

Bytes **CLOUD ADVANCE** Partner Program

For **Resellers**

The **Growing Cloud Market**

New technology is disrupting every single market and growth is set to continue for years to come. Gartner predicts that Enterprise Software spending will grow at 8.3% year on year, but SaaS Products are expected to grow a massive 22% in 2020.

As revenues from maintenance and support for on-premises solutions decline, organisations 'cloud first strategies' is fuelling the rapid growth of cloud services.

It's clear that the opportunity to create and deliver transformational technology solutions has never been greater, but how can all types of IT resellers best take advantage of this huge cloud opportunity?

Supporting Your Cloud Business

Join our CloudAdvance Partner Program for Resellers and you'll be working with the UK's leading software and cloud management specialist.

Now's the time to build recurring monthly revenues - and with Bytes, you get a team of reseller focussed software experts and the billing platform to support you every step of the way.

You'll also have access to our cloud specialists and the best incentives and promotions on Microsoft and 1,000+ vendors across security, virtualisation, storage and infrastructure management.

You focus on delivering an exceptional service to your clients – whilst we work with you to grow your cloud business.

Program **Benefits**



On-boarding and Support

Easy sign up, comprehensive education and reliable ongoing support



Exclusive Discounts

Maximise profits with the best available prices and additional incentives



Online Portal

Support, billing and invoicing to manage customer subscriptions with alerts and renewal dashboards



Technical Resources

Cloud Specialists on hand to support your business every step of the way



Co-sell Digital Marketing

Expert advice to build brand awareness and customer-ready content to increase cloud sales



Sales Enablement Training

Structured training to skill-up your teams and gain competitive advantage

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CLOUD ADVANCE Partner Program

Additional cloud services to resell and grow your business



Cloud Platform Management

A cloud optimisation service for your customers providing cost-saving advice, consumption reports and technical ideas



Disaster Recovery as a Service

Disaster Recovery to protect your customers production environment against ransomware, human error and other dangerous threats.



Managed BackUp as a Service

Providing a secure and scalable data protection platform for your customer's file systems, applications and virtual server data.



Azure Packaged Services

Get ready to offer your customers tailored services for starting, optimising or advancing their cloud journey.



App Assessment

Offer your customers a winning methodology for migrating, modernising, replacing or retiring applications.



Cloud Licensing

Our licensing experts can support wider conversations about optimising your customers cloud services.



EUC on Azure

Help your customers gain greater control and simplify how their users access applications and data in the cloud.



Cloud Security

We've a range of cloud security options to suit your customers - protecting servers, network and applications.

About Bytes

Bytes is part of the £2bn Altron Group. Our UK business began in 1982 and has grown profitably each year to reach a turnover in excess of £565m. We've been partnering with resellers for years, offering advice and access to Microsoft Enterprise Licensing in addition to top level discounts on 100's of software vendors.

Specifically with Microsoft Azure and Office 365, we have a range of complimentary software solutions to wrap around your sales, including packaged offerings with Barracuda, Sophos, Veeam, Zerto, Citrix, Redhat and Mimecast – we're ready to add value to your offerings and increase your profits.

Hear why Bluesource selected Bytes - www.bytes.co.uk/cloudadvance



Find out more about **CLOUD ADVANCE Partner Program**.

Contact Bytes on **01372 418500** or email us at tellmemore@bytes.co.uk