



# Mozy Reseller Data Sheet

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## The MozyPro® advantage

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### Simple

Seamlessly manage backup, sync, and mobile access for multi-user and server environments from a single web-based console.

### Secure

Your data is safe with military-grade encryption, world-class data centers, and EMC—a company built to last.

### Affordable

Keep costs low with no hardware to purchase and minimal overhead required.

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### Contact MozyPro

resellers@mozy.com  
866-950-6699  
<https://partners.mozy.com>

## Grow Your Business with Mozy

As a Mozy reseller, you are authorized to sell the award-winning Mozy service to your business customers. Whether you are looking to add a valuable service to your suite of products or just looking to build a business around a solid cloud backup solution, the Mozy reseller program is the right choice for you.

With competitive pricing and loads of benefits, it's easy to see why more than 5,000 resellers have chosen Mozy as the backup service for their customers. And because Mozy is part of EMC, you can rest easy knowing you and your customers are in good hands.

## Tools You Need

Your time and knowledge are valuable. Mozy helps you spend more of your time in front of your customers and less time administering backup services.

### Reseller Portal

The Mozy Reseller Portal contains all the reseller tools and information you need to market, sell, and support the Mozy service. The training videos, advertising material, ROI calculator, and product documentation are designed to help you make the most of your Mozy partnership.

### Co-branding

Qualifying resellers can get their company logo featured prominently in the Mozy client and web system. Coupled with the “powered by Mozy” ingredient brand, Mozy gives you the primary recognition in front of your customers with the backing of Mozy by EMC.

Track and monitor every aspect of your backup business

Mozy gives you the insight you need to better serve your customers' needs. See all of your end-user customer information across all groups, or drill down on specific users or machines to find trends or problem areas. Quickly see what you need to manage back-ups: failure/success, quota usage, machine watch lists, billing details, and more.

### Seamless customer communications

Set up automated reports that can be emailed directly to any email address (including your customers) daily or weekly. Reports can be exported automatically or on-demand, then sent to administrators and customers.



## Professional U.S.-based support

Mozy support technicians are available 24/7/365 via phone and chat to assist you with your customers' data backup and restore needs. Also available is the Support Portal, complete with video tutorials, knowledge base articles, and a customer community.

## Mozy Reseller Benefits

Mozy resellers are grouped based on their monthly renewal value and expertise. The following benefits are available to each group:

Benefit	Mozy® Gold Certified	Mozy® Platinum Partner
<b>Sales Enablement</b>		
Access to Mozy® Reseller Portal	•	•
Accreditation training & certification	•	•
Dedicated Mozy account manager	•	•
Product demonstration support	•	•
Opportunity registration	•	•
Access to online collateral generator	•	•
Access to Mozy TCO tool/Mozy ROI calculator	•	•
Joint account planning & sales engagement	•	•
Lead sharing	•	•
<b>Marketing</b>		
Branding as Mozy® Reseller partner	•	•
Mozy logo usage	•	•
Mozy reseller newsletter subscription	•	•
Co-branding on product & collateral materials	•	•
Access to thru-reseller advertising assets	•	•
Access to market development funds (MDF)		•
Qualified lead distribution		•
Pricing	Call a Mozy reseller representative at 877.669.9776	
<b>Technology</b>		
Eligibility for beta products	•	•
Product training	•	•
Product roadmap updates	•	•
<b>Support</b>		
Technical support	U.S.-based 24x7 phone/chat Access to Mozy Support Portal	Premium support Physical restore U.S.-based 24x7 phone/chat Access to Mozy Support Portal