

Carbonite On Demand

Deploy Carbonite with more speed and agility using our subscription-based pricing model.

Managing data protection solutions for multiple customers can be time-consuming and cumbersome. Carbonite On Demand simplifies the process of onboarding new data protection customers. By utilizing a subscription-based pricing model, Carbonite On Demand allows you to reduce capital expenditures – which more and more IT organizations are shunning – in favor of operational expenditures that are more predictable and budget-friendly for today's cost-conscious businesses.

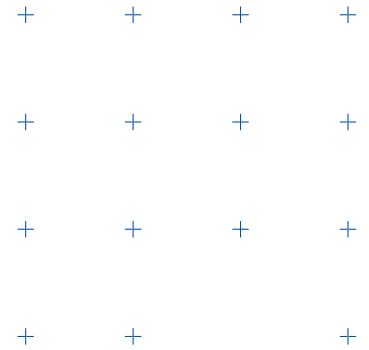
Carbonite On Demand enables you to easily deploy and manage multiple customer migrations and high availability (HA) or disaster recovery (DR) projects, and view all combined usage through a single, easy-to-use portal – with no upfront cost. Additionally, customizable reporting helps you track customer usage, so you can easily bill your customers for what they use on a monthly basis.

Carbonite On Demand preserves your most valuable resources – time and money:

- Simplified licensing and easy administration reduce time-to-protection, earning your business the ROI you expect.
- No need to pay for licenses upfront – you are billed only for active protection or migration jobs.
- Tiered pricing provides increased discounts as you increase the number of total invoiceable connections; program growth is rewarded with greater margins.
- Customized reports allow you to easily determine and report on customer usage.
- Straightforward, itemized invoicing means you can quickly parse through customer usage and in turn, quickly invoice your customers.

Built specifically with Partners in mind, Carbonite On Demand offers:

- Multiple options for adding custom service offerings.
- Increased opportunity to market a combination of compute and storage with HA, DR and migration into your cloud.
- Support for distributors who provide software to resellers.
- Award-winning technical support and optional professional services when needed.
- A complete set of REST APIs so you can build custom On Demand reports.



Benefits

- No upfront cost for licenses – pay as you go, based on usage
- Easily obtain and deploy data protection
- Tiered discounting increases your margin as you grow your business
- Online portal simplifies customer management
- Customized reporting tracks monthly usage to streamline customer billing

How it works

Once you've been set up with access to the On Demand portal, install Carbonite on the production server, and then on the target server but without the product key. Complete the setup by running the On Demand Configurator utility. Finally, using the Carbonite Replication Console, create the desired job and initiate replication to the target server. You will be billed each month based on the number of active customer connections. Customizable reports are provided so you can easily analyze customer On Demand usage.

Become an on demand partner today!

Reach out directly to your Channel Account Manger to discuss if the On Demand program is right for you or contact us at Partners@carbonite.com.

Contact us to learn more – Carbonite US

Phone: 877-542-8637

Email: carb-resellers@opentext.com

About Carbonite and Webroot

Carbonite and Webroot, OpenText companies, harness the cloud and artificial intelligence to provide comprehensive cyber resilience solutions for businesses, individuals, and managed service providers. Cyber resilience means being able to stay up and running, even in the face of cyberattacks and data loss. That's why we've combined forces to provide endpoint protection, network protection, security awareness training, and data backup and disaster recovery solutions, as well as threat intelligence services used by market leading technology providers worldwide. Leveraging the power of machine learning to protect millions of businesses and individuals, we secure the connected world. Carbonite and Webroot operate globally across North America, Europe, Australia, and Asia. Discover cyber resilience at carbonite.com and webroot.com.