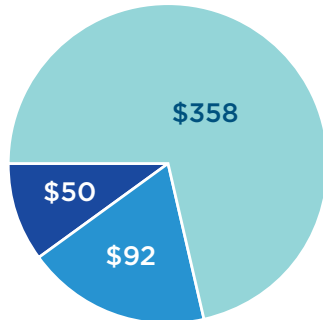# A cloud management platform to accelerate your business

SMB's transition to the cloud is now

$358

$50

$92

2020 SMB market size ($B)

$500B total cloud market*

Studies show that the cloud industry could reach $500 Billion in 5 years. The Partner opportunity is bigger than ever.

- Cloud Pro. Services/infrastructure
- SaaS
- PaaS/IaaS

*IDC Cloud Report, "Greater Cloud Spending" 2016

Cloud challenges for IT professionals

⚠ **Move Customers to the Cloud**

- Migrations are complex & risky
- Projects last 40 hours per average SMB
- Demand for migration outstrips capacity

⚠ **Protect Cloud Data**

- Cloud (Office 365) still requires backup
- 50% of businesses will lose data
- 75% of data loss is due to user error
- Support costs: 6 hours per incident

⚠ **Manage Cloud Customers**

- Managing cloud apps is time intensive
- 4 hours per company/year

Success in the cloud is not easy

IT professionals must evolve to address the changing landscape. The challenge for MSPs is how to profit from the cloud AND delight customers at the same time.

Profitability

Operational Efficiency

Customer Experience

Sell in the Cloud

A powerful set of cloud management products

skykick
MIGRATIONS

skykick
BACKUP

skykick
MANAGER

❝ We look for IT solutions like SkyKick's that make it much easier to be profitable. ❞

Daniel S. Cohn, President, Cohn Consulting

Our cloud management platform has you covered

Profitability

- MIGRATION: Profitability > 100%
- BACKUP: Recurring revenue with > 50% margin
- MANAGER: Recurring revenue with > 50% margin

Operational Efficiency

- MIGRATION: 40+ hrs. to < 4 hrs.
- BACKUP: 6 hrs. to < 5 minutes
- MANAGER: 4 hrs. to < 10 minutes

Customer Experience

- Easy user experience
- No-Touch or Self-Service
- Decreased Risk
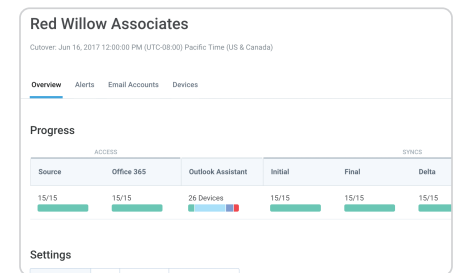- Great Value

Sell in the Cloud

- FREE Support
- White-labelled solution
- Syndicated Apps
- Training

MIGRATION SUITES
for Office 365
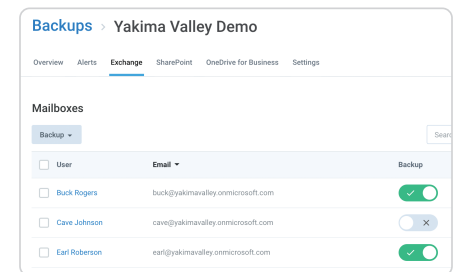
Project automation makes migrations safer and easier

- Activates & enables Office 365
- Reduces risks & drives profitability
- Increases customer satisfaction

Red Willow Associates
Cutover: Jun 16, 2017 12:00:00 PM (UTC-08:00) Pacific Time (US & Canada)

Overview | Alerts | Email Accounts | Devices

Progress

	ACCESS			SYNCS	
Source	Office 365	Outlook Assistant	Initial	Final	Delta
15/15	15/15	26 Devices	15/15	15/15	15/15

Settings

CLOUD BACKUP
for Office 365

Unlimited cloud-to-cloud backup, easy setup, and one-click restore

- Recurring revenue & consumption
- Business continuity & peace of mind
- Reduces support costs & churn

Backups > Yakima Valley Demo

Overview | Alerts | Exchange | SharePoint | OneDrive for Business | Settings

Mailboxes

Backup ▾   Search

☐	User	Email ▾	Backup
☐	Buck Rogers	buck@yakimavalley.onmicrosoft.com	✓
☐	Cave Johnson	cave@yakimavalley.onmicrosoft.com	✕
☐	Earl Roberson	earl@yakimavalley.onmicrosoft.com	✓

CLOUD MANAGER

Manage customers' SaaS apps in one dashboard

- Drives efficiency & cost savings
- Reduces support costs
- Increases customer satisfaction

> Yakima Valley > Office 365

Office 365

Users	Messages	Licenses
12	3	15
	Office 365 License to expire	15 Assigned 0 Available
	Successful Restore	
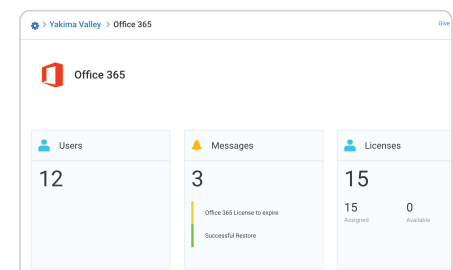
Getting started is easy

FREE support available 24/5
96% Partner satisfaction

FREE to register
FREE to test for yourself

LEARN - SkyKick.com
OFFERS - bit.ly/SKoffers