



ProAlliance™ Partner Program

**It's the Future.
It's Now.
You're Invited.**

Welcome to ProStor System's ProAlliance™ Partner Program, a new way to profitable sales. Now you can easily sell and market the hottest new technology to hit the storage market in years. ProStor InfiniVault® is a breakthrough storage system that defines the future of tiered storage by providing the most cost-effective storage system for the long-term retention of data and images. Not only that, but we're easy to do business with because we pay attention to what you need: comprehensive sales tools, training, marketing resources, and no-hassle technical support.

The Future is Now

ProStor InfiniVault is a winning product in market segments that are buying storage now. Using ProStor InfiniVault, your customers can securely store and retain their data with proven technology which is easy to install, manage, and scale. No more tape. No more optical. Team up with your customers to provide them with an exciting opportunity for proven return-on-investment in less than a year.

ProStor Systems sells its products exclusively through the value-added reseller channel. That means a future with high gross margins, margin-protection through our opportunity registration program, and add-on sales for complementary products and services revenue. Wrap your own high-value services around our exciting technology, like eDiscovery, litigation support, compliance, data policy consulting, backup optimization, and archive management. Up-sell with standard services from ProStor or develop and sell your own such as initial implementation, configuring retention policies, and training the administrator to configure and manage the system.

ProStor InfiniVault easily integrates into your existing solutions since it attaches like Network Attached Storage (NAS) and works with applications that address NAS storage. You can use your current resources and staff with minimal technical investment. Sell a total solution, complete with hardware, software, and services.



ProStor Systems has quickly established RDX® removable disk as the new industry standard for backup, disaster protection, and archive with more than 600,000 units in the hands of satisfied users. RDX technology has been adopted by top server OEMs including Dell, HP and IBM and their VAR channel. Tandberg Data and Imation license, manufacture, and market RDX products worldwide under their own brands. ProStor Systems is inventing the future for backup and archiving of data. Our RDX removable disk technology provides higher performance, capacity, and reliability at about half the price of tape.



PROALLIANCE PROGRAM



A Glimpse Ahead

Build your business with the ProStor ProAlliance Partner Program.

Benefits include:

- **Dedicated Sales Team** – A sales team that is 100% dedicated to supporting you by helping with identifying opportunities, customer referrals and joint selling. Our sales representatives and system engineers will equip your sales team with product information, market information, and the sales tools necessary to prospect, sell, install, and support ProStor System solutions.
- **Opportunity Registration System** – A program that rewards you when you find and develop new customers. Partners will receive an exclusive price advantage when you register a qualifying sales opportunity in order to protect your sales investment.
- **Sales and Technical Support** – Pre- and post-sales support, 1-800 phone support, e-mail support, and a Web portal for accessing a knowledge base, product notifications, and technical support.
- **Dedicated and Secure Partner Website** – A secure resource center for sales materials, marketing resources, and support tools. Find presentations, training materials, interactive sales tools, and collateral all in one place, plus register your opportunities 24 hours a day.
- **Partner Communication** – ProAlliance Partners receive customized e-mail communications which keep you updated with the latest market opportunities, product news, and training information.
- **Demonstration Unit Purchase Program** – This program offers you a substantial discount on demo/development units. You can use this system in shows, development, training, demonstration centers, and customer product evaluations.
- **Sales and Technical Training** – Learn about ProStor products and how to integrate them into your solution offerings. Our qualified sales and marketing teams will provide you with the expertise and insight you need to evaluate customer requirements. You will have easy access to these sales and SE trainings, both onsite and web-based.

Your Invitation

Join the ProAlliance Partner team now. Apply today at www.prostorsystems.com/Partners/Channel-Partners/
Welcome to the future.

Email: proalliance@prostorsystems.com

ProStor InfiniVault®

ProStor InfiniVault integrates information management software, online disk, and RDX removable disk to simplify retention management, while automating disaster protection and compliance. This integrated solution provides the ease of access and performance of online storage, with the longevity and economics of offline storage. The intelligent, secure retention management capabilities of a ProStor InfiniVault provide a low cost and longer term alternative to tape, optical, or fixed-disk drives in a number of IT solution areas including:



- Overall retention management
- Backup optimization
- Protection from obsolescence
- Disaster recovery
- Regulatory compliance
- Legal storage

ProStor InfiniVault is delivered as an integrated retention management storage system that attaches to any storage network. For about the price of SATA disk, it includes three tightly integrated components – online disk, removable RDX disks and information management software. The system simplifies the management of data by combining all tiers of storage in one system and manages the retention of the data for any length of time and to any legal or compliance requirement.



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SYSTEMS

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