



# SEQRANET

DATA SOLUTIONS

## Sequanet Partnership Programs

September 2016

## Sequanet Partnership Program

### Let our business help your business.

As a MSP you understand the criticality of backups, disaster mitigation, and most importantly uptime. We manage over 2 million digital health assets daily, so believe us when we say we understand too. The Sequanet Partnership Program was developed to make your backup responsibilities simpler, and more profitable. It's what we specialize in, so let our business help yours.

### How are we different?

At Sequanet we provide both the software and cloud infrastructure required to serve your clients, without complicated pricing and licensing models. Most importantly however, we provide this turnkey solution while providing the lowest price per GB guaranteed.

- Robust software and cloud infrastructure turnkey solution – No complicated hardware setups required, simply install our software and invoice accordingly.
- Lowest price per GB guaranteed – providing more margin room for our reseller partners.
- PIPEDA Compliant / 100% Canadian datacenters – Your customer data does not leave the country, and is stored in its encrypted format.

### Our Infrastructure

Redundancy, scalability and efficiency are all reflected in our self-built and engineered hardware platform. The basis of our solution lies in clustered 'receiving-nodes'. These clustered virtual machines then write via our 10-Gigabit local network SANs which all boast hardware RAID-10 arrays and redundant power supplies.

This solution resides in a state-of-the-art facility with dedicated backup generators, internally redundant 250kVA UPS systems, dual electric grid connections from independent substations, multiple fault-tolerant upstream fiber connections, key card access authorization, 24 x 7 CCTV surveillance.

Connections to multiple Tier-1 providers include:

- 1 x 1000Mbps T-systems
- 1 x 1000Mbps Cogent (Backup)
- 1 x 1000Mbps Level3
- 1 x 1000Mbps Toronto Internet Exchange
- 1 x 1000Mbps Ottawa Internet Exchange

## Partner Levels

We provide two options for those looking to grow their business with our technology. Whether you're a major MSP with a petabyte of data or just starting out on your own, our associates will gladly work with you to find the most suitable fit.

### Referral Partners

As a referral partner with Sequanet, you receive an annual residual per customer. There are no minimum customer requirements. Your responsibilities are largely handled by us; you simply collect your share.

- We remotely connect to your customer, install and configure the software.
- We bill your customer directly, and provide you a recurring annual residual for each customer once their invoice has been paid.

Referral compensation **per customer** is as follows:

Customer Cost	\$429.95 / Year
Partner Compensation	\$50.00 / Year

### Reseller Partners

Through white labelling and free-range pricing, larger MSP's are able to take advantage of customers with more demanding requirements with our reseller partner programs.

- Brand our software with your company logo and support contact information.
- You set your pricing and billing models as you see fit, while receiving a discounted price from us.

Reseller pricing is as follows:

	1TB – 2TB	2TB – 3TB	3TB - 5TB	5TB +
Per GB Per Month	0.10c	0.09c	0.08c	0.075c
License \$ Per Month	3.50 / Install	3.50 / Install	3.00 / Install	3.00 / Install