

# Klir Technologies Reseller Program

**SUBSTANTIAL RECURRING REVENUE, MINIMAL INVESTMENT**

Klir Technologies is the first company to provide a hosted IT Analytics solution that offers substantial recurring revenue for partners. Klir Analytics provides partners and customers continuous monitoring, centralized reporting and alerting features for applications, bandwidth, networks and infrastructure. With Klir, you gain insight to your customers' networks to increase uptime, target improvements and forecast resource needs.

Klir's Software-as-a-Service (SaaS) monitoring and analytics platform gives our partners visibility into customer infrastructure so they can identify and avoid outages, and help customers optimize their IT environment. This proactive model, leveraging existing IT infrastructure, improves the customer experience without significantly increasing service provider costs or requiring customers to relinquish control.

### *High-Margin Solution, Minimal Investment*

With Klir, our partners enjoy substantial recurring revenue based on customer monthly service fees, with minimal upfront investment. While your customers access company-wide IT analytics, you gain access to aggregate customer data that empowers you to better identify solutions, reduce support costs, increase credibility and up-sell existing customers.

### *Upgrade Opportunities*

With continuous monitoring, centralized reporting and alerting features for applications, bandwidth, networks and infrastructure, Klir enables partners to troubleshoot customer issues as well as perform assessments and audits of IT infrastructure. With remote, 24x7 visibility of all customers through a Web-based interface, partners have a powerful tool for identifying customer upgrade opportunities.

### *Customer Satisfaction*

Klir monitoring, reporting and alerting enables partners to provide more timely and accurate support and service, increasing uptime and reducing the burden on customer IT staff. This in turn leads to increased customer satisfaction and greater service contract retention.

### **Why partner with Klir?**

Klir partner resellers enjoy the following benefits:

- High-margin solution with minimal investment
- Visibility into customer upgrade opportunities
- Increased customer satisfaction
- SaaS delivery model for quick, easy deployment
- Marketing and sales support
- Technical training and support

### ***The SaaS Advantage***

Klir's SaaS delivery model enables you to offer customers a rapidly deployable, subscription-based solution that provides enterprise-class reliability, security and functionality. Klir Analytics can be deployed at a customer location in less than an hour.

The SaaS model also eliminates the time spent installing, configuring and managing enterprise software applications. Upgrades are handled automatically by Klir, ensuring customers have the latest features and continue to run supported versions. Klir manages the solution, while you and your customers leverage the capabilities.

### ***Support & Training***

Klir provides marketing support for partners, including branded collateral, as well as access to Web- and phone-based technical support. Klir also provides technical and sales training, in addition to joint-sales and pre-sales support via phone or Web.

### **About Klir Technologies**

Klir Technologies offers an SaaS-based solution for monitoring, analyzing and reporting on applications, bandwidth, networks and infrastructure. The SaaS delivery model ensures a rapidly deployable, cost-effective solution that provides enterprise-class reliability, security and functionality. By delivering instant insight into performance and utilization across the enterprise, Klir Analytics empowers companies to optimize their IT infrastructure.

Klir is a privately held, Seattle-based company founded in 2000. The company's mission is to be the world leader in SaaS-based IT analytics by providing insight and information to predict the unexpected. Klir is led by a team of executives with extensive experience in the technology and financial sectors.

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