
PRESS RELEASE

The Full Suite Launches Global Partner Programme

Wellington, April 29 2014 – Kiwi cloud file management startup, The Full Suite, has today unveiled its first global partner programme, the next step in its continued international expansion. The programme targets value-added resellers, hardware and IT solutions vendors with SMB customer bases.

Through the programme, partners will have the opportunity to quickly and easily migrate their customers' file systems to the cloud (on Office 365) using their SuiteMoves automated migration tool, eradicating any need for configuration or manual migration efforts. The programme also facilitates partners to sell SuiteFiles, the Full Suite's product which serves as a replacement of the SharePoint user interface, optimised for the needs of file management in SMBs.

According to General Manager, Andrew Sims, the programme is designed to enable partners and The Full Suite to drive revenue growth together, "There's no ignoring that demand for cloud services is ever-increasing, and now is an optimal time for many SMB IT vendors to race ahead of the curve by adding cloud products to their sales kits. Our ethos is ease-of-use, both for our direct users and now our partners, so we've made it incredibly simple for Suite resellers to add cloud file management to their offerings with a complimentary migration removing any barriers to entry, and joint marketing collateral and dedicated dashboards to assist in generating and managing leads. Further to that, our commission structure is deliberately generous, we know we have great technology to offer, so we're happy to reward our partners to help us tell people about it."

Suite channel partners can fit into one of four tiers depending on the size of their customer base. From 'Starter' to 'Gold', the benefits of the programme increase as the partner advances to the next level,

achieving maximum support, lead distribution, commission rates and Suite certification as they enter the fourth tier of the programme.

And as a thoroughly cloud-based operation themselves, Sims suggests The Full Suite have been well-placed to launch the programme internationally, "We're cloud purists at Suite and with all of our systems cloud-based, selling cloud products, we're not subject to the logistical barriers of practicing international business that others might be. Because of this, 27% of our customers are already based overseas, providing us with a fledgling yet growing international profile to capitalise on in communicating our partner programme."

Domestically, Sims says the company are tapping into the networks of existing relationships, "We've been working closely with the likes of Express Data to enable their technology vendors to expand into cloud applications, and our longstanding relationship with Microsoft gives us great access to other SMB IT specialists who would benefit from the Suite Partner Programme."

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ABOUT SUITE

The Full Suite believes that business is better in the cloud. So we set up shop in 2012 with a vision to empower small-medium businesses with a set of flexible cloud-based tools. Built on top of Office 365 and SharePoint Online, Suite's family of apps help SMBs with every part of their cloud journey - from migration to document management, emails to backups. Core to what we do here at Suite is to lower barriers around cloud adoption for SMBs, while providing truly useful tools that can scale with their business. With our global network of Suite IT Partners, The Full Suite is helping more SMBs increase their productivity in the cloud in a way that is efficient, secure and cost-effective.

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