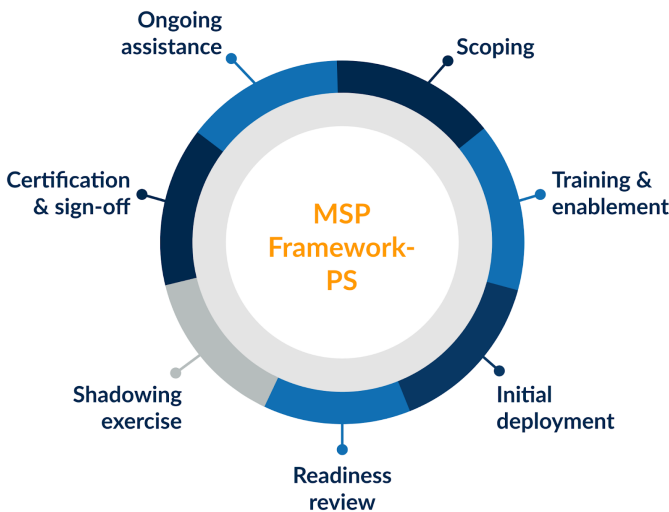


# Professional Services Support for Managed Service Providers (MSPs)

The Druva Professional Services team ensures that your organization has firsthand access to our rich expertise during the design and deployment of the solution in order to fully leverage proven best practices from start to finish. While delivering solutions tailored specifically to your organization, we are able to dramatically accelerate your deployment efforts and reduce the workload on your internal IT staff, allowing them to focus on projects that require their unique talents and experience.

Druva’s partner program for Managed Service Providers (MSP) aligns with how you operate your business. We’ve taken a fresh look and developed a tailored solution that embraces the MSP community by aligning product, packaging, and program so you can focus on delivering your services, not running them.

From service delivery to billing to sales and positioning, Druva has reimaged everything. With Druva’s 100% SaaS-based data protection platform, you can onboard a new customer in mere hours and realize immediate margins.



## Professional Services Offerings – Managed Service Provider

| Staffing                 | PS-MSP JumpStart    | PS-MSP Advanced     | PS-MSP Premium      |
|--------------------------|---------------------|---------------------|---------------------|
| PS engagement            | Up to 50 hours      | Up to 110 hours     | Up to 170 hours     |
| Location                 | Remote              | Remote              | Remote              |
| <b>Staffing</b>          |                     |                     |                     |
| PS consultant            | ✓                   | ✓                   | ✓                   |
| Location                 | Remote              | Remote              | Remote              |
| <b>Services included</b> |                     |                     |                     |
| Training & enablement    | ✓                   | ✓                   | ✓                   |
| Deployment assistance    | Up to 2 deployments | Up to 4 deployments | Up to 6 deployments |
| Readiness review         | ✓                   | ✓                   | ✓                   |
| Shadow MSP deployment    | Up to 2 deployments | Up to 4 deployments | Up to 6 deployments |
| Ongoing assistance       | Up to 3 months      | Up to 6 months      | Up to 1 year        |

**druva** Sales: +1 888-248-4976 | [sales@druva.com](mailto:sales@druva.com)

Americas: +1 888-248-4976  
 Europe: +44 (0) 20-3750-9440  
 India: +91 (0) 20 6726-3300

Japan: [japan-sales@druva.com](mailto:japan-sales@druva.com)  
 Singapore: [asean-sales@druva.com](mailto:asean-sales@druva.com)  
 Australia: [anz-sales@druva.com](mailto:anz-sales@druva.com)

Druva is the industry’s leading SaaS platform for data resiliency, and the only vendor to ensure data protection across the most common data risks backed by a \$10 million guarantee. Druva’s innovative approach to backup and recovery has transformed how data is secured, protected and utilized by thousands of enterprises. The Druva Data Resiliency Cloud eliminates the need for costly hardware, software, and services through a simple, and agile cloud-native architecture that delivers unmatched security, availability and scale. Visit [druva.com](http://druva.com) and follow us on [LinkedIn](#), [Twitter](#), and [Facebook](#).