

# White Label File Share Solution for MSPs

## Offer Secure File Sharing Services with Affordable Cloud Storage

In today's hypercompetitive business climate, Managed Service Providers (MSPs) are always looking for innovative ways to differentiate themselves and grow revenues. Many are looking to cloud-based file-sharing and collaboration services to gain a competitive edge and boost sales.

Many business customers are hampered by unsanctioned file sharing services like Dropbox that introduce compliance risks and legal exposure. Typically used by individual employees or departments without corporate IT involvement, these consumer-oriented products are inherently inefficient and fundamentally difficult to control and audit. Forward-looking MSPs are launching business grade file-sharing services that help IT organizations meet stringent enterprise data privacy and security requirements.

Wasabi has partnered with Gladinet to help MSPs accelerate the delivery of new cloud-based secure file sharing and collaboration services for business customers. Gladinet CentreStack is a brandable, multitenant managed file sync and share platform that features enterprise-grade security and control. And Wasabi hot storage is incredibly inexpensive and instantly scalable cloud object storage for any purpose. The integrated solution lets MSPs introduce value added cloud-based file sharing services—quickly and cost-effectively.

## Gladinet CentreStack Accelerates Time-to-Market

**Gladinet CentreStack** is a comprehensive white label file-share solution for MSPs. The extensible solution works with local storage platforms or cloud storages services like Wasabi for ultimate flexibility and economics.

CentreStack includes a highly scalable and resilient multitenant server platform hosted by the MSP, as well a variety of end-user interfaces including a web portal, desktop clients and mobile clients. The entire solution can be completely customized and rebranded. In addition, CentreStack supports open APIs that enable straightforward integration with MSP operations and business support systems.

## Wasabi Hot Storage Delivers Breakthrough Economics

Wasabi hot storage is the industry's most affordable and highest-performing cloud storage service. Wasabi is 1/5th the price and 6x the speed of alternative cloud storage services like Amazon S3.

Specifically conceived to make cloud storage a commonplace utility like electricity, Wasabi hot storage is easy to understand, easy to order and

## KEY FEATURES

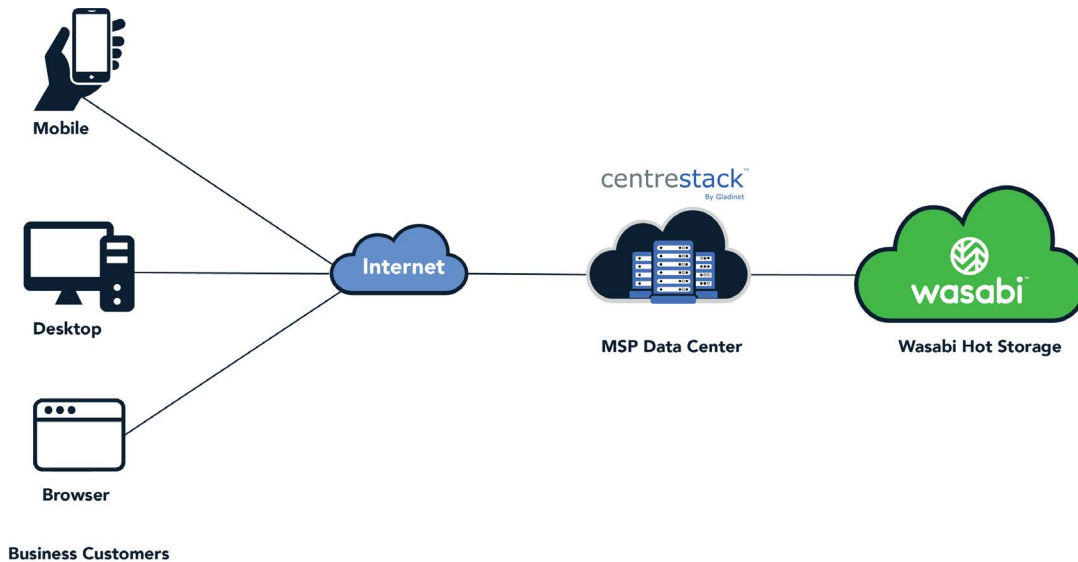
- Fully brandable, multitenant file share platform
- Extremely affordable and durable cloud-based storage
- Highly scalable and secure solution
- Seamless integration and operation

## BENEFITS

- Expand product portfolio
- Boost revenue streams
- Accelerate time-to-market
- Minimize total cost of ownership
- Tightly align expenses with service revenues

incredibly cost-effective to scale. With Wasabi there are no confusing cloud storage tiers to decipher and no complicated fee structures to decode.

Engineered for extreme data integrity and security, Wasabi provides eleven 9s object durability and supports configurable data immutability to protect against accidental deletions, ransomware, and viruses, and to ensure regulatory compliance.



## Integrated Solution Delivers Competitive Advantage

Together, Gladinet CentreStack and Wasabi hot storage can help MSPs expand their product portfolios and gain a leg up on the competition. The tightly integrated solution combines a highly extensible file sharing platform that accelerates time-to-market with an ultra-low-cost cloud storage service that eliminates capital equipment expense and complexity, and provides pay-as-you-grow scalability. The combined solution helps MSPs improve customer retention and spur revenue growth with value added file-sharing services.

## Next Steps

- **CONTACT WASABI TODAY.** Learn more about our price, performance and protection benefits.
- **TRY WASABI FOR FREE.** Get up to 1 TB for 30 days.

### ABOUT WASABI

Wasabi is the hot storage company that delivers low-cost, fast and reliable cloud storage. Wasabi hot storage is 1/5th the price and 6x the speed of Amazon S3. We hate vendor lock-in, so we made Wasabi 100% compatible with Amazon S3. Created by Carbonite co-founders and cloud storage pioneers David Friend and Jeff Flowers, Wasabi is on a mission to commoditize the storage industry.

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