

skydatavault.com



## What it Takes To Maintain a Successful DRaaS Partnership



SKY DATA VAULT



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What does it take to develop and maintain a successful partnership with your DR provider? First, your provider needs to be viewed as more than just a vendor and more as a partner. We value our relationships with our clients just as you would. We understand that there is a stigma for us both that we need to overcome. We're a comprehensive service provider just like you.

With DR being such an important item to address these days, it's essential that we establish a collaborative partnership to achieve both of our goals. With this type of trust developed, working together will become effective, successful, and easy. [Whitelane Research](#) actually found that in 2016, [89% of clients were satisfied with their outsourcing contracts](#). By choosing us as your partner, you'll definitely be apart of that statistic.

## Our Partnership Philosophy & Ideal Client Expectations

At Sky Data Vault, we understand what it takes to become trusted partners for our clients to consult and help out whenever it's needed. Our ideal client is someone that wants a relationship with us as well and understands that we're more than just a product.

There are a number of choices when it comes to DRaaS. So, what makes us so different? Well, besides the quality of our DR technology, our culture, knowledge, and service makes us stand apart from the rest. As your partner, we'll help you develop strategic plans and solutions with insight to help you reach your specific goals. With DR technology playing such an integral part of a successful business strategy, a cookie cutter approach isn't sufficient anymore. You need specialized attention and solutions that work for you. We're here to provide that.

## What You'll Receive Out of a Successful DRaaS Partnership

You'll receive many things out of this partnership, starting with a second opinion. Another perspective and set of skills is always great in your back pocket. We'll always keep you updated on the latest DR applications and software updates.

**What can you expect specific to our DRaaS? Well, for starters:**

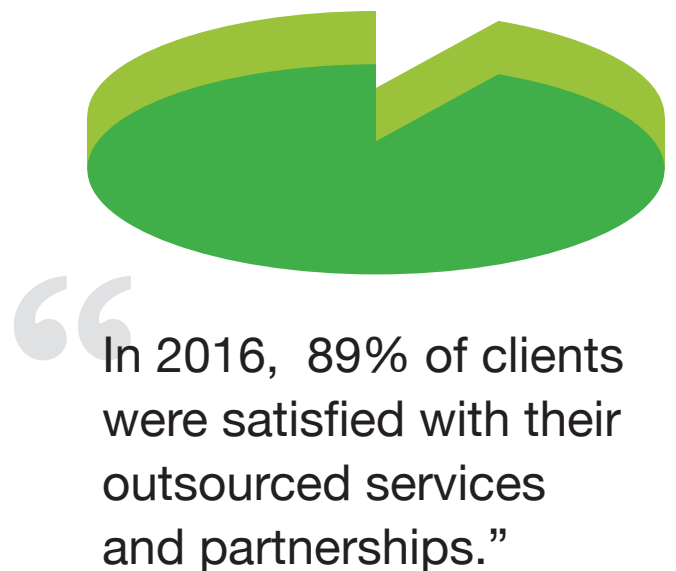


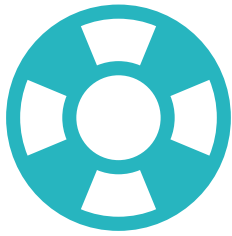
### Profit Now!

Start delivering the service to your clients now and watch your bottom line grow day one. Our flat, monthly rates will make budgeting much simpler for you, and we'll scale with you as your business grows. 92% of IT organizations that outsource disaster recovery say that [the costs are the same as or lower](#) than in-house solutions.

### Client Focus

Nothing halts business productivity more than downtime for your clients. If something were to happen, you'll have the recovery support from our experts which will give you the time to focus on supporting your client through it all.





## Constant Support

We don't expect you to be experts with our technology. We will always be available to you for any questions or requests you may have. We'll also be there to consult you with the best plan for DR for you and your clients.

## Flexibility

We'll maintain, monitor, and manage the hardware technology that stores your data. You won't have to take on that burden alone anymore. You'll have one provider for all your clients requirements and the ability to architect or design custom solutions for large or complicated needs.

The future looks promising as 65% of organizations that outsource application hosting plan to [increase the amount of work they will outsource](#) in the next few years. Careful and strategic development of a successful DRaaS partnership is going to play an integral role in defining the success of businesses moving forward. [Contact us](#) today to take the first step!

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of IT organizations that outsource disaster recovery say that the costs are the same as or lower than in-house solutions.”



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