

**PARTNER
PROGRAM
FOR BITRASER®**

COLLABORATE | EXPAND | SUCCEED

BITRASER IS AN INNOVATION BY STELLAR®

**WELCOME TO
STELLAR® PARTNER PROGRAM
FOR BITRASER**

We will be happy to have you as a Partner and help us expand the reach of our world-class data erasure software - BitRaser in the global markets. Our Partner Program offers you the opportunity to market and sell award-winning products in the field of drive erasure, mobile erasure & file erasure, thereby yielding revenue growth in line with our shared business goals.

Join us today on this exciting journey and explore lucrative paths to success!



TRUSTED BY MILLIONS & FORTUNE 500 COMPANIES

PARTNERSHIP OPPORTUNITIES



Explore lucrative partnership opportunities to help your business thrive in global markets. Our partnership models are designed to boost mutual business synergy and revenue for the distributors, resellers, and OEMs. Our partner program offers best-in-class value to suit your business model.

AT A GLANCE

**DISTRIBUTOR
PROGRAM**

**RESELLER
PROGRAM**

**OEM
PROGRAM**



To see our complete details you may visit our Partner page.
<https://www.bitraser.com/partnerprogram.php>

PARTNER PROGRAMS



DISTRIBUTOR PROGRAM

We invite software distributors and product aggregators to monetize our well-differentiated products and boost your sales revenue. The program empowers you to distribute & sell our best-in-class, ready-to-market data erasure software digitally. We provide high-quality software programs downloadable via Cloud. You get access to our dashboard for issuing license to resellers along with promotional material.



RESELLER PROGRAM

We welcome resellers like Technology providers, IT solution providers, Computer Repair shops, etc. to sell our products through their e-stores, retail outlets, computer stores, etc. and make extensive profits. As an authorized reseller, you get a startup discount of 15-20% on our data erasure products to boost your sales and a voluminous discount on increased sales volumes.



OEM PROGRAM

BitRaser OEM Partnership model brings an incredible opportunity for hardware & software OEMs and large IT solution providers to bundle our software for data erasure, data recovery & other software with their existing hardware or software offerings. Stellar OEM program for BitRaser helps augment your value proposition to outshine your competition and increase your sales.

DISTRIBUTOR PROGRAM

Our distributor program is for channel partners who have a minimum of 500 active reseller network. As a distributor, you will act as an intermediary between Stellar & value-added resellers (VARs) or system integrators (SIs) in the distribution of our data erasure software in the defined territory. You will work as a value-added distributor to promote sales & support BitRaser variants through resellers.



■ DISTRIBUTOR - KEY ROLES & RESPONSIBILITIES

- Serve as a local supplier of data erasure products in your region.
- Develop the reseller network for BitRaser variants in your region.
- Market BitRaser variants in your region through PR campaigns, email marketing, and other sales & marketing promotions to drive demand and consumption.
- Provide presales and after-sales support to the customers in the regional language through dedicated resources assigned for our products.
- Enable regional payment options for the resellers.
- Get our products registered with regional corporate and government organizations.*



* Preferred



RESELLER PROGRAM

Our reseller program is for VARs (Value Added Resellers) proactively selling software or IT solution providers selling to end customers. As a reseller, you don't need to stock the software; you can simply process orders on demand. We provide an easy self-purchase portal for resellers to place their orders and get their approved discount without needing any assistance.



■ RESELLER - KEY ROLES & RESPONSIBILITIES

- Sell, market, advertise and promote BitRaser data erasure products.
 - Educate the target enterprise or individual customers on product features & benefits.
 - Communicate the latest software updates to the customers from time to time.
 - Ensure internal readiness to support the software sales.
 - Sale of BitRaser software as per End User License Agreement (EULA).
 - Maintain adequate staff to carry out above functions.
-

 [SIGN UP](#)



OEM PROGRAM

Stellar invites hardware & software vendors to collaborate with us for OEM business. Our OEM Partnership model is lucrative and helps partners get an advantage over their competition by including our BitRaser data erasure software with the hardware or device - printers, hard drives, PC, laptop & the likes, or software tools.



■ OEM - PARTNERSHIP MODELS

Our OEM Program offers you the choice to augment your existing product's value through diverse combinations. For instance, you can bundle BitRaser File Eraser software with your antivirus or VPN program & offer an enhanced data security solution to your customers. Likewise, clubbing our BitRaser Drive Eraser software with laptops & desktops can tremendously increase the professional media sanitization capabilities of your target market.

■ Hardware OEM Partner

This model seeks a union with leading makers of hard drives, PCs, SD cards, USB flash drives, tablets & other storage media. Grab the opportunity to grow your revenue by bundling BitRaser data erasure software & enjoy product differentiation benefits.

■ Software OEM Partner

BitRaser software OEM partnership is ideal for developers & publishers of utility software like antivirus, backup, system tune up etc. As a software OEM, you get to package our data erasure software in your portfolio and augment your offerings for individual users and businesses.



