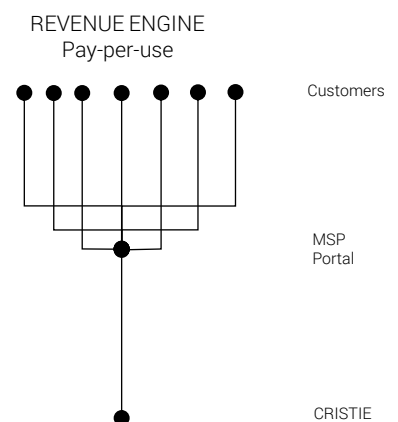# CRISTIE SOLUTION FOR MSP

Managed Service Providers (MSPs) play a vital role in the domestic IT landscape. The majority of companies across the region rely on local MSPs to manage, advise, and ensure their IT systems functioning smoothly. Recognizing this importance, and in response to the emerging challenges within the market, Cristie made the decision a decade ago to support the MSP sector by offering secure backup and restoration services to help you, as an MSP, achieve success.

It is essential for you, as an MSP, to deliver competitive services that are both high-quality and profitable. This is precisely what Cristie Solution 4 MSP is designed to provide.

PROFITABILITY

To guarantee profitability, we include an on-site self-service portal for MSPs that calculates multitenancy usage for each of your clients, detailing their exact costs within a pay-per-use model, and simplifying and automating monthly recurring invoicing — even when dealing with thousands of billing lines.

Alongside the self-service tool, we offer a pay-per-use model for the technology itself, ensuring a near 1:1 business model that aligns with your own. This approach outperforms traditional distribution models in terms of profitability, with no break-even pain points.

REVENUE ENGINE
Pay-per-use

Customers

MSP Portal

CRISTIE

SELF-SERVICE

Within the portal you can add end-customer users and logins with role-based privileges, and you can customize the interface with your own logo and colors - colors – and even your resellers can be customized with their own logo and colors, allowing you to offer a self-service experience to all your customers and resellers and simplify your daily work.

- ✓ OEM Labeled (your logo and colors)
- ✓ Multi-tenancy
- ✓ End-user self-service
- ✓ Provisioning
- ✓ Scheduled reports and alerts
- ✓ Central administration
- ✓ Subscription-based recurring billing
- ✓ Simplified support for all your end-users
- ✓ REST API for integration with other systems

CRISTIE SERVICES

With Cristie, you are never on your own. We have top-certified engineers available to assist you with pre-sales, support, architecture, professional services, and more. Cristie is here to support you every step of the way.

- ✓ Pre-sales Support, technical
- ✓ Pre-sales Support, commercial
- ✓ Authorized L1/L2 Support and L3 assistance
- ✓ Design of solutions with certified architects
- ✓ Base Installation included in hardware option
- ✓ Discounted Professional Services
- ✓ OPEX Service
- ✓ Compliance Service

TECHNOLOGY

The choice of backup and recovery technology is yours. Bundled with our self-service offering, you can select from IBM, Rubrik, or Cohesity technologies, all available at a single pay-per-use price for both software and services.

Hardware options are available as a monthly subscription.

Example: Cristie Solution 4 MSP

- ✓ A billing automation and self-service Portal to be installed locally in the MSP data center
- ✓ A choice of backup and recovery technology from IBM, Rubrik, or Cohesity
- ✓ Cristie Advisory Service, including support assistance, pre-sales, base and architecture
- ✓ Cristie OPEX Service with a single monthly pay-per-use per back-end TB for the entire customized software and service package
- ✓ Cristie Compliance Service with European EULA and compliance.