

Promotions & Incentives

Increase margins while bringing customers the very best in data resilience

Q3

Designed specifically for our VAR community

Promotion

1. SaaS Backup – 3 years for 2!

Save customers \$\$\$ when protecting critical cloud application data with Arcserve SaaS Backup.

Promotion Details:

Supporting and securing cloud-based data (O365, Google Workspace, etc) should be top of mind for your customers. Arcserve SaaS Backup provides comprehensive data protection for most popular SaaS applications.

SaaS Backup Sneak Peek:

- Designed to ensure data availability ALWAYS.
- 2+2 backup copies = unparalleled redundancy.
- Purpose-built for ultimate security – immutable, encryption in Transit/atRest, MFA and more.
- Instant recovery – restore data in seconds with our unique search and restore features.

Eligibility

Partners who purchase Pre-Pay 3-Year subscription through September 30, pay only for 2 years. Applies to minimum purchase of 250 users for SaaS Backup O365, Google Workspace, Dynamics, Salesforce 3 Year Subscription Pre-Pay Price Per User.

[*See full terms and conditions here](#)



Incentive

2. 2022 Deal Registration Madness Continues!

Receive \$250 Amazon card for EVERY new logo deal registration for the quarter.

Promotion Details:

Throughout Q3, in addition to all approved and qualified deal registrations receiving a \$100 Amazon card, partner sales reps who submit an approved and qualified “new logo” deal reg, receive \$250 Amazon card!

Easy as 1-2-3:

1. Register your \$5k+ deal using promo code “DealReg FY22”.
2. Arcserve approves the deal registration.
3. Get your \$250 or \$100 Amazon card!

Eligibility

- Qualifying deals must be at \$5,000 + value.
- All deals must be registered with Arcserve using promotion code “DealReg FY22” and the deal must be qualified, validated and approved by Arcserve Sales team.
- Electronic gift cards will typically be made payable within 30 business days of the conclusion of the eligibility period.
- Deal Reg MUST include promo code “DealReg FY22”.

[*See full terms and conditions here](#)



Incentive

3. BIG CASH INCENTIVE! The NEW OneXafe 4500 is here... along with a big SPIF powered by Climb.

Put \$2,500 in your pocket with each OneXafe 4500 unit sold!



Promotion Details:

Our immutable, object-based, scale-out appliance just got a little more awesome. Give your customers the opportunity to take the new OneXafe 4500 for a spin. All partner sales reps who sell a OneXafe 4500 through September 30, receive a \$2,500 Amazon card on EACH UNIT!

Check out the power of the new OneXafe 4500:

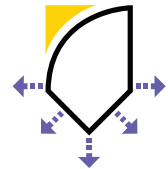
- Immutable – Ransomware proof. Unchangeable snapshots that cannot be deleted.
- Object-based - Reduce complexity. Utilizes replication factor versus RAID.
- Scale-out – Cost Efficient. Pay as you grow by adding more nodes under the same name space.
- Updated drive space – Even more storage. The 4500 series introduces 18TB drives.

Empower your current and prospective customers to embrace the new immutable 3-2-1-1 world with this powerful and differentiated appliance.

***See full terms and conditions here**

Promotion

4. UDP - 1YEAR FREE MAINTENANCE! Save Customers \$\$\$\$ on Best-In-Class UDP Software. Get 5 years maintenance for the price of 4 on UDP Software.



Promotion Details:

Partner Sales Reps! Sell customers Arcserve's Unified Data Protection (UDP) Software – the only solution that delivers industry-best data protection PLUS integrated cybersecurity. Protect against modern ransomware with both the first and last line of defense with Sophos Intercept X.

Eligibility

Partners who purchase UDP, Arcserve Backup and agents, Continuous Availability with 4 years of maintenance through September 30, receive 1-year additional free maintenance. Arcserve Backup and Continuous Availability also eligible for this promotion. All deals must be registered qualified and approved by Arcserve Sales team and must include promotion code SW_5 for_4.

***See full terms and conditions here**

Promotion

5. Cloud Hybrid - 3 Years for the Price of 2 (up to 35% Savings!)

Level up your trusted advisor status with an end-to-end data protection strategy with Arcserve UDP Cloud Hybrid secured by Sophos and bring big savings.

Promotion Details:

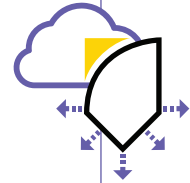
Bring a complete protection solution to your customers, and fully execute the 3-2-1 rule with UDP Cloud Hybrid secured by Sophos. When you sell a 3-year subscription, you'll get the third year free. Cloud Hybrid brings:

- The perfect cybersecurity and data protection, coupled with UDP software, creates an end-to-end, onsite/offsite protection solution.
- Three copies of the data, storing on two different media, with one of them being stored off-site.
- Cybersecurity + data protection into a single, central management hub to reduce the complexity and security vulnerabilities.
- Help customers reduce costs.

Eligibility

Partners who purchase 3-year annual Cloud Hybrid subscription before September 30, receive the third year free. Minimum purchase of UDP Cloud starting from 11TBs required.

[*See full terms and conditions here](#)



Arcserve has the right to modify or amend programs at any time. All promotions available through 9/30/22.

Explore more at [arcserve.com](https://www.arcserve.com)

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