



PRESS RELEASE FOR IMMEDIATE RELEASE

IndependenceIT Enhances Cloud Onboarding for IT Solution Providers with the Cloud Start Initiative

Cloud Enabling Channel Program Offers Multiple Tier Pricing for Partners

BELLEVUE, WA – March 21, 2017 – IndependenceIT, the company that unifies cloud, application and data management for IT administrators, today announced the Cloud Start Initiative for IT solution providers at the [2017 Microsoft Cloud and Hosting Summit](#) in Bellevue, Washington from March 21-23. The new program offers three engagement levels for partners that range from entry level to professional and elite-class IT service providers. The initiative complements the company's flagship cloud management platform, [Cloud Workspace® Suite](#), with new pricing framework for both out-of-the-box and customized cloud solution enablement.

The channel's engagement with the cloud delivery model is deepening as a large percentage of IT solution providers are turning to cloud services as a part of their client service portfolio. Today, an increasing number of IT solution providers own their own data center and there has been a similar rise in the integration and adoption of co-location and public cloud infrastructure. Those providers already classified as Managed Service Providers (MSPs) are moving to next generation cloud platforms in order to better support clients throughout the entire IT transformation. The Cloud Start Initiative by IndependenceIT seamlessly facilitates this transition for partners at all levels.

The IndependenceIT Cloud Start Initiative is a new channel program that offers three pricing options as listed below:

Cloud Start: Designed for the service provider looking to get started in the cloud. Includes support for one software-defined data center (SDDC), 15 managed users, or 50 virtual machines. Cloud Start is priced at \$100 per month per SDDC.

Cloud Start Pro: Perfect for the service provider looking to deploy multiple end customers of establish a multi-vendor strategy. Includes support for two software-defined data centers, 30 managed users, or 100 virtual machines. Cloud Start Pro is priced at \$200 per month per SDDC.

Cloud Elite: An advanced plan for IT service providers interested in deploying customized solutions and to both simplify and standardize cloud installations. The Cloud Elite plan includes a custom number of software-defined data centers, a custom number of managed users, and a custom number of virtual machines. The Cloud Elite plan is personalized for the solution provider and priced based on specific partner requirements.

The foundational technology underlying the Cloud Start Initiative is the patented Cloud Workspace® Suite software (“CWS”). CWS unifies cloud, applications, data, and user management to simplify the entire IT systems lifecycle. The cloud enablement platform also provides automation and workflow to streamline administrative tasks from infrastructure to end-users. With CWS, IT service providers are capable of provisioning and managing software defined data centers, App Services and complete cloud-based IT workspaces using a single pane of glass for visibility across an entire organization.

“IndependenceIT continues to move forward in the channel and the Cloud Start Initiative exemplifies its understanding and focus on the companies it seeks to form partnerships with,” said Robert Young, Research Director, IT Service Management and Client Virtualization Software, IDC. “The program complements their highly automated platform with affordable and flexible cloud onboarding that promises to empower and embolden solution providers.”

“Our vision for growth is entirely centered around the adoption of cloud-based computing by end-customers and their preferred IT solution providers, regardless of whether that is through CSPs, MSPs, ISVs or other IT solution providers,” said Seth Bostock, CEO, IndependenceIT. “The Cloud Start Initiative takes into consideration the fact that partners enter the cloud services

arena at different stages and require pricing and delivery packages customized to their requirements. With the tiering of our partner pricing structure, IndependenceIT partners are assured success with CWS in this emerging market.”

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Resources:

- Contact IndependenceIT Today to Schedule a Product Demo at: <http://www.independenceit.com>
- Follow IndependenceIT on Twitter at: <https://twitter.com/independenceIT>
- Visit IndependenceIT online at: <http://www.independenceit.com>

About IndependenceIT

IndependenceIT unifies cloud, application and data management for IT administrators. Automation and workflow simplify all administrative tasks from infrastructure to end-user support. With the Cloud Workspace Suite (CWS) software platform, partners leverage a robust API for ease of integration with existing systems, simplifying deployment and increasing responsiveness. Contact IndependenceIT at 888-299-4552 or visit www.independenceit.com.

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