

## Ready to take backup to the next level?

### Authorized Reseller

- ✓ Partner Portal Access
- ✓ US Based Technical Support
- ✓ NFR Keys
- ✓ Setup Assistance
- ✓ Ongoing Promotions
- ✓ Marketing Resources



### Certified Reseller

- ✓ Higher Margins
- ✓ Priority "Red-Phone" Support
- ✓ Extended NFR Keys
- ✓ Lead Generation
- ✓ Certified Partner Promotions
- ✓ Deal Registration
- ✓ Partner Locator Listing
- ✓ Direct Marketing Support

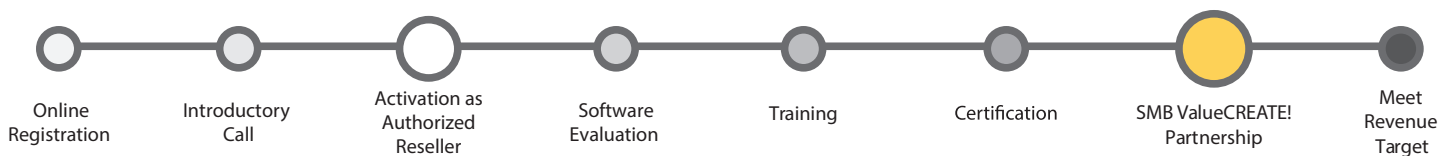
### NovaStor SMB Partner Program




Resellers are the central focus of the NovaStor SMB Partner Program. NovaStor's award-winning backup and restore products for small businesses are designed to protect multiple workstations, and servers with critical business applications as well as virtual machines. In addition to special promotions, NovaStor provides one-on-one training and support from our sales and engineering teams based in Agoura Hills, California.

### Starting out as an Authorized Reseller

Benefit immediately from free e-mail support, reseller pricing, and use of the online store. Substantial benefits and advantages are in store for technology providers that complete our Value CREATE! Partner training and certification program.

### Your path to becoming a ValueCREATE! SMB Partner:



 NovaStor ValueCREATE! Team  
 partner@novastor.com  
 +1 805 579-5442 Direct



### SMB Partner Program for Resellers

	Authorized Reseller	 ValueCREATE! Certified SMB Partner	 ValueCREATE! Premium SMB Partner
<b>Benefits</b>			
Pre-Sales Support	Yes	Yes	Yes
Deal Registration	No	Yes	Yes
NFR Keys	2 Month	6 Month	Unlimited
Purchasing Level	Basic Discount	Volume Discount	Maximum Discount
NovaStor Website Presence	-	Basic	Detailed
Red-Phone Support 	-	Yes	Yes
Lead-Generation	-	Yes	Yes
Cooperative Marketing Funds	-	-	Yes

<b>Requirements</b>			
Annual Sales Target	No	Yes	Yes
Sales Certification	-	Basic	Advanced
Technical Certification	-	Basic	Advanced
Cooperative Case Study	-	Yes	Yes