

PerfectBackup Creates a Reseller Channel for Online Backup

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In a bid to recruit value added resellers to deliver **computer online backup** and **offsite backup** services, PerfectBackup has launched a UK Partner Programme. PerfectBackup is currently one of the premier offsite backup providers for small to medium sized companies with over 12,000 customers in Europe and are now making their backup solutions available in the UK via a reseller channel.

PerfectBackup is aiming to team up and create long term partnerships with reliable IT resellers and Value Added Resellers who can offer online and offsite backup services to their clients.

Businesses now really understand the consequences of data loss. They understand their traditional backup solution is not 100% suitable and has a high initial cost; most of SME companies cannot afford an offsite replication to a DR site and do not have a resource to ensure their tapes are removed offsite.

The partner program is an excellent opportunity for resellers to differentiate themselves from competitors by offering a cost effect, simple and totally automated backup solution to their customers.

A personalised reseller portal is created where reseller's customer accounts can be easily setup and managed, ensuring you have the latest information of your customers account details giving you total control.

The partner program requires no upfront investment, very little technical knowledge, making the concept of offsite backup a fantastic and easy sales opportunity because their solution supports all major operating systems such as Microsoft Windows XP, 2000/2003, Unix, Linux and Novell and application agents such as Microsoft Exchange, SQL, MySQL, Oracle and Lotus are included within the price.