



covenco

DATA MANAGEMENT & INFRASTRUCTURE 365

COVENCO GUIDE

Partner with Covenco

Join the Pioneer in Contemporary
Data Management & Security.

Who are Covenco?

Since 2002, Covenco has been a leading provider of cloud backup and disaster recovery services, specialising in backup and replication technology.

We are proud to have achieved Veeam Platinum VCSP Status and we support multiple Veeam Customer Competencies, positioning us as one of the elite Veeam Cloud & Service Providers in the UK.







Our strong partnership with Veeam, a leader in backup, recovery, and data management solutions, allows us to offer a comprehensive range of modern data management services, including Data Backup, Data Availability, and Data Security.

As a Platinum Veeam Cloud and Service Provider (VCSP) partner, we offer the full range of cloud-based data management services based on Veeam's Cloud Connect technology.

With our exceptional in-house expertise and experience in Veeam solutions, we are perfectly positioned to provide effective managed services for backup and disaster recovery to your SMB, Mid-Market and Enterprise customers.

Our partner program is designed to provide resellers with the necessary tools and resources to sell the full range of Veeam data protection and availability services.

Cutting-Edge Solutions for Veeam Resellers:

-  **Veeam Cloud Connect Backup**
Swift, secure, offsite data backup to the Covenco hosted cloud repository with Insider Protection to protect against accidental or malicious deletion of Data
-  **Veeam Cloud Connect Replication**
Complete offsite VM Replication to Covenco enabling rapid failover in partial or full disaster scenarios.
-  **Tape Out Services**
Fully air-gapped offline tape backup service acting as an additional layer of recovery as well as cost effective long term data retention.
-  **Immutable Backup Protection**
Ransomware proof backups to S3 compatible object storage providing complete immutability
-  **Backup for M365**
Backup and recovery for Microsoft 365 data. Including Email's, One Drive, SharePoint and Teams.
-  **Archiving as a Service**
Data archiving for long-term retention and compliance.



Why partner with Covenco?

Partnering with Covenco for backup and disaster recovery services is a strategic choice for many resellers. Our strong heritage in disaster recovery solutions means that our customers can recover from a disaster within hours, not weeks. With over 20 years of enterprise data management experience, we are committed to offering solutions that protect valuable data and ensure business continuity in the face of adversities.

Our high-quality approach to customer service and service delivery, combined with a highly skilled engineering team, ensures that our partners and their customers receive reliable and effective support. Many traditional resellers have found it challenging to add reoccurring revenue and services to their portfolio due to the investments required in, technical personnel, infrastructure, and facilities.

By partnering with Covenco, resellers and MSP's can benefit from our white-label modern data management services and our proven track record in helping customers recover critical IT assets and data following ransomware attacks.

Benefits at a glance

-  **Instant Access to Data Protection Services**
Resellers gain immediate access to a wide range of data protection and availability services, such as backup, recovery, and virtualization, which can be white-labelled or directly managed by Covenco.
-  **Fully White-Labelled Services**
Resellers can offer fully white-labelled services through Covenco, allowing them to brand the services as their own and maintain their unique identity in the market.
-  **Increased Revenues and Margins**
Partnering with Covenco leads to increased revenues and margins from all data protection and availability service solutions.
-  **Recurring Revenue Model**
Resellers can enjoy a recurring revenue model without investing in expensive technical resources.
-  **Full Support from Covenco**
Partners receive full support from Covenco's Sales and Technical teams, including helpdesk features at no additional cost, sales and technical training, and sales and marketing collateral with co-branding options.
-  **Additional Benefits**
Partners can add more value to their customers, keep competitors away, and benefit from Covenco's world class customer service and service delivery approach.



Corporate Standards

We maintain ISO 9001 Quality, ISO 14001 Environmental, and ISO 27001 information Security Standards, reflecting our dedication to quality management, environmental responsibility and protecting our customer data through rigorous information security management practices.

These accreditations showcase our adherence to best practices in various aspects of our business operations, ensuring that we provide reliable and secure IT services to our clients.



ISO:27001
The 27001 standard means Covenco will safely handle any information and data security risks on your behalf. Your customer data is securely maintained across our UK data centres.

