



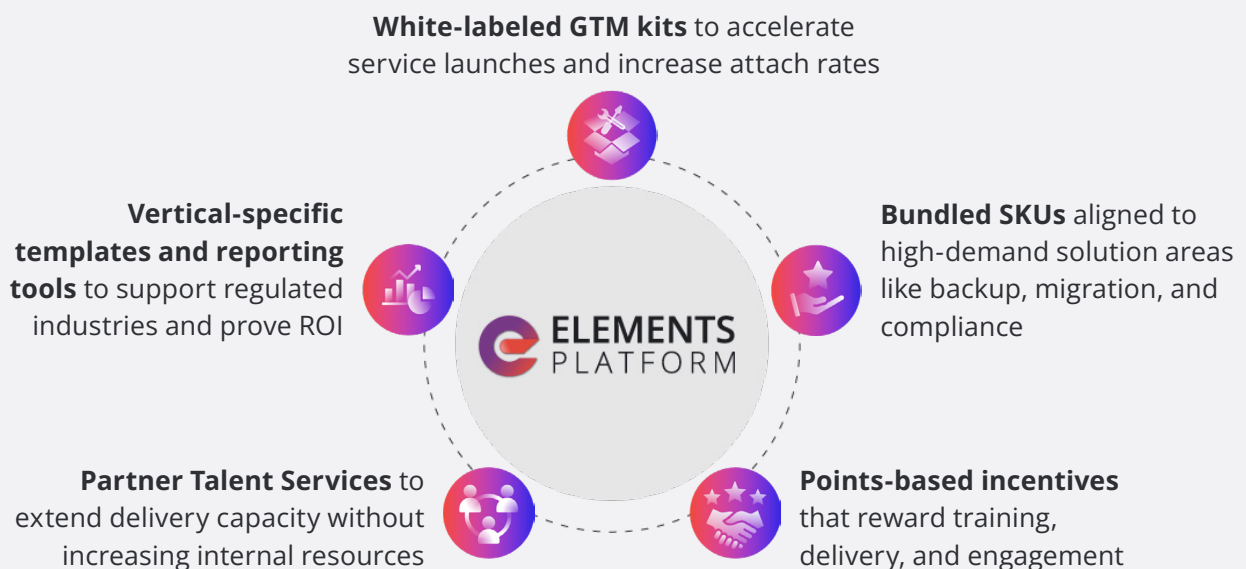
AvePoint for Resellers

Move Beyond Licensing. Deliver Scalable Services. Unlock Strategic Value.

AvePoint helps resellers evolve from transactional sellers into trusted service providers. Whether you're bundling compliance kits, launching optimization reports, or supporting Copilot readiness, our platform helps you differentiate, protect margins, and grow recurring revenue.

Why Resellers Choose AvePoint

AvePoint is more than a technology provider—it's a strategic partner for resellers looking to expand their value proposition. Our partner program offers enablement, incentives, and GTM support tailored to resale and service packaging. Resellers gain access to:



Whether you're expanding into services or transitioning toward managed offerings, AvePoint helps you build a scalable, differentiated reseller practice.

Reseller Growth Journey

AvePoint supports resellers at every stage of evolution:

TRANSACTIONAL RESELLERS

Focused on licensing and procurement, these partners face margin pressure and limited stickiness. AvePoint helps increase attach rates with bundled SKUs and turnkey service kits across backup, workspace management, and compliance.

VALUE-ADDED RESELLERS

Packaging services like compliance kits and AI readiness bundles, these partners aim to differentiate and build recurring revenue.

MANAGED SERVICES TRANSITION

These resellers are launching managed offerings or partnering with MSPs/SIs. AvePoint provides the platform, training, and incentives to scale recurring services.

Core Solution Areas for Resellers

AvePoint's platform helps resellers deliver scalable services aligned to four key solution areas:

MIGRATION

Bundle turnkey migration services with governance and backup to expand deal size and accelerate onboarding.

SMART OPERATIONS

Offer multi-tenant management and policy enforcement to reduce manual effort and increase margins.

SECURE CLOUD & AI

Deliver secure, AI-ready environments with automated risk detection and governance controls.

VALUE OPTIMIZATION

Provide license cleanup, storage reduction, and ROI reporting to protect margin and retain customers.

Strategic Outcomes for Resellers

OUTCOME	IMPACT
40% revenue uplift	Bundling multiple AvePoint solutions increases revenue per user
85%+ time savings	Automation reduces manual effort and overhead
30% fewer support tickets	Risk detection and baseline enforcement reduce escalations
100% audit-readiness	Automated reporting supports compliance-as-a-service
2x faster onboarding	Policy-ready templates accelerate deployment
Scalable delivery	Partner Talent Services enable expansion without increasing internal resources

Ready to Deliver Strategic Data Security?

AvePoint helps resellers move beyond licensing into scalable, secure service delivery. Whether you're bundling compliance kits, launching optimization reports, or preparing clients for AI, our platform and partner resources give you everything you need to grow recurring revenue and prove value.



[Explore our Partner Program](#)

[Request a Demo of AvePoint Elements](#)



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