# Think Less with ThinkOn:
## the Power of Partnership

**ThinkOn**
Where Data Thrives

As a leading solution provider, we know your success goes beyond solution capabilities. You need consistent support, business development, and predictable pricing with competitive incentives. With a ThinkOn partnership, you can expand your service portfolio, increase gross margins, and build long-term customer relationships with our high-quality infrastructure (IaaS), data protection (BaaS), data archiving, business continuity (DRaaS), and object storage services. Think less about running your business and let ThinkOn's dedicated partner program help you grow for the future.

## Why You'll Love Us

ThinkOn's channel-only business model puts our focus squarely on you. While hyperscale vendors might feel more like vending machines, our holistic partner experience provides the deepest levels of business support while allowing you to continue to own your customer relationships.

| Think less about | With the ThinkOn partnership |
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| Complex pricing | No surprises and no need for a math degree. We offer straightforward pricing and elastic consumption models. |
| Competing with your vendor provider | Our channel-only business model means you'll never get cut out of the conversation. You hold the contract, and we become an extension of your business, helping you build stickier customer relationships. |
| Keeping up with technology trends | ThinkOn's cloud back-end is powered by VMware technology. Strategic vendor relationships with proven technology partners such as Commvault, Dell, Hewlett Packard Enterprise, Hitachi, Lenovo, Veeam, VMware, and many others ensure high-quality solutions and services. |
| Losing your brand identity in partnership | If desired, preserve your brand identity through the optional white labeling of ThinkOn solutions. |
| Finding solutions for your customers and your business | You're not just another number or buyer sending in your order. We'll work with you to find the subset of our services right for your business goals. And if a customer requires a variation, we'll do our best to help you meet their unique needs. |

> *We partnered with ThinkOn for cloud services because their security is top-notch, their support is exceptional, and their pricing is on point.*
>
> – Glenn Kemp, Managing Director, Clear Concepts

## Why Your Customers Will Love Us

We flip common customer pain points into positive talking points. Because customer service is hard enough.

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| No egress fees. Ever. | With ThinkOn, your customers never need to weigh the benefits of efficient data protection in the cloud against the unpredictable cost of restoring that data in the future. |
| Accessible customer support | At large cloud providers, customer support is gated at every turn. Not so at ThinkOn. We offer accessible tier 1, 2, and 3 support around the clock. |
| Custom solutions | ThinkOn doesn't take a one-size-fits-all approach. We'll work with your customers to design bespoke solutions to meet their unique needs. |
| Rigorous security and compliance | ThinkOn operates within the parameters of the strictest security practices to help your customers comply with security standards and regulations. ThinkOn is certified SOC 2 Type 2, ISO 27001, ISO 27017, ISO 27018, and PCI DSS complaint. |

# What It's Like to Work with Us

## Partnership Models

ThinkOn services are available to our partners across North America, the United Kingdom, and Australia. We offer two primary partner relationships (we are very open-minded).

- **Service providers** - Dedicated infrastructure deployments
- **Resellers** - Sell ThinkOn services
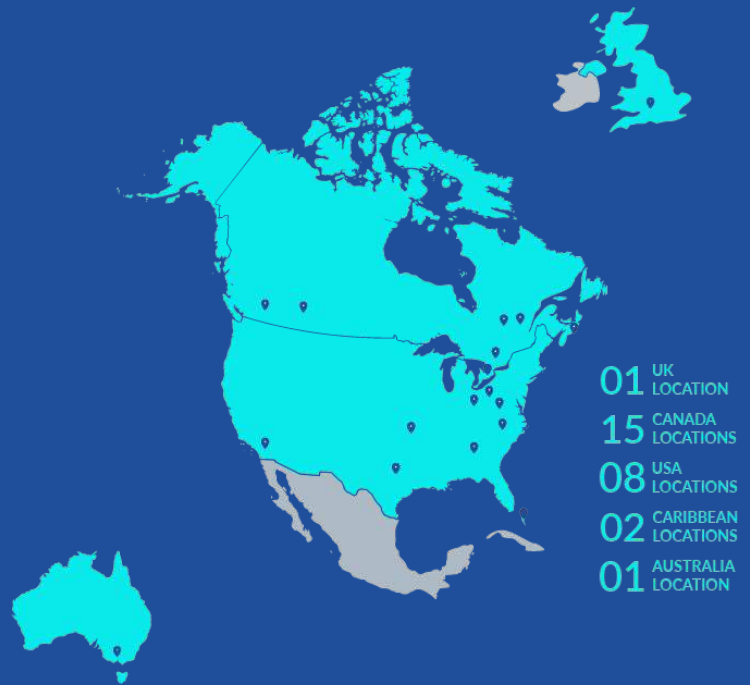
## Partner resources

Win with the help of ThinkOn's partner success resources. We have teams, tools, and programs in place that are there when you know you need them and there when you don't.

- Full-service quote to cash portal
- Dedicated technical and sales support across every stage of your partner/customer relationship
- Ongoing training
- Incentive programs
- Joint marketing opportunities
- MDF
- Go-to-market assets
- And more

## About ThinkOn Cloud

We try not to take ourselves too seriously, except when it comes to data and cloud architecture. Since our creation in 2013 , we've developed tried and true solutions while creatively solving our customers' and partners' most complex technical challenges.

- North America's largest 100% channel-focused cloud service provider
- Empowering over 150 VARs to service the data needs of 1200+ subscribers
- With over 20 data centers worldwide
- 0.27% annualized churn over the last three years
- 99.99% 4-year availability average

01 UK LOCATION
15 CANADA LOCATIONS
08 USA LOCATIONS
02 CARIBBEAN LOCATIONS
01 AUSTRALIA LOCATION

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| **Accreditations** | vmware CLOUD VERIFIED | vmware Principal Partner Cloud Provider | vmware SOVEREIGN CLOUD | DELL Technologies PLATINUM PARTNER | veeAM Cloud & Service Provider Platinum | veeAM VCSP Reseller Ready MSP Backup |
| **Certifications** | ISO 27001 COMPLIANT / ISO 27017 COMPLIANT / ISO 27018 COMPLIANT | AICPA SOC — SOC 1 Type 1 | AICPA SOC — SOC 2 Type 2 | PCi DSS COMPLIANT | GC Cloud Services Services infonuagiques GC | CSA cloud security alliance |
| **Recognition** | TOP100 SOLUTION PROVIDER 2021 — Channel Daily News Top Solution Provider 2021 | TOP100 SOLUTION PROVIDER 2022 — Channel Daily News Top Solution Provider 2022 | THE GLOBE AND MAIL 2022 REPORT ON BUSINESS CANADA'S TOP GROWING COMPANIES — The Globe and Mail Report on Business Canada's Top Growing Companies 2022 | 500 — Deloitte Technology Fast 50™ in 2021 & Fast 500™ in 2021/2022 | MOST PROMISING BACKUP SOLUTION PROVIDER 2021 / MOST PROMISING CANADA CLOUD SOLUTIONS PROVIDER 2022 ThinkOn — CIOReview Most Promising Backup Solutions (2021) and Cloud Solutions (2022) Provider | Canada — 2022 FedNor funding recipient |

## Like what you see?  Want more?

Click here to download the full Partner Program Guide.