



SUCCESS STORY

Refractiv Partners with Backupify to Offer Customers a Complete Cloud Solution

backupify

a datto company

Refractiv works to help companies utilize the best cloud, web and mobile solutions. As a G Suite Premier Reseller, Refractiv's clients count on them to deploy and help manage the cloud suite. To give their clientele the best experience possible, the team at Refractiv also offers Backupify for G Suite to keep cloud data backed up, secure, and accessible.

Backupify Protects Refractiv's Customers from Data Loss

Cloud apps such as G Suite offer powerful solutions for businesses to connect and get work done from anywhere. They offer amazing capabilities for data management and security. However, they don't protect you from data loss caused by users accidentally deleting or overwriting important files. Having a secure second copy of your data can save time and money when the CEO of the company deletes an important spreadsheet or needs a copy of an email sent to a former employee.

As Senior Consultant Mark Williams explains it, "Google isn't going to lose your data; it's your own users that are going to lose your data, whether it's through accidental or malicious deletion. When you compare the cost to losing all of your data to the cost of using Backupify, it's a no-brainer."

Backupify Gives Partners the Training and Support They Need

Backupify partners with leading resellers of G Suite and Salesforce.com. Partnering with Backupify gives them the ability to offer customers a complete cloud solution that protects their valuable data. Backupify partners benefit from recurring revenues with attractive margins, partner-only training sessions and dedicated support.

"Partnering with Backupify was simple. Backupify gives us the resources we need to be a successful partner. We have the information and materials we need to position and sell it to our customers. After the sale is complete, we have the support we need to deliver a great experience. The Backupify product is a great solution for our customers. It just works. The software is easy to use, making it simple to find the backup I need and restore it for the user. If I run into any issues or have questions, Backupify's friendly support team is there when I need them."

With Backupify for G Suite, the team at Refractiv can continue to grow their revenue through a cloud-to-cloud backup offering and give both themselves and customers peace of mind knowing that their data is secure.



OUR GOAL IS TO PROVIDE CUSTOMERS WITH A COMPLETE CLOUD SOLUTION. WE SPECIALIZE IN JOINING PLATFORMS TOGETHER, WHETHER THAT'S CLOUD, WEB OR MOBILE. OUR CUSTOMERS HAVE THEIR MOST IMPORTANT DATA IN THE CLOUD, AND WE GIVE THEM THE ABILITY TO MANAGE AND PROTECT IT EFFECTIVELY. BACKUP FOR THAT DATA IS PART OF OFFERING A COMPLETE CLOUD SOLUTION."

Mark Williams,
Senior Consultant



About Backupify

Backupify, a Datto company, is the leader in cloud-to-cloud backup, enabling enterprises to extend data protection and accessibility best practices to the cloud. Backupify gives IT professionals the security and control they need against data loss from user errors, external threats, and service failures. Learn more at www.backupify.com.

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