

Driving Microsoft Azure & Microsoft 365 Consumption

Archive360 - A Microsoft Top Tier Partner

Co-Sell Prioritized Microsoft Partner and with multiple Gold Competency Certifications, we are recognized experts in cloud-based intelligent information management and archiving for regulatory compliance and litigation preparedness for structured, semi-structured, and unstructured data. Archive360 is:

- A Top Tier Azure partner
- Azure Marketplace transactable and prioritized
- MACC enabled
- Delivering a CSP option for customers that require it

Archive360 Value to Microsoft



Drive Azure ACR

Primarily Azure services: Security, ML, AI... **not just blob storage** – 2:1 ratio



Drive E5 Compliance Consumption

Migrate content into M365 for eDiscovery – **even Non-Microsoft data** (e.g. – Slack, Zoom, SMS...)



Drive Microsoft Purview Consumption

with **One Search**
Coming Soon

Top Azure Influencer ISV for Microsoft Fed

Because we are installed in the customer's own Azure tenant, we do not throttle or limit scale or speed. Customers can onboard, manage, search and retrieve unlimited volumes of unstructured, semi-structured and structured data. As a result, Archive360 drives significant Azure consumption and is consistently one of the top 3 Azure influencer ISVs in Microsoft Fed.

Built on Azure with Room to Grow

Archive360 solutions and services are built on the Azure platform and based on open source/standards so customers can leverage everything Azure has to offer to meet their specific needs - including:

- Azure blob storage
- Azure Cosmos DB
- Azure cognitive services
- Azure machine learning
- Azure Kubernetes service
- Azure virtual machines

Archive360 Advantage

- We drive cloud adoption and help you get your customers to the Azure cloud faster, and with more data.
- We drive massive Azure consumption, enabling you to retire your Azure quotas.
- We drive compliance consumption, ensuring your E5 licenses are fully utilized.
- As a Marketplace transactable solution, you get \$15k of Azure quota retirement for every \$50k Marketplace deal closed.
- We're MACC enabled, so your customers can use their Azure credits towards their Archive360 purchase.
- We drive partner-to-partner engagement and additional revenue opportunities.

E5/Purview Compliance Consumption

Archive360 customers collect and manage large volumes of disparate data using the Archive360 platform. Some customers want to leverage our eDiscovery application to search, manage and extract the data. Other customers want to leverage their Microsoft E5/Purview licenses and leverage the power of the Archive360 platform. Archive360 makes data stored within the Archive360 platform accessible to Microsoft eDiscovery Premium users. In the future, we will also make the data available via a single search to Audit Premium users.

“ The government has been issued directives to reduce costs and transition on-premises data center applications to the Cloud. By partnering with Microsoft and Archive360, Peraton is delivering successful cloud migration and cloud hosted eDiscovery services to DSH to meet regulatory compliance. For significantly less cost and time, the solution running on Azure Government Cloud offers increased security, scalability and ability to leverage newer innovations such as transcription services, analytics, pivot speed and balance cost control capabilities. ”

Jorge Diaz, Chief Engineer – DCCO Engineering and Cloud Services, Department of Homeland Security

Benefits for Partners

Together we enable partners to offer complete information governance solutions and services to our federal customers. You have multiple ways to increase your deal value, starting with offering extensive data migration services, but also by bundling Archive360 and Microsoft 365 solutions, building a consulting practice around information governance and leveraging both the Archive360 and Azure platform to build custom solutions. You benefit from:

- Partner-to-partner Marketplace recognition
- Co-sell recognition
- Azure consumption credits
- Drive recurring revenue opportunities with our subscription-based pricing
- Existing contracts with Carahsoft, including:
- [OMNIA](#), [NCPA](#), [NASA SEWP.](#), [Army ITES](#), [NASPO](#), [TIPS](#) + GSA-ready

About Archive360

Archive360 is the enterprise information archiving company that businesses and government agencies worldwide trust to securely migrate their digital data to the cloud, and responsibly manage it for today's regulatory, legal and business intelligence obligations. This is accomplished by applying context around the search, classification, security, retention, disposition and indexing of data including files, videos, and emails—all while allowing organizations to maintain full control over privacy, access, and compliance. Archive360 is a global organization that delivers its solutions both directly and through a worldwide network of partners. Archive360 is a Microsoft Cloud Solution Provider, and the Archive2Azure™ solution is Microsoft Azure Certified. To learn more, visit www.archive360.com.



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