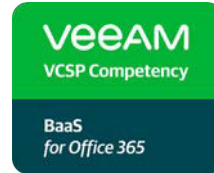


ISO:14001
The 14001 environmental management standard means we can handle the responsibility and legal obligations for environmental and recycling considerations.



ISO:9001
The 9001 Quality Standard means we can meet the needs of our partners and their customers by delivering consistent quality in the provision of both services and hardware.

Veeam Accreditations



Covenco is a Platinum Veeam Cloud Service Provider (VCSP) and a valued member of the Veeam Cloud Council. We have been working with Veeam Technology for over 10 years initially designing bespoke backup/replication and disaster recovery solutions for Veeam users.

In 2015 Veeam selected Covenco as a Pilot Partner for the launch of the VCSP Programme, 1 of only 3 companies in the UK due to our heritage in backup and disaster recovery services. We have also attained the following Veeam Customer Ready Competencies: DRaaS, Off-site Backup, and BaaS for Microsoft 365.

Our Veeam backup service gives our partners peace of mind by ensuring their data is always safe and can be recovered.



FAQ's

Why should I partner with Covenco?

Covenco is unique in our ability to not only protect customer data, but in our recovery expertise. If and when a customer experiences a data disaster, such as a ransomware attack, Covenco can move quickly to deliver boots-on-the-ground technicians and appropriate enterprise hardware to support the recovery process.

For those customers that follow our 3-2-1-1 backup rule, we can generally restore an entire enterprise within a matter of hours, instead of days or even weeks.

Where can I see more information about the Covenco Partner Program?

For more detailed information about the Covenco Partner Program, visit:

What level of support is provided to partners?

Partners receive full sales and technical training, as well as sales and marketing collateral with co-branding options. Additionally, you will have access to a dedicated sales and technical support team at Covenco.

What do our current partners think?

"We've been working with Covenco for many years, for several reasons. One of the most compelling is that our Account Manager is always on hand to help us if we need technical support or advice about a customer. The team are only too happy to help."

IT Manager

A major UK Veeam Reseller.

"The service, support, and the quality of solutions on offer were perfect for both our own needs and those of our customers. We highly recommend Covenco's white label managed services - and their partner program."

Scott Prudence, Technical Consultant
Assign-IT

How to become a Covenco Partner

To become a Covenco partner and take advantage of our services, simply follow these four steps:

Step 1: Connect

Complete the Partner Enquiry Form available on the Covenco website here:

www.covenco.com/partners/

Once you submit the form, your registration will be sent to the Partner Account Management Team. They will then contact you to discuss your application and the next steps.

Step 2: Agree your service requirements

Our partnership team will work with you to establish the services that you want to offer to your customers, and how you prefer those services to be delivered.

You will have the ability to define the relationship boundaries precisely.

Step 3: Contract

The Covenco partnership team will draft a simple contract that covers all the terms and conditions you'd expect from a professional channel partnership agreement.

We make sure that your customer relationships are fully protected, and we include the terms of services that you demand.

Step 4: Start Selling

Once you are on board, the Covenco team will be on call to support you through every step of your partnership journey with us.

Ready to talk?

Our partner community is an extension of our team. Together, we reach new customers, deliver more effective outcomes, and accomplish collective goals. We strive to help you better serve customers and deliver the best solutions, enabling you to drive client acquisition, satisfaction, and growth.

Contact **Joel Duxbury** at Covenco:

Call: +44 (0)1753 732000 / Email:

Visit:

About Covenco

Covenco delivers easy-to-use, affordable, and award-winning data backup and disaster recovery solutions for small and growing businesses.

Covenco delivers integrated security services to protect your customers devices, data, applications, and networks.

Backed by 34 years of innovation, we have a comprehensive portfolio of services, solutions and hardware.

Our backup and recovery solutions are built to provide maximum protection so that your customers can worry less about cyber-threats and focus more on growing their businesses.

For more information about our solutions, visit:

<https://covenco.com/data-management-services/>

Contact Covenco

Covenco UK Ltd Head Office
Unit 3, MXL Centre, Lombard Way,
Banbury, Oxfordshire. OX16 4TJ
United Kingdom

Telephone: 01753 732000

Email: sales@covenco.com

