

# Partner Program Guide



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# Dropsuite Partner Program: Empowering MSP Success

The Dropsuite Partner Program is designed with one goal in mind: your success. We help you unlock new revenue streams, improve margins, and grow your business with industry-leading data protection solutions.

"Dropsuite is easy to use and its implementation is so easy. It's integrated with a lot of features like Office 365, IMAP, Google Business, and more. Customer support is good and answers your questions."

Mohamed A., IT Leader G2 Verified Review

## Why Partner with Dropsuite?

Dropsuite empowers you to deliver secure, scalable backup and recovery services while positioning your MSP as a trusted provider. Whether you feature Dropsuite's brand or white-label our solutions, you'll gain the tools to strengthen client trust, loyalty, and satisfaction.

## Key Benefits of the Dropsuite Partner Program

- **Best-in-Class Data Protection:** Unified backup, archiving, and recovery for Microsoft 365 and Google Workspace.
- **Transparent Pricing:** Simple, seat-based pricing with no hidden fees or long-term contracts. Enjoy the flexibility of month-to-month billing.
- **Higher Profit Margins:** Scalable, cloud-based solutions that boost Average Revenue Per User (ARPU).
- **Tailored Enablement:** Access co-branded materials, training, and enablement tools to fuel your growth.

- **Ease of Use:** An intuitive interface and automation features streamline operations and save time.
- **Global Expansion:** Tap into worldwide distribution to expand your market reach.

## A Partnership Built on Trust

At Dropsuite, we're committed to your success:

- **Unwavering Support:** From onboarding to ongoing assistance, we ensure a seamless experience.
- **Feedback-Driven Innovation:** Your input shapes our products, ensuring they meet your needs.
- **Enhanced Security:** Scalable, engineering-driven data protection your clients can trust.

## Flexible and Scalable for MSPs

- **Pay-As-You-Go Model:** Adaptable plans with no long-term commitments—pay only for what you need.
- **Recurring Revenue:** Build steady, predictable income with subscription-based solutions.
- **Industry Insights:** Stay competitive with access to the latest trends and cybersecurity updates.

## Partner Kit: Tools for Success

The **Dropsuite Partner Kit** is packed with resources to strengthen your go-to-market strategy and engage your clients.

### **What's Included:**

- **Co-Branded Marketing Collateral:** Customizable materials to drive sales and build your brand.
- **Dropsuite Partner Badge:** Showcase your partnership across digital and promotional platforms.

- **Product One-Pagers:** Simplify client communications with concise solution overviews.
- **Opt-Out Letter Template:** Provide flexible options for client engagement.

## NFR (Not-for-Resale) Program

Experience Dropsuite's solutions firsthand with **NFR licenses**. Use these licenses to test, learn, and confidently showcase Dropsuite's capabilities to your clients.

### **NFR Benefits:**

- **Hands-On Experience:** Explore Dropsuite's solutions in-depth at no cost.
- **Build Trust:** Recommend solutions with confidence, backed by firsthand knowledge.
- **Zero Financial Commitment:** Access full features with no upfront investment.

### **Trial Duration:**

Enjoy **NFR access** for up to 60 days, with extensions available as your partnership grows.

"Unparalleled security with lightning-fast recovery."

Vijay M., IT Professional SoftwareReviews

## **Internal Use Rights (IUR)**

As a valued Dropsuite partner, you may be eligible for Internal Use Rights (IUR), allowing you to utilize Dropsuite solutions for your own business operations, internal testing, training, and demo environments. These rights help you gain hands-on experience with our products, empowering you to better support your customers.

IUR licenses are not for resale or commercial use and must comply with Dropsuite's partner agreement. For details on eligibility, activation, and usage guidelines, please refer to the Dropsuite Partner Portal or contact your partner account manager.

# Join the Dropsuite Partner Network

Not yet a partner? Unlock the potential of Dropsuite's industry-leading data protection solutions. Simplify operations, increase profitability, and deliver unparalleled value to your clients.

Empower your business. Empower your clients. Let's thrive together.

[Click here to become a partner](#)





[www.dropsuite.com](http://www.dropsuite.com)