

CUSTODIAN STOR:NET

You are probably already familiar with Online / Off-site / DR Backup solutions, but are your customers? If so, you may already be offering your clients a Remote Backup Solution as part of your portfolio. Either way, may we take a moment to give you a quick rundown of the reasons why we believe our solution is amongst the best in the business:

TOTAL PEACE OF MIND

All our software and servers are run from within our secure facility in Maidstone, Kent. All our staff are on site and you can call us and speak to real people who are here to help you get the most out of our service. We own the whole facility and we own and run all the equipment ourselves from start to finish.

TOP NOTCH USER FEATURES

With our Versioning and Time-Based File History capabilities, not only can your users restore their own lost data, but they can go back through the previous versions of a file to find the one they want. Our software seamlessly supports backing up of countless platforms and applications, see below.

TOTAL CONTROL AND FULLY MANAGED

As a reseller of our solution, you will be given a centralised management portal showing the status of ALL your customers' backups; allowing you to see at a glance anything which requires attention. This is ideal if you want to provide your clients with a Fully Managed solution without the overhead of connecting to countless servers to check on backups.

MINIMUM IMPACT, MAXIMUM PERFORMANCE

In order to keep our service from impacting on your clients' connectivity or resources, our software supports several key features.

- **In-File Delta** – we send only the parts of a file which have changed, not the whole file, which is very important for large files which change regularly.
- **Synthetic Full Backups** – our servers can re-structure an additional 'full' backup, based on the changes since the last full backup, and keep both full versions available to you at the same time. This is also applicable to Exchange and SQL server backups.
- **Time-Based Bandwidth Throttling** – to enable you to rate-limit the upload speed of the backup data stream during business hours.
- **Server CPU Throttling** – to prevent highly loaded servers from suffering a performance hit during backups.

NO SETUP CHARGES

We will set you up as a reseller for free. Then on top of that we will also give you a month's trial with unlimited client installations and 1TB of data storage absolutely free with no commitments whatsoever.

FULL DR CAPABILITY, WITH MINIMAL OVERHEAD

As a reseller, you have the option to provide your end-user with a Secure Web Portal to allow them to view their own backups from anywhere. They can even then restore their own files to another location should they suffer a failure at their main site.

FLEXIBLE LICENSING AND DATA STORAGE MODEL

We charge for what you use, and not what you 'might' use like some other providers.

MILITARY GRADE SECURITY

Our software supports up to 448bit Blow Fish and 192-Bit 3DES encryption, both are performed client-side ensuring that the data is fully protected before it even leaves your customers' site. The customer can even input the keys themselves, meaning that not even you can get to their data - giving them a superior comfort level.

AUTOMATED UPDATING

All clients connected to our server will automatically update themselves to the latest versions of our software. No rebooting is required and the transition is seamless to your clients.

INITIAL BACKUP 'SEEDING'

For extremely large backups, you can perform a direct local backup to an external storage unit and then deliver the unit to us. We will then import it for you into your client's backup and incremental backups can continue from that point forwards. Saving time and bandwidth!

AUTOMATED INVOICING

You can configure invoice generation to your own pricing schemes and have our system send them either to you or directly to your client. You can also setup common invoicing if a client has multiple sites or sub-clients.

FULL WHITE LABEL REBRANDING

We can provide both client-side and server-side (portal) rebranding with your logo, product name, company branding and colour schemes. This is not just a minor change to Stor:Net, it is a complete rebrand of the service along with a dedicated back-end system which your clients connect to. The client-software is also modified to connect only to your back-end here and can use a DNS target on your domain for the complete in-house 'feel'. Speak to a member of our sales team to discuss your requirements.

TOTAL CLIENT/SERVER SUPPORT

Stor:Net can be installed on, and protect, any of the following systems / platforms:

SUPPORTED OPERATING SYSTEMS:

- Windows Servers - 2000/2003/2008 - 32bit & 64bit
- Windows Workstations - XP / Vista / 7
- Linux - CentOS / RedHat / SuSE / Mandrake / Debian / FreeBSD
- Mac OS X - PowerPC / Intel

SUPPORTED APPLICATIONS:

- All File Servers
- Domain Controllers (including AD backups)
- System States
- Volume Shadow Copy
- Microsoft Exchange Server - All Versions

SUPPORTED DATABASE ENGINES:

- Microsoft SQL Server – All Versions
- MSDE
- Oracle

HOW DOES IT WORK?

Stor:Net is designed to meet the needs of your clients and work with almost any type of internet connection. Our system uses a client/server relationship where both sides maintain a complete list of all the data to be protected on the customers' network and then use idle internet bandwidth to transfer the content to our secure datacenters. It can backup complete applications, simple user files, Exchange Servers and SQL Databases reliably and without the need for any user interaction on the customers' side. The whole system is fully supported by our dedicated on-site team.

In the event that a network connectivity problem (loss of ADSL or router problems) prevents access to the internet, or drops during a backup session, our client software will continue to retry every 5 minutes (or as often as you have configured it) until the connection is restored. Then critically, at the point the link returns, our solution will continue from the exact point it stopped – meaning that bandwidth is not 'wasted' resending data which has already been transmitted.

You can even also store up to 100 multiple versions of every file, allowing you to restore files which have been changed up to 99 times back to their original state – an essential for users sharing large complex documents and spreadsheets where an accidental change may go unnoticed for some time.

PRICING

Unlike our competitors, we have a straightforward approach to our pricing. You pay a single charge, per client device and then a single charge for your total storage across all your clients.

One month trial	Free of charge!
Set up	Free of charge!
Monthly Per Client	Contact Us!

VOLUME DISCOUNTS FOR STORAGE:

As your storage requirements increase and your client base grows; our pricing decreases as follows:

Contact Us!
Contact Us!
Contact Us!

RECOMMENDED RETAIL PRICING:

Our resellers typically package this product in several different ways, examples include:

- **A managed backup solution with for example 10GB, 50GB or 100GB packages.**
Each client is then setup by the reseller with a fixed allocation of storage, and they invoice their customer for a fixed monthly figure for the solution. The advantage of this method is that we only charge the reseller for their true usage, irrespective of what they have 'allocated' to a client. It also allows for easy 'upgrades' over time as clients usage grows.
- **Simple mark-up / resell and manage.**
The most common method for reselling our service is based around a mark-up (usually around 50%) then the addition of a managed services fee for the management and control of the backups. Some of our resellers also charge for restorations and have DR test restoration packages for regular demonstration of the system's effectiveness.
- **As an add-on to a standby virtual server DR package.**
Because our service can be used to restore a Windows 2008 server to a virtual machine, it can be added to a standby virtual server provisioning/allocation and when used together can deliver a very powerful, complete and cost-effective DR solution for any business.
- **An additional service for an existing contract, reducing support overhead.**
Many support organisations already have clients on comprehensive contracts covering all aspects of their service delivery. In these cases, the reseller is already responsible for the client's backups and has to monitor and maintain them as part of their contract. Our centralised system allows for a single point of monitoring for all backup clients, so our resellers actually see reduced support overheads by centralising their client's backups. In these cases, we have known resellers to pass on our service at near-cost as the benefit to them is substantial and it actually reduces the time their staff spend working on client backups.

Please call 01622 2303832 or email sales@CustodianDC.com for further details