

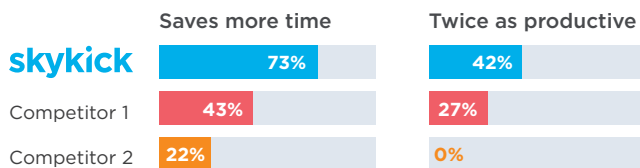


## Cloud Management Platform: Voted #1 by MSPs<sup>1</sup>

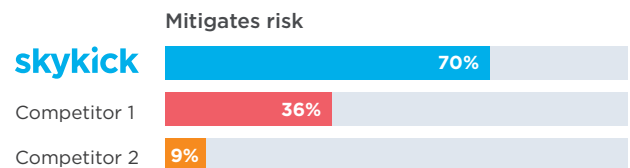


**“Backup is a simple and profitable bridge from a one-time migration to an ongoing relationship.”**

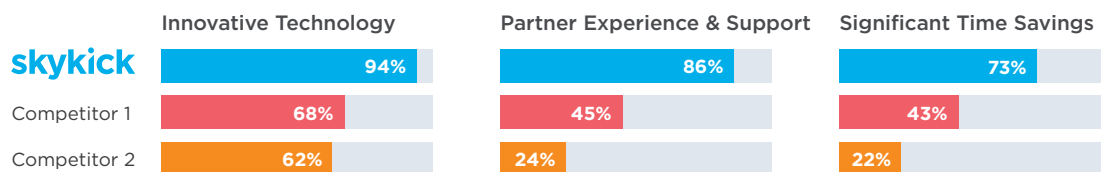
### Drives 2-4x more profitability



### Achieves 2-8x risk mitigation



### MSPs are happy when they choose the SkyKick Platform



Percentage of Partners that are satisfied or very satisfied with key vendor attributes

**95%** SkyKick partners saw a material increase in profitability

**94%** SkyKick partners are “extremely satisfied” and “likely to recommend SkyKick”

1. Accelerate Growth and Profitability with Office 365 Migrations and Ongoing Cloud Services, AMI-Partners Inc. 2018







MSPs are leveraging migration tools like Microsoft and BitTitan, but none are viewed as driving more profitability than SkyKick.”

*Scharon Harding, Channelnomics*

# skykick MIGRATION SUITES

Start right: Smooth Office 365 migrations unlock your share of the \$40B SMB cloud opportunity

Manual migrations are complex and time consuming

-  Multiple manual tasks to coordinate
-  Unforeseen issues and risks to address
-  Lack of end user engagement
-  Time-consuming processes

## Reduce risk, increase profitability, and unlock customers

Automate migrations with SkyKick Migration Suites



2X+ Risk Reduction



2X+ Number of Projects



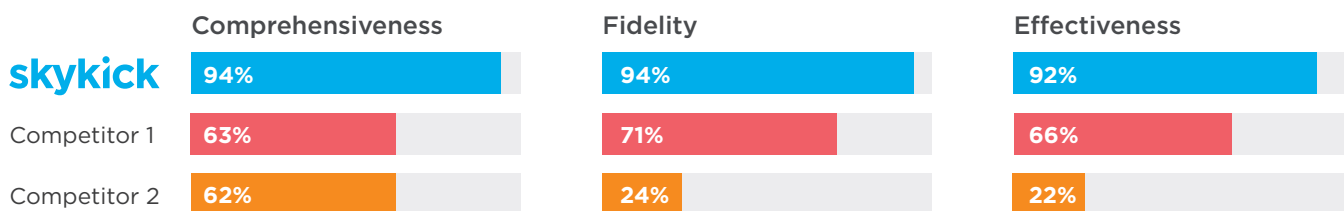
2X+ Profitability



#1 MSP-voted Migrations Platform. 20K Partners. 94% Satisfaction. Start right and unlock customers for a lifetime of cloud services.

## Technical Completeness

In a recent study, 60% of MSPs expressed that technical completeness is the key driver in selecting a migration tool.<sup>1</sup>



## Comprehensive migration capabilities across email sources



Exchange

Comprehensive migration of server and client-side data and setting



POP3/IMAP

Migrate server-side and client-side data, including contacts, calendars, email categories.



Google

Reduce the impact of Google data transfer limits. Map email to Outlook folders or categories.



Office 365

Automation streamlines the complexities of Office 365 to Office 365 migrations.

