

phoenixNAP's Highlighted Services

Keep Your VMs and Critical Data Safe and Available 24/7/365

phoenixNAP® is a global IT services provider that offers security-focused cloud infrastructure, dedicated servers, colocation, and specialized Infrastructure-as-a-Service (IaaS) solutions. Our highest priority is to help partners grow their business and build credibility as a trusted advisor. Partners can easily upgrade their as-a-service portfolio and find new ways to expand their reach for Cloud Backup, DRaaS, Cloud, and IaaS solutions. With the highest level of Secure Cloud-Based Disaster Recovery and IaaS Services (nearly impossible to find with other vendors), we provide more options for partners. Our services are easy to up-sell and attach to the existing customer base, enabling partners to earn more revenue.

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Veeam Cloud Connect

Allows users of Veeam's Replication and Backup technology to securely backup and restore their existing VMware or Hyper-V environment to the cloud.

O365 BaaS

Securely back up and protect Microsoft Office 365 email, SharePoint and OneDrive.

phoenixNAP DRaaS Solutions Recognized by Gartner

Achieve business continuity. 90% of businesses without a disaster recovery plan close after a significant disruption. Eliminate this risk with phoenixNAP industry leading DRaaS solutions powered by Veeam, VMware, or Zerto.

CLOUD SERVICES

Data Security Cloud (DSC)

Data Security Cloud is a multi-tenant, secure-hosted, PCI compliance-ready cloud platform that leverages industry-leading security technologies to provide the highest data security level.

Hybrid Cloud (VPDC)

Powerful, secure, multi-tenant, cloud-based, VMware hosted, cost-effective environment. Enables easy scaling of the network, compute, and storage resources that will quickly adjust to your client's operational needs.



VPDC Exclusive pricing (monthly)

Description	Unit Type	List Price	TL Exclusive Price
Compute	vCPU	\$5.00	\$4.00
RAM	vRAM	\$11.00	\$6.00
Storage	TB	\$120.00	\$70.00
Backups	TB	\$90.00	\$60.00
Minimum Deployment \$200/month			

Veeam Cloud Connect Exclusive pricing (monthly)

Storage Size	1 Year	2 Year	3 Year	4 Year	5 Year
4TB and Below	\$30	\$28	\$27	\$26	\$25
5TB – 19 TB	\$23	\$21	\$20	\$19	\$18
20 TB – 50 TB	\$18	\$16	\$15	\$14	\$13
51 TB - 999TB	\$16	\$14	\$13	\$12	\$11

DSC Exclusive pricing (monthly)

Description	Unit Type	List Price	TL Exclusive Price
Compute	vCPU	\$8.00	\$6.75
RAM	vRAM	\$18.00	\$9.00
Storage	TB	\$141.00	\$90.00
Minimum Deployment \$400/month			

DRaaS Exclusive pricing (monthly)

\$15/VM - \$90/TB of Storage

(Everything Else Included Such as Bandwidth and IPs - No other Costs)

Powered By:



How Partners Can Benefit:

Scale Your Business

Increase reach & expand your portfolio.

Fill Your Solution Gaps

Don't lose business to competitors.

Higher Margin, Increase the Existing Deal Size

Veeam, VMWare, O365, Storage.

Global Reach

Provide end-to-end solutions across the globe.

Trusted Advisors

We enable partners to offer the highest overall value in security-focused IaaS.

Earn Higher Revenues per Opportunity

Deliver more value for every dollar spent and better overall TCO/ROI.

Sweet Spots

Veeam has 35K and VMware has 600K customers.

About phoenixNAP

phoenixNAP is a full service IaaS and colocation provider delivering programmable, opex-friendly infrastructure solutions from strategic edge locations worldwide. Focused on innovation, cyber security, and compliance readiness, phoenixNAP delivers scalable and resilient cloud, dedicated servers, colocation, HaaS, and availability services. As an Intel Next Wave Cloud Service Provider, phoenixNAP actively collaborates with Intel to develop and deliver cutting-edge infrastructure solutions to fit the needs of modern businesses.