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The Cloud's Scalability and Revenue Options Are Unparalleled



SKY DATA VAULT



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The Cloud has been extremely successful. In particular, its scalability and revenue options are unparalleled, and that success has the potential to transfer and contribute to your business when you offer your clients Cloud services from [Sky Data Vault](#). There are many reasons why Cloud services from us will put you at an advantage, such as our competitive pricing, quality of service, MSP mentality, constant support, scalability ease, and white label products. Let's go over the success of the Cloud, and how our services will transfer that success to you more effectively than the other Cloud vendor competitors out there.

The Cloud's Revenue Success

The Cloud has had fantastic success rates in various aspects ever since its launch. Here are some stats to illustrate what we mean:



70% of businesses have been able to reinvest funds back into their business as a result of moving to the cloud



59% of SMBs using cloud services report **significant productivity benefits**.



The US Federal Government actually has saved **\$5.5 Billion** per year by switching over to cloud services



94% of SMBs have experienced [security benefits](#) in the cloud they didn't have before



Recovery times for SMB are [four times faster](#) for businesses using cloud computing



Experts predict that [40 zettabytes of data](#) will be held in the cloud by 2020



It's predicted that [78% of U.S. small businesses](#) will have fully adopted cloud computing by 2020.

The statistics can go on and on, but all of these illustrate that the Cloud can benefit businesses greatly and offer them many advantages. This means that demand for cloud services will be high, and as an MSP, you want to make sure that you are providing them with quality solutions. We understand that the MSP competition is tough - we have our own, stiff cloud vendor competition - so we're dedicated to providing the best services and service out there so that we can rise above the rest and build a respectable reputation. Here's how we do it:

How Sky Data Vault Stands Out From the Competition

There is a lot of competition out there in the IT industry for the top Cloud vendor position, but we are confident at Sky Data Vault that we are the best option out there for your scalability and revenue success. Why? Well, not only are we your one stop shop for anything you could need when it comes to DRaaS, we address and solve the following problems that our competitors exhibit:

Scattered attention

Our competitors can be all over the place. For example, they may be focused on growing out beyond DRaaS and selling hardware in different technologies, or they may be VC funded and looking for a quick exit. Do you want someone that isn't in it for the long haul? What happens to your and your services when that happens? You don't want to take that risk. At Sky Data Vault, we're dedicated and focused to the industry and our MSP clients long-term.



Slower systems

Other competitors may use a 3rd party software that is image based, and that technology can be very slow. At Sky Data Vault, however, we use a technology that is file and folder/system state based. This technology has faster times, cleaner backups, longer retention policies, and less exposure to the MSP.

Slower to profit

Profit-wise, other major competitors may also have a system where they sell boxes in addition to charging a monthly fee. At Sky Data Vault, you can forget that extra cost - all of our services are custom bundled together into a flat rate service fee that is charged month-by-month. You won't have to pay for additional products like boxes, and the nature of our "Profit NOW!" model will allow you to start making a profit by day one rather than having to pay off additional products first. This makes budgeting a lot simpler, speeds up profitability and revenue, and we will also easily scale with you if your successes are rapidly climbing and you need to adjust your bundle.

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Binding contract

Other competitors have also been known to have contracts that don't align with MSPs. What we mean by that is that most MSPs have month to month contracts, but other cloud vendors may have yearly contracts as a minimum. What happens if an MSP wants to drop out of their agreement after 6 months? Tough luck... that MSP would still be contractually obligated to pay for the next 6 months. At Sky Data Vault, we understand how MSPs work, which is why all of our agreements are month to month.

Unfocused customer attention

Arguably most importantly, at Sky Data Vault, we give you the specialized attention you deserve, which isn't the case with other DRaaS vendors. Other vendors give you more attention based on how much you sell, and they view you as just a number, which can be very discouraging. We don't operate like that. We offer superior support that includes staff that is focused on the MSP, not VC growth targets of the number of units moving in a given month. We support our MSP's the way they support their customers. We also offer white label products which can be rebranded, which allows for even more brand value with your clients.

If you aren't convinced yet that we're the better DRaaS option out there to increase your scalability ease and revenue quickly, [give us a call!](#) We'd love to discuss more industry details with you.



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