



Intronis Partner Toolkit

Intronis is committed to ensuring our channel partners have a competitive advantage and are armed with the technology, talent, and tools they need to reach their goals and protect the data of small businesses now and into the future.

The Intronis Partner Toolkit is a complete resource available exclusively to our channel partners so they can more easily build and scale their businesses. Combined with the Intronis ECHOplatform single storage solution and U² Unlimited Cloud and Unlimited Storage Pricing Plan, the Partner Toolkit sets the stage for unprecedented growth and success.

Intronis Partner Guide

The Intronis Partner Guide is your quick-reference catalog that covers everything new partners need to start making the most of the Intronis solution right away. Business managers can refer to this guide for quick tips on how to bundle Intronis with other IT services for maximum revenue, and technicians can dig in to learn how to configure and navigate our software.



Sell and Market Effectively with White-label Marketing Materials and Templates

Need a brochure for a sales call? Looking for an asset that explains why your prospect's data would be safe with you?

The Partner Guide includes links to a variety of fully re-brandable data sheets, brochures, and case studies that you can re-cast with your own company logos and imagery. It also contains templates for e-mails, press releases, presentations, and a full event marketing checklist, all of which you can use on sales calls and for marketing campaigns.

The Intronis Partner Toolkit is a complete all-in-one resource that enables partners to accomplish more with Intronis, and as a result, earn even more data protection revenue.

Get Started Quickly

Business Basics

Put our software to work for you. Discover how to quickly re-brand the Intronis Partner Portal with your own logo and color scheme, and learn best practices for pricing our solution for maximum revenue.



Marketing

Gain the tools to reach more potential customers. Download marketing templates, brochures, and customizable campaigns that empower you to amplify your voice as an IT services leader.



Sales

Control the conversation with potential prospects. Access calling scripts, sales scenarios, and guidance around selling cloud backup against consumer brands or on-site solutions.



Technical

Protect your clients' business in the secure Intronis cloud. Master backup set creation and configuration, and learn how to leverage Intronis for critical recovery and effective reporting.





Gain a Competitive Edge

The Intronis Partner Toolkit enables IT services providers with the tools they need to gain an edge in an increasingly competitive market. It includes resources to help partners counter popular sales objections and make a stronger business case for data protection.

- Consumer Battle Cards – Defeat objections related to consumer-grade cloud backup solutions
- Competitive Check List – See how Intronis stacks up against other data protection vendors
- Direct vs. Managed IT Services Matrix – Confirm the value and security of managed IT

Your Success is Our Priority

Intronis is fully committed to our IT services partners, whose success drives our own business forward. Our product delivers a profitable data protection solution backed by channel-leading services and support.

Re-brandable Assets

- Ready-made for solution providers
- Sell more and grow your business faster

Intronis Partner Success

- On-staff partner specialists
- Expert on-boarding and training

Award-winning Partner Support

- U.S.-based technical support
- Available by phone, e-mail, or live chat

The collage features three main pieces of marketing collateral:

- 'Awesome news!' Email:** A blue-themed email announcing registration for an Intronis channel partner. It includes a call to action to visit the Intronis Management Portal and contact Partner Support at 800.569.0155.
- 'Natural Disaster' Brochure:** A brochure with a hurricane image, titled 'Hurricane So Completely Wipes Out Business' IT Systems'. It describes a solution for restoring business programs and data after a disaster.
- 'Secure, Reliable and Proven Data Protection' Brochure:** A brochure highlighting data protection features like 24/7 monitoring, 30-day retention, and military-grade security.

▶ ABOUT INTRONIS MSP SOLUTIONS BY BARRACUDA

Intronis MSP Solutions by Barracuda provides data protection for businesses, delivered exclusively through the IT channel. Intronis enables MSPs to centrally deploy and manage a broad portfolio of services — protecting business-critical files, folders, email, applications, and servers, locally and in the cloud — through a rebrandable console that integrates with major RMM and PSA tools. MSPs benefit from a true partnership with Intronis, through fixed pricing plans and partner enablement tools that help MSPs accelerate growth and increase profits. Intronis was acquired in October 2015 by Barracuda.