



Managed Services Program Guide

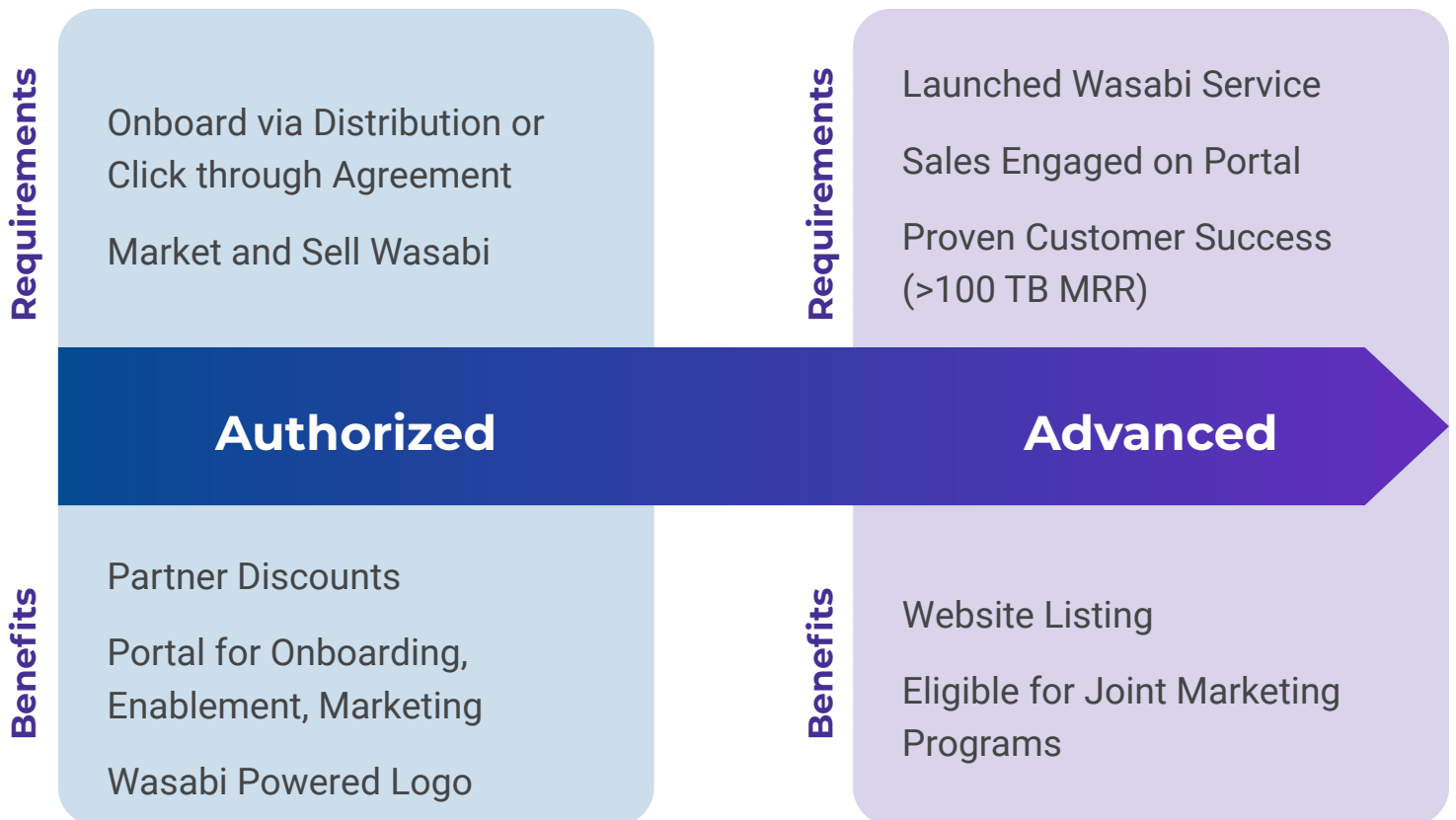
Program Overview

The Wasabi Partner Network Managed Services Program (MSP Program) is designed for managed service providers (MSPs) that deliver ongoing IT, cloud, backup, security, and data management services to their customers. As an MSP partner, you incorporate Wasabi hot cloud storage directly into your managed services, either as a standalone offering or as part of a broader bundled solution.

The program supports MSPs at all stages of growth with:

- No program fees or minimum commitments
- Immediate margin opportunity from day one
- White-label or co-branding opportunities

Two partner levels are available:



Pricing & Payment Models

Wasabi offers flexible consumption models that MSPs can align to their service offerings and customer needs.