# Protect customers, grow recurring revenue

## Data loss happens in the cloud

32% of businesses lose data

Office 365 does not prevent data loss. 71% of data loss is due to people deleting content accidentally or intentionally.<sup>1</sup>

## It is costly

For Customers: \$3957 or more of business impact.<sup>2</sup>

For Partners: Hours of manual burden for your cloud desk. Damage to your trusted-advisor relationship.

## Cloud Backup: Ideal second service for Office 365 customers

Protect your customers, deepen your relationship, increase recurring revenue



**Protect  
Customers**



**Increase Annual  
Recurring Revenue**



**Promote Customer  
Retention**



**5-10x Revenue  
Business Valuation**

## skykick **CLOUD BACKUP SUITE** for Office 365

## Most comprehensive backup solution across the Office 365 tenant



**Exchange  
Online**



**SharePoint for  
Business**



**OneDrive  
for Business**



**Office 365  
Groups**



**Office 365  
Teams**

## Groups, Teams, and Modern Team Sites

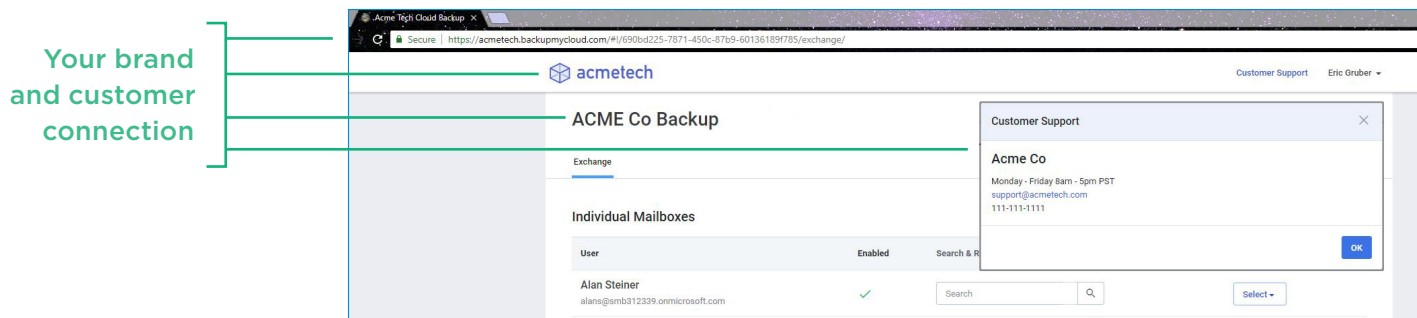
Microsoft collaboration apps and services covered by SkyKick Cloud Backup Suite

Microsoft Teams									
Office 365 Groups								Teams Wiki	Teams Chat
Modern Team Sites <sup>2</sup>	Conversations	Calendar	Files	Notebook	Plan	Stream Portal	Power BI		
✓	✓	✓	✓	✓					

## Expanded Syndication

New! Easily Custom-Brand the Cloud Backup Self-Service Portal

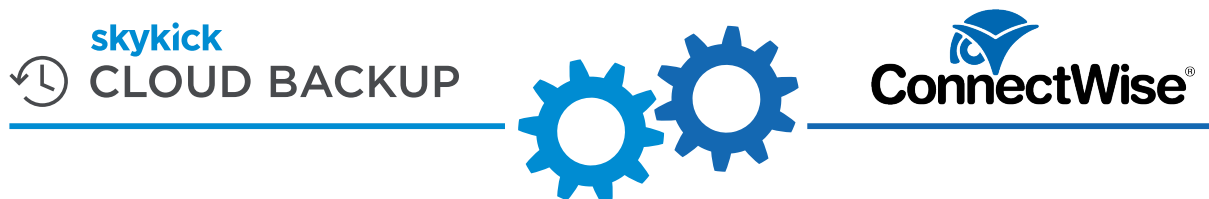
Strengthen customer connection and brand while reducing support costs.



## New! ConnectWise Manage Integration

Streamline operations

To further empower partner success in the Cloud, SkyKick has built an integration between Cloud Backup and ConnectWise Manage. It pushes user and cost data to ConnectWise Manage, where partners can create Cloud Backup invoices through the same tool they use to manage other services.



## Global marketplace integrations

Simplify purchasing and provisioning of SkyKick services

SkyKick continues to expand API integrations with the world's leading marketplaces, streamlining the purchasing and provisioning of SkyKick services for partners.

### Get Started

Log in at [skykick.com](https://skykick.com) to register and start your first Migration or Cloud Backup subscription.

### Offers

Visit [offers.skykick.com](https://offers.skykick.com) for the latest promos, including discounts on your first SkyKick order.