STELLAR SOFTWARE PORTFOLIO

Our DIY software tools are known for their incredible ease, innovation, and value with practical features that are future-ready, reliable & secure to help organizations and consumers handle their complex data care needs. These tools are meant for anyone who works with 'data'. Our extensive portfolio consists of simple yet powerful DIY (Do-It-Yourself) software for data erasure, data recovery, mailbox conversion & file repair tools. These tools help all kind of customers - enterprises, government, managed service providers & individuals. More than 3 million users across the globe have embraced Stellar and our software for data erasure, data recovery & file repair. These tools are most tested, certified & awarded and for over 25 years have been recognized by experts.

SOFTWARE FOR BUSINESSES

Stellar brings powerful software for the data care needs of businesses. Our B2B software lineup serves a span of corporate data care requirements viz. Data Erasure, Data Recovery, Email & Database Repair & Mailbox Migration. These tools are highly recommended by Microsoft MVPs and media houses.

ADVANCED SOFTWARE FOR BUSINESSES

Stellar's "One-of its kind" software toolkits help serve large-scale data care needs of the B2B users. These tools specialize in data recovery from physical & virtual storage, Exchange database, SQL file & MS Outlook. Our Data Erasure tools are secure, efficient, & guarantee wiping of HDD, SSD, in PC & Mac, server storage, and mobile devices.

SOFTWARE FOR CONSUMERS

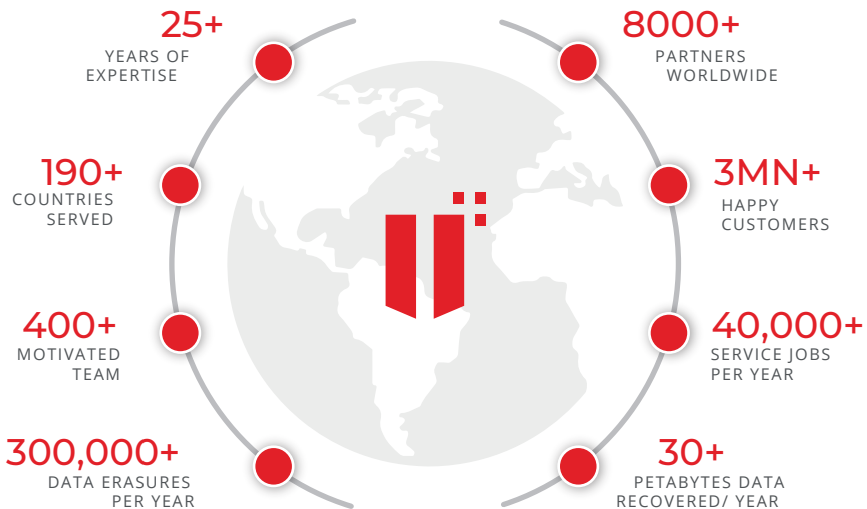
Our DIY consumer software portfolio comprises of simple & modern tools for Data Erasure, Data Recovery, Photo Recovery, Video, and Photo Repair tools for Windows® & macOS® users. With easy to use intuitive interfaces, these tools are convenient for end-users to operate without any technical knowhow.



To see our complete portfolio you may download the software catalog.
<https://www.stellarinfo.com/company/catalog/softwarecatalog2020.pdf>

STELLAR DATA CARE EXPERTS

We exist because we know that what matters most to you in this digital age is your data. We work to ensure that your data is safe while you take care of your business & live a worry free digital life. Our research & innovation enables us to create future-ready solutions for data recovery, media erasure & migration.



■ A COMPREHENSIVE APPROACH: THAT SETS US APART

We offer holistic 'Data Care' solutions spanning 100+ DIY software tools & in-lab services for businesses & individuals. Our software tools are widely recognized by the doyens of technology & global customers for ease, effectiveness, & reliability. Our world-class lab infrastructure, proprietary technology, & expertise help us deliver unmatched care for your precious data.



**DIY SOFTWARE
PORTFOLIO**



**LAB SERVICES
PORTFOLIO**

PARTNER BENEFITS

BitRaser Partner Program offers the following benefits and support to kick-start your journey with us. Once you join us, you get a dedicated account manager to help you support onboarding and discuss selling techniques. You can ask for a guided tour to help sell the software in your territory or self-service using documentation.

As a privileged partner of Stellar, you are entitled to get an Authorized Distributor or a Reseller stamp depending upon the nature of partnership. Leverage 'Stellar Authorized Partner' stamp to enjoy the goodwill and trust of our established customer base. Using the stamp in your sales and marketing communications will get you instant recognition in the target segments.

AUTHORIZED PARTNER STAMP



PRODUCT BENEFITS

	RESELLER	DISTRIBUTOR
Sell world's top data erasure software	●	●
Trusted supplier with more than 25+ years of existence	●	●
Simple & powerful future ready DIY software	●	●
Frequent product updates & newsletter	●	●
30-days money back guarantee*	●	●
On-demand extensive software training remotely		●
Dedicated console to manage license distribution		●

* On select products. Refer Stellar's refund policy.

