assessment spans five years and considers the initial 100 TB of data, a 15% annual growth rate, and the deployment of the system across five offices in the first year.

Over the five-year period, Morro Data consistently presents potential savings compared to the other solutions.

What's Next?

Get Started Today!
Take the first step towards a successful partnership with Morro Data! We look forward to welcoming you to the Morro Channel Partner Program family!

Connect with a Morro Representative

This call will help us understand your specific needs and discuss how our channel partner program aligns with your business objectives. Contact us at
sales@morrodata.com

Sign the Partnership Agreement

Upon successful discussion and alignment, you will receive the Morro Data Partner Agreement. Review and sign the agreement to formalize our partnership.

Partner Onboarding

You will receive a comprehensive onboarding package, including detailed information about Morro Data's solutions, partner resources, and training materials. Participate in our partner training sessions and partner account setup.

THANK YOU!

Contact Us

✉ sales@morrodata.com

🌐 www.morrodata.com