



partner **programme**



Welcome to Clunk Click...

I would like to invite you to become a partner of Clunk Click and win your share of one of the fastest growing markets in IT, as a reseller of our market-leading online and onsite data backup and storage solutions.

At Clunk Click our focus is on delivering best of breed backup and restore solutions. Recognised as an industry leader, Clunk Click has been at the forefront of the drive to encourage businesses across all sectors to make data security a priority.

Our business is driven by a straightforward and highly successful philosophy. We carefully source the world's best backup hardware and software technologies and package them with exceptional levels of expertise, support and service.

The market for disk-to-disk backup is expanding rapidly as businesses move away from tape backup systems. We would like you to share in this opportunity to develop your portfolio of products and services and to grow your business with Clunk Click.

In return for your commitment Clunk Click will provide you with unrivalled levels of support, training and our commitment to assisting you through the sales process.

Clunk Click gives you the products to help you earn recurring monthly revenue that continues to grow and generous commission payments.

I hope you find the contents of this pack of interest and I look forward to welcoming you as a Clunk Click Partner in the near future.

Yours truly

Paul Roberts
Managing Director



“As a fast growing IT company it's very important that we have suppliers we can rely on. Clunk Click is without doubt our best supplier. They are consistently friendly, helpful and willing to go the extra mile for us. We've been with them for some time now and we've never been disappointed in the sales and technical support that we've received from them.”

Jim Simpson
Director
Ziptech Services

Partner Programme



Why...

become a Clunk Click Partner?

Join the growing community of IT and Telecoms specialists benefiting from Clunk Click's highly successful Partner Programme.

The range and potential of Clunk Click backup and storage solutions has attracted partners from many areas of the IT sector including experts in:

- » IT Service Provision
- » Systems Integration
- » IT Consultancy
- » Network Support
- » Computer Support Services
- » Computer Sales & Repairs
- » Telecoms Management & Network Solutions
- » ISPs

The Clunk Click suite of data backup and storage technologies gives you direct access to one of the fastest growing markets in IT.

The opportunities for Clunk Click Partners are endless with every business in the UK a potential customer. With disk-to-disk backup overtaking tape as the preferred method of backup, there has never been a better time to partner with Clunk Click.

We partner with some of the biggest names in IT such as Dell, Iron Mountain, Microsoft, BT, Symantec and Attix5 to offer you the finest solutions on the market.

As one of the industry's most respected providers, we have already laid the ground work for resellers. Clunk Click helps you to deliver exceptional levels of service and support as well as earning recurring monthly revenue and substantial commission.

To discuss our partner programme in greater detail please call our Channel Manager on **08700 503 202** or email partners@clunkclick.net

The Clunk Click Partner Programme

- » Watch your business grow with monthly recurring revenue
- » Earn big commission with onsite backup products and services
- » Add to your portfolio of products and services
- » Offer your customers a world class backup solution
- » Receive free technical support
- » Easy to sell
- » Control of monitoring and billing
- » Low maintenance post-sale customer relations
- » High levels of customer satisfaction
- » Upgrade your customer's price plan as data grows
- » Free trial available
- » Wide ranging marketing support
- » Full training and support

The data backup and storage market is expanding rapidly, become a Clunk Click Partner and tap into your potential.



how it works

the block partner scheme

At the time of joining you purchase a small block of storage space and software licences at a wholesale price. You then purchase additional software licences and storage as and when required.

You can then deliver your own data backup and restore service to your customers based on our award-winning solutions. You control all aspects of the service – pricing, customer sales and billing.

Our dedicated Channel Manager will be in regular contact with you with assistance and advice to ensure that you get the most from your partnership with Clunk Click.

As an added incentive, the price at which you buy storage space drops incrementally the more storage you sell.

At Clunk Click we have invested substantially in building a world-class backup platform hosted at Tier One data centres mirrored between Manchester and London. As a Clunk Click Partner you benefit from our investment. We've done all the hard work so you don't have to.

The Clunk Click Customer Support Team is available 8.30am-5.30pm Monday to Friday to offer unrivalled levels of support that you can pass on to your customers. Call our Channel Manager today to discuss partner opportunities on 08700 503202.

Once we have received your signed agreement our Partner Support Team will –

- » Provide you with information for your website
- » Give you your access codes to the Partner Resource Centre
- » Create your Storage Block and Backup Monitor
- » Send you marketing information and materials
- » Invite you to our regular Partner Training days



what is...

the backup monitor

The Backup Monitor is an instant access monitoring and control facility that gives you up-to-the-minute account information, detailing everything you need to monitor and manage your customer's backup accounts.

The Backup Monitor empowers you to deliver best of breed service to your customers - essential support for any IT or Telecom professional.

The Backup Monitor gives you the ability to alter your customer's storage limits and shows at a glance:

- » Volume of data protected
- » Near Limit Warning
- » Over Limit Warning
- » Last Backup Date
- » Customer Contact Details
- » User Activity



Partner Testimonials

“We have used Clunk Click Online Backup for our company backups for some time and were consistently impressed with the product and the excellent service and support delivered by the Clunk Click team. We then realised the opportunity to add it as an option to our proactive monitoring solution, so we became a partner. Since then, we have been delighted with the high quality support given by Clunk Click especially during pre-sales opportunities. The Lighthouse product range in particular has already impressed those clients to whom it has been presented, both in terms of functionality and price.”

Alison Riley
Managing Director
M3 Assured

“We’ve been Clunk Click resellers for 12 months now, and we’re delighted with Clunk Click’s commitment to growing our sales, enhancing our product range and providing a reliable platform.”

Warwick Grigg
Managing Director
Telanova Ltd: *Making the most of IT.*

“Becoming a Clunk Click Partner was an obvious move for me. Having used the service for 3 years ourselves I saw it as a great way to open doors to new customers. Being able to provide a secure backup solution as part of our support services adds enormous value and Clunk Click provided exactly what I needed. I have been delighted to be able to offer such an effective range of products and the support which Clunk Click provides is second to none.”

Amanda Sokell
Managing Director
Azara Logic

“As an IT consultant and having had loss of data myself, I only recommend Clunk Click’s online backup solution to my clients. The software is excellent; easy to setup, once the initial data is uploaded, quick and most importantly secure. Clunk Click staff are extremely helpful and knowledgeable, which is most important when I have any support issues. Being a partner with Clunk Click opens up an extra revenue stream, from a service which benefits my clients.”

Jonathan Stuart
Managing Director
Safe Hands Computer Consulting



“Last Easter I received a text on my mobile phone from a big client: “HAPPY EASTER, ALL COMPUTERS STOLEN, PLEASE CALL”

The client had been the victim of a robbery and the office IT equipment was taken. My client was of course very nervous as all their records were on the hard drives of the server. I assured him that we could restore all data. With the assistance of Clunk Click’s technical team we successfully restored the data with a loss of just 1 hour’s work to the client!

The client was wholly impressed by the IxerLane delivery of service on data backup - which is made possible through our partnership with Clunk Click.”

Sudesh Prasad
IxerLane



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