

StarWind iSCSI Target for Microsoft Windows

Storage Consolidation
Redundancy and High Availability

Disaster Recovery and Backups
Regulatory Compliance

The Opportunity

Our partners tap into the fast growing IP SAN (iSCSI Storage Area Networking) market - utilizing existing trained staff and ethernet infrastructures - to deliver operational simplicity, comprehensive data management services, and high availability with an iSCSI Target implementation that runs on top of existing Microsoft Windows operating systems and is simple to install, configure and manage.

We enable partners to quickly build a profitable storage business by selling proven, affordable, iSCSI Target solutions for customers ranging from small and mid-size to enterprise-level organizations.

Fast growing IP SAN market - IDC forecasts the iSCSI market will grow 30% each year.

What will you be selling?

StarWind is a full featured software-only iSCSI Storage Area Networking (SAN) solution for the Microsoft Windows platform. **StarWind** enables anyone to quickly install and configure a full-featured storage solution that delivers immediate benefits allowing storage to be centralized, consolidated and centrally managed.

- **StarWind's Snapshot feature makes it simple and easy to perform scheduled or on-demand snapshots of critical data for backup.**
- **StarWind works with standard server hardware making it easy to design custom storage solutions such as offsite replication and backup.**

StarWind provides your customers with a solution for storage consolidation, disaster recovery and backups, storage redundancy / high availability and regulatory compliance, as well as the unique ability to share physical devices such as tape drives.

Why Partner with Rocket Division?

The Rocket Division Reseller Partner Program provides value-added-resellers (VARs), consultants and integrators an opportunity to broaden their solution offerings in storage management, consolidation, disaster recovery and backup. The Rocket Division Reseller Partner Program provides high margins and incentives, training, support and technical documents to ensure you will be successful selling Rocket Division products to your customers by delivering high quality storage solutions.

Rocket Division Software is committed to our channel partners and will not sell directly to your customers or compete with our partners in anyway.

We don't require our partners to invest in mandatory training or certifications. And we don't charge any fees whatsoever to become a Rocket Division reseller.

All our resellers immediately gain the following benefits:

- **Priority technical training for your staff**
- **Pre and post-sales support**
- **Active partner promotion and advocacy**
- **NFR (not for resale) licenses for your lab and staff training**
- **Access to sales & marketing materials**
- **Company listing on the Rocket Division web site**
- **Beta Program participation**

High Growth iSCSI SAN Market

- Need for storage capacity and storage consolidation continues to grow exponentially
- iSCSI is an industry accepted alternative to costly and complex Fiber Channel

Easier Selling

- **StarWind** is easy to install and configure
- Value proposition that's easy to understand and articulate
- Opportunity to sell additional add-on hardware, software and services to complement **StarWind**
 - Capture revenue from services such as assessments, installation, and capacity planning
- No channel conflict

Rewarding Business Proposition

- High margins, ranging from 25%-35%
- Monthly sales volume bonus
- Priority sales and technical support

A Platform for Your Solutions

- **StarWind** enables consolidation, backup and recovery and disaster recovery.
- Since **StarWind** is a simple software application for Microsoft Windows it is easy to design custom solutions based on standard hardware.

Our channel partnership offers a powerful iSCSI software-based solution with top notch sales & technical support and high margins to help you build a successful storage business.

Become a Partner

For more information about becoming a Rocket Division Software partner please fill out our online partner application here:

Or contact us directly:

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