

# Value Proposition for Version 6 to Version 7 Upgrade

## 1. Summary

- ▶ Version 7 empowers partners to open up new revenue streams utilizing new features and enhancement
- ▶ The cost of AhsayCBS and additional AhsayOBM licenses is to be averaged out among end users
- ▶ Partners can migrate from v6 to v7 in a more scalable manner with transition plan

## 2. Scenario

### 2.1 Commercial

#### Benefit

- ✔ The average incremental cost of AhsayCBS v7 is only **~US\$6/endpoint** for a system with 100 endpoints
- ✔ The ongoing incremental maintenance of additional AhsayOBM license required due to per device licensing is only **~US\$1/endpoint/month**

#### Proposal

Without a huge investment upfront, partners on term contract with end users can target new customer segments while not disrupting the currently stable v6 system by:

- ▶ Setting up an AhsayCBS v7 server for end users who are willing to pay more for new client-facing features, e.g. Office 365 Mailbox Backup, VM Disaster Recovery, Granular Restore; and
- ▶ Negotiating with each user gradually towards the end of contract term on new pricing, features and enhancement of v7

### 2.2 Technical

#### Benefit

- ✔ **New data storage format** in v7 to greatly enhance backup, restore and replication performance
- ✔ **Office 365 Mailbox Backup** to expand client base to fast-growing Office 365 enterprise customers
- ✔ **Virtual Machine Instant Recovery** and **Granular Restore** to capture business opportunities in the DRaaS (Disaster Recovery as a Service) segment

#### Proposal

- ▶ To ensure a smooth upgrade and data migration, refer to the v6 to v7 Upgrade Checklist for a complete list of pre-check items
- ▶ To free up your time for business development, leave all the technical work to us. Our experienced engineers will conduct a comprehensive pre-check and guarantee a seamless upgrade

## 3. Resources

v6 to v7 Upgrade Webinar Replay:

<https://register.gotowebinar.com/register/5554872761613680385>

v6 to v7 Upgrade Checklist:

[https://www.ahsay.com/download/download\\_document\\_cbs-upgrade-checklist.jsp](https://www.ahsay.com/download/download_document_cbs-upgrade-checklist.jsp)

Submit a ticket to our Customer Support for any technical issues on v6 to v7 upgrade at:

[https://www.ahsay.com/jsp/en/home/index.jsp?pageContentKey=ahsay\\_support\\_technical-support\\_notice](https://www.ahsay.com/jsp/en/home/index.jsp?pageContentKey=ahsay_support_technical-support_notice)

Contact our Sales for a tailored upgrade package that suits your financial budget at

[partners-kb@ahsay.com](mailto:partners-kb@ahsay.com)

