



Probax

An overview

The Probax mission is to help its channel partners master the art of backup and business continuity. Over the last decade, Probax has evolved into a multi-vendor, multi-tenant Platform as a Service, offering intelligent and automated cloud solutions including Backup as a Service, Disaster Recovery as a Service, Archive as a Service, Software as a Service Protection and Managed Data Protection Services.

Providing award-winning solutions to channel partners worldwide, the Probax platform currently integrates with Veeam, StorageCraft, Dropbox and Microsoft Office 365.

Intelligent data protection services



Channel Only - With hundreds of MSP channel partners globally



6+ Petabytes - More than 6 PB of managed storage on our platform in eight locations worldwide



NPS Growth - Our NPS Score is on the rise and is currently at 53, which is 2.5x the industry average (21)



Integrations - We integrate with leading backup, availability and SaaS solutions including Veeam, StorageCraft & Office 365

Top Five Reasons to Choose Probax

Did you know that hundreds of Managed Service Providers worldwide trust Probax to protect their clients' critical data?

Probax solutions receive one of the highest customer satisfaction scores in the industry (2.5x the industry average) for their ease of use, elegant simplicity, reliability and multi-vendor integration.

Here are the top 5 reasons Managed Service Providers choose Probax:

1. Single-pane-of-glass view across solutions from multiple backup, availability and SaaS vendors.
2. A growing suite of innovative and award-winning data protection solutions. Our product roadmap is driven by our channel partners.
3. Pooled cloud storage across your entire client base so you'll only ever pay for the storage you use. No hidden fees for seeding or data withdrawal.
4. An extensive library of digital sales and marketing assets to help your business grow. Probax has a 100% channel sales model so our success is dependent on your success.
5. We own and operate all of our cloud infrastructure. We guarantee contention-free performance – we'll never be the bottleneck!



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Partner Enablement

Sales

We provide tailored sales workshops looking at trends in backup & DR and best practices for creating a successful managed services offering.

Marketing

Check out our Digital Marketing Toolbox – a free library of marketing assets designed to help customize and launch lead generation marketing campaigns.

Technical

Probax gives you a comprehensive knowledge base and a range of webinars useful for getting to know our platform and range of integrations.

Giving our partners the right tools at their disposal to attract and convert prospects is one of the key aims of our sales, marketing & technical teams. By educating partners about our solution and providing the pricing tools, co-branded content, lead-generation material and templates that are used again and again, we help sidestep the initial hurdles of the sales cycle and allow our partners to focus on more important and financially beneficial tasks like billable project work.

“eNerds formed a strategic partnership with Probax to provide our customers with a vendor-agnostic offsite cloud backup solution. Unlike other cloud backup providers, Probax’s pricing structure gives us the flexibility to provision as much or as little storage as the client requires without being locked into a one-size-fits-all package.”

-- Tristan Warner, CTO, eNerds



Product Offering

