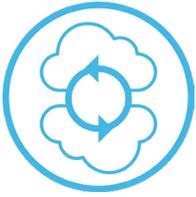


## About Quadrotech Partnerships

Quadrotech is a Gold Managed Microsoft partner and ISV providing solutions that migrate, monitor, manage, and secure Microsoft 365 data. We are dedicated to helping you **grow revenue, reduce risk, and improve profits.**





## Quadrotech Migration Technologies

**Centralize all a customer's email data in Office 365 to improve ROI & free up budget for cloud projects.**

### Archive Shuttle

Advanced email archive and journal migration software, designed to quickly and securely transfer data to Microsoft Office 365, Exchange, or other archiving systems.

### Mailbox Shuttle

An enterprise-class solution for migrating live email systems quickly and safely to Exchange and Microsoft Office 365.

### PST Flight Deck

The industry's most advanced solution for identifying, migrating and eliminating PST files in enterprises of all sizes.

### Cloud Commander

A powerful tenant migration solution offering industry-leading speeds for migrating, relocating, or consolidating Office 365 tenants.



## Quadrotech SaaS Technologies

**Utilize our software to differentiate your service offerings, grow and improve customer retention, and create operational efficiencies.**

### Office 365 SaaS Management Platform

Nova is a platform of integrated Office 365 management services built with partners in mind. Whether your customers have one tenant or thousands, Nova enables you to gain deeper operational control and visibility of the environment, while removing a significant load from IT through sophisticated automation, delegation, and policy control in one interface. Nova encompasses:

### Reporting

Detailed Office 365 analytics for monitoring service adoption, license management, mail flow, security settings, permissions, storage optimization, and so much more. Build a tailored adoption campaign with Adoption Accelerator. Detailed usage insights enable you to identify and target those who need help.





### Security & Auditing

Protect your Office 365 environment with powerful auditing and on-event alerting: prevent, detect and investigate threats, and achieve GDPR compliance.



### Delegation & Policy Control

Granular role-based access control and delegated rights, with preconfigured and custom management actions.



### Service Monitoring

Office 365 workload availability monitoring, using robots deployed on-premises to assess user experience and pinpoint issues.

## Quadrotech's value to partners



### Grow your Business

- Develop new service offerings using Quadrotech solutions
- Retain and expand services within current customer base
- Increase customer loyalty and retention rates
- Gain greater share of customer wallet with wider set of service offerings
- Increase Monthly Recurring Revenue (MRR)
- Deepen relationships, grow pull-through project revenue

### Reduce your risk

- Highly experienced, proven, trusted Gold Managed Microsoft partner
- Fixed cost fixed outcome migration projects means fewer surprises and less risk
- Single vendor – integrated, end to end solutions for migrations, data analytics, security, administration/management, and adoption/change management

### Increase profitability

- Fixed cost projects mean predictable margins
- Resell Quadrotech IP with little added costs
- Offer new, higher margin services such as adoption and change management
- Tighten operational efficiencies and scale managed service offerings



## How we provide this value to partners

Improve customer retention and grow revenue by leveraging Quadrotech's IP solutions to provide risk-reduced data migrations and end to end Microsoft 365 lifecycle solutions. Built for partners to fully capture post-migration IT spend, expand your services, grow customer loyalty and become a full-service trusted advisor with Quadrotech's SaaS Management Platform (SMP).

## Together, we achieve more

Our partner relationships have always been essential to our success. Quadrotech works with a strong network of channel partners to make organizations' smarter, more secure, and more efficient, ensuring customers get the most out of their IT investment. Our solutions are dependable and easy to use, and they allow you to build on your existing services, relationships, and expertise. We support and work alongside you to transform your clients' business. Whether you're a Solution Provider, Reseller, or System Integrator, we have a flexible business model to meet your needs.

## Our approach to partnerships

- **Simple** – Straightforward partnership options and partner requirements.
- **Dynamic** – Quadrotech is continually developing and improving our software based on partner and customer feedback, and market trends.
- **Reliable** – Thousands of happy partners and customers
- **Profitable** – Build recurring revenue streams and avoid surprises with predictable migration project costs.
- **Supported** – We'll support you with technical support and sales/marketing enablement.

## Quadrotech's History

Founded in 2011, Quadrotech is an independent, privately-held software company headquartered in Zug, Switzerland, with teams located all around the world. We have a rich heritage as a migration software vendor, with years of experience migrating email archives, Exchange mailboxes, and PST files. Over the years our software has migrated roughly 16 PB of data, with an increasingly large portion of projects migrating data into Microsoft Office 365. In 2016, Quadrotech acquired an Office 365 Reporting, Analytics and Security software company called Cogmotive. This acquisition gave Quadrotech the opportunity to expand our software portfolio and breadth of expertise. Today, Quadrotech's solutions include migration into Office 365, cloud to cloud migrations, and advanced reporting, security, and management for Office 365. Learn more at [www.quadrotech-it.com](http://www.quadrotech-it.com).