ilan Expands Global Channel Sales with Enhanced Partner Programs, Cloud Computing Tools and New Canadian Data Center

Growing demand for secure cloud backup and disaster recovery spurs rapid channel growth

HOUSTON (PRWEB) August 28, 2019 -- After a successful transformation that doubled the company’s annual channel revenue, iland is expanding its global channel sales program to address substantial partner growth and customer demand for its secure cloud backup, infrastructure and disaster recovery solutions in North America, South America, Asia, Europe, Australia and Africa.

Built on proven VMware technology, iland’s solutions have traditionally been sought out by small- and medium-sized organizations that lack the resources and expertise to deploy, test and manage their own cloud-based disaster recovery, backup and infrastructure solutions. The company is now reaching a broader audience of enterprise customers through an expanding partner network of resellers and managed service providers that understand the value of migrating solutions to the cloud.

The new iland channel program includes a partner portal for training, certification and sales management, expanded opportunities for regional partners in North America through the addition of a data center in Canada, and a complementary cloud assessment tool to help partners and customers plan and manage their data and workloads in the cloud.

“The iland global partner program serves customers across six continents who are moving to the cloud for the first time or expanding their infrastructure across a complex hybrid cloud environment,” said Koorosh Khashayar, vice president of iland global channels. “iland provides the tools and expertise to make the migration to the cloud safe, simple and painless, while helping partners open doors to new opportunities and creating new revenue sources with existing customers.”

New Partner Portal
The new iland partner portal helps train and enable resellers through a customizable single source for courses, certifications and marketing toolkits. The portal is part of a broader effort to improve how iland works with partners to identify leads and close sales. iland is also enhancing the process for partners to register new deals including providing greater visibility into the sales pipeline.

The iland channel program provides partners with three options: refer a customer to iland and collect recurring commissions; resell iland services; or include iland’s platform as a part of a larger service offering.

New Canadian Data Center
Based on customer demand, iland is announcing a new data center in Canada, joining nine other iland data centers around the world including Los Angeles, Dallas, Washington, D.C., London, Manchester, Amsterdam, Singapore, Melbourne and Sydney.

Iland’s Canadian data center will provide access to the company’s full suite of secure cloud services, built on iland’s Secure Cloud Platform, including Disaster Recovery as a Service (DRaaS), Infrastructure as a Service (IaaS) and Backup as a Service (BaaS).

Updates to Catalyst Cloud Assessment Tool
iland is announcing several new updates to its complementary Catalyst cloud assessment tool that helps partners and customers simplify their journey to the cloud. Catalyst enables customers to right-size their cloud resources by determining bandwidth and capacity needs when moving to the cloud for the first time or planning for future workloads and demands.

Channel Partner Comments
“iland provides ConRes and our customers with the easiest path to the cloud,” said Kevin McCann, chief operating officer of ConRes, a global solutions provider based in Bedford, Mass. “The availability of 10 data centers around the world enables our customers to reach new markets with just the right amount of cloud resources. Tools like Catalyst and our new custom partner portal give us the insight and intelligence to provide the best possible solutions for our customers.”

“iland’s resources and training provide us with a competitive advantage to win enterprise accounts that might otherwise lean toward a big box cloud provider,” said Ian Stewart, manager of strategic sourcing with Network Service Providers Ltd. in New Zealand. “With a platform that allows customers to migrate applications to the cloud without rewriting them, and experts around the world trained in IT security, compliance and cloud infrastructure, we can compete and win on the enterprise level.”

“Flexible and accurate pricing throughout the entire customer engagement is helping us win and serve our customers better than anything we’ve experienced before,” said Blair Lock, national services delivery manager for Cyclone Computer Company in New Zealand. “Our customers are pleasantly surprised when they find out we have a complementary Catalyst tool to properly gauge and predict their cloud resource needs.”

About iland
iland is a global cloud service provider of secure and compliant hosting for infrastructure (IaaS), disaster recovery (DRaaS), and backup as a service (BaaS). They are recognized by industry analysts as a leader in disaster recovery. The award-winning iland Secure Cloud Console natively combines deep layered security, predictive analytics, and compliance to deliver unmatched visibility and ease of management for all of iland’s cloud services. Headquartered in Houston, Texas and London, UK, iland delivers cloud services from its data centers throughout North America, Europe, Australia, and Asia. Learn more at www.iland.com.
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