	Pay-as-you-Go	Pay-Go Flex	Reserved Capacity Storage
Payment	Monthly via Credit Card (due upon receipt)	Monthly via Credit Card or ACH/Wire (Net30)	Upfront via Credit Card or ACH/Wire (Net30)
Discounts	None	Range from 12% to 16% based on capacity	Range from 14% to 28% based on term and capacity
Flexibility	Billed for usage each month	Grows as you do, with a minimum contractual commitment for one year	Purchased upfront, with growth as Add-On contracts
Ideal Audience	Ideal for smaller MSPs who are growing their business	Perfect for MSPs who want to flex their storage throughout the year and need monthly invoices	For MSPs who want to unlock more discount by paying up front
Minimum Purchase	1 TB	50 TB	25 TB

Our global distribution network may offer additional payment terms and financing options. To learn more, contact your Wasabi or distribution sales representative.

MSP Accelerate Program

MSPs who start their Pay-Go Flex or Reserved Capacity contract within 3 months of onboarding with Wasabi become eligible for the MSP Accelerate Program. This program provides additional discounts that scale with the MSP, on top of their term and capacity discount.

Additionally, MSPs who commit to additional Wasabi product contracts become eligible for an Accelerator to ramp up their offering. Interested MSPs should speak to their Channel Account Manager for the current offer.

Wasabi Account Control Manager

MSPs gain immediate access to the [Wasabi Account Control Manager](#). This tool allows partners to manage their entire storage business from one single pane of glass, automating and simplifying all aspects of MSP storage business management.

- **Automate the account lifecycle:** Take a hands-off approach to the account management lifecycle, from trial account creation to billing and policy adjustment
- **Reduce time-to-market:** Cut down implementation time from days to minutes and ramp up service delivery to your customers
- **Simplify billing:** Streamline billing across all managed accounts and channels through consolidated invoicing

Program Requirements

	Authorized	Advanced
Agreement	Click through Wasabi MSP Agreement or Onboarded via Distribution Partner Application	Click through Wasabi MSP Agreement or Onboarded via Distribution Partner Application
Support	MSPs provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support.	MSPs provide Tier 1 and 2 support of Wasabi to your customers as well as full integrated solution support.
Business Plan		Periodic business planning reviews to include go to market strategy alignment, consumption reports, and management.
Trained Sales Team	Recommended	Required commitment to train sales teams on Wasabi value prop to enable them to effectively represent it as part of the partner's solutions
Trained Technical Teams	Recommended	Required commitment to train technical teams to enable them to do the appropriate solution integration, customer implementation, and troubleshooting for the partner's offer
Service Availability		Offer one or more launched (generally available through sales and marketing teams) Wasabi powered service available to customers and on the partner's website
Customer Success		Proven customer success with > 100 TB Storage MRR

Program Benefits

	Authorized	Advanced
Wasabi Website Listing		Listing on Wasabi website as Wasabi Partner
Logo Usage	Wasabi Powered and Wasabi standard logos available for use	Wasabi Powered and Wasabi standard logos available for use
Portal Access	Wasabi Partner Portal available to all sales, marketing, and technical users with unlimited access	Wasabi Partner Portal available to all sales, marketing, and technical users with unlimited access
Onboarding, Sales Training, Technical Training	Self-service via Wasabi Partner Portal	Ongoing training managed by assigned Channel Account Manager Portal and field-based training available
Marketing Assets	Self-service via Wasabi Partner Portal	Self-service via Wasabi Partner Portal Additional joint content will be considered on a case-by-case basis
Joint Marketing	Self-service via Wasabi Partner Portal Partners may leverage content, graphics, and digital assets in your demand generation campaigns	Managed by your Channel Account Manager and field marketing teams to establish joint demand generation campaigns MDF is available upon proposal for content and demand generation activities
Sales Support	Upon request via the Wasabi Partner Portal	Managed by your Channel Account Manager, sales support is available upon request
Wasabi Account Control Manager	The Wasabi Account Control Manager is available for MSPs to manage account provisioning and billing.	The Wasabi Account Control Manager is available for MSPs to manage account provisioning and billing.
Custom Cloud Console	The Custom Cloud Console is available for MSPs to fully white-label their service.	The Custom Cloud Console is available for MSPs to fully white-label their service.

Why MSPs Partner with Wasabi

Wasabi enables MSPs to build profitable, scalable cloud storage services with a simple and compelling value proposition:

- **Predictable pricing** with no egress or API fees
- **High-performance hot cloud storage** for any workload
- **S3 compatibility** for seamless integration
- **Up to 80% lower cost** compared to traditional cloud providers

Getting Started

Interested MSPs may get in touch with our sales team [via our website](#), or contact one of our [global distribution partners](#) for purchasing options.