PARTNER **BENEFITS**

■ OPERATIONAL & MARKETING BENEFITS

	RESELLER	DISTRIBUTOR
Software delivery via Cloud or physical delivery	●	●
Best industry discounts & promotions	●	●
Non-Exclusive Rights to sell product in defined territory	●	●
Promotional Material (brochure, catalog, web banners, etc.)	●	●
Use of Brand Logo as per Stellar brand guidelines	●	●
Go-To-Market business plan assistance		●
Privileged free licenses (Not For Resale) for demo purposes		●
Get customized product brochures and fact sheets		●
1-month credit facility		●
Market Development Fund (MDF)		●

■ CUSTOMER SUPPORT BENEFITS

	RESELLER	DISTRIBUTOR
24x5 FREE support via call, email and chat	●	●
Access to knowledgebase, white paper & technical articles	●	●
Dedicated Account Manager for pre-sales queries	●	●
Dedicated Premium Support for technical escalations		●

■ STAY CONNECTED



PARTNER RESOURCES

Get access to our knowledge repository, collaterals, and pitch decks, critical to support your sales & marketing team efforts. We provide our best support to ensure that you win in the markets and channels you operate.

PRODUCT BROCHURES

Equip your sales and marketing teams with quick bytes on our core software offering. Help them connect & engage with the customers through clear, consistent & aligned value propositions.



PRODUCT CATALOGS

Leverage our comprehensive product catalog to get a clear and consistent understanding of our award-winning software. Sharpen your sales and marketing messages across all touchpoints.



PRODUCT VIDEOS

Get access to our digital video library comprising of product explainer and how-to-videos in order to create an impact of 'realism' on your customer to drive sales.



PARTNER RESOURCES

■ NEWSLETTER

Get first-hand news on our latest software releases and product updates throughout the year in your Inbox. Stay upto date on the latest Stellar BitRaser technology.



■ PRODUCT SHOTS

Boost your marketing messages-decks, visual illustrations & more through readymade high-resolution screenshots.



■ WEBSITE BANNERS

Access our creative media library for rich imagery and illustrations to support your marketing and promotion campaigns. Get the creative assets to help you boost the visibility of Stellar offerings.



BitRaser **SECURE DRIVE WIPING SOFTWARE**
For HDD & SSD used in PC, Mac® & Server

[Get Free License](#)

PARTNER SIGNUP

ELIGIBILITY CRITERIA

We value your partnership and believe in driving mutual success. Stellar's Partner Program for BitRaser welcomes the qualifying distributors, resellers, and OEMs to join hands with us based on the following criteria.

DISTRIBUTOR

Must be selling utility software in the target region	✓
Must be distributing IT software for a minimum 10 years	✓
Must have a minimum 500 active resellers	✓
Brand presence & goodwill in the market	✓
Must have a website to distribute software digitally	✓
Availability of sufficient resources to sell Stellar Software	✓

RESELLER

Must be selling utility software in the target region	✓
Must be reselling software to end users for min. of 5 years	✓
Must have a website to promote software products	✓
Brand presence & goodwill in the market	✓
Appoint a person to handle Stellar data erasure software portfolio (optional)	✓

EASY 3 STEP SIGNUP PROCESS

01

FILL
PARTNER
FORM



02

SHARE
GO-TO-MARKET
STRATEGY



03

SIGN UP
AS STELLAR
PARTNER

OUR SELECT PARTNER NETWORK



OUR CERTIFICATIONS

BitRaser has been tested, certified & approved by International bodies to ensure our customers are compliant with the most diligent & rigorous regulatory standards.



NIST TESTED & APPROVED

National Institute of Standards and Technology (NIST) successfully tested BitRaser Drive Eraser for securely wiping hard drives & SSDs. The data wiping test results attained by Stellar BitRaser Drive Eraser establish the software as a reliable tool for erasing hard drives in line with the NIST 800-88 Standard.



ADISA CERTIFICATION

The test conducted by ADISA on SSD drive using BitRaser Drive Eraser v3.0 validates that the software when used in accordance with the specification (NIST 800-88 standard), sanitizes data on SSD as outlined in ADISA Test Level 1.



HIPAA SEAL OF COMPLIANCE

HIPAA Seal of Compliance is a strong endorsement of Stellar's capability to handle sensitive information in line with global regulatory standards for data privacy and protection.



NYCE CERTIFICATE OF COMPLIANCE

The National Organization for the Standardization & Certification of Excellence in Information Technology, Electronics & Telecommunications (NYCE) in Mexico certifies BitRaser secure data erasure software for erasing data permanently from storage media beyond data recovery scope.



ONTRACK ERASURE VERIFICATION

OnTrack has tested BitRaser 3.0 software for its Level 1 & Level 2 verification methods based on NIST 800-88 r1 standards. Upon completion of verification procedures, the media was found to have no data on the tested SSD & HDD. No remnants of the data were found on the disk.

WE ARE CHOSEN BY THE BEST

Google

IBM

Microsoft



Adobe

INGRAM MICRO

MITSUBISHI
HEAVY INDUSTRIES



accenture

Panasonic



SAMSUNG



PHILIPS



Coca-Cola

amazon

Johnson & Johnson



Deloitte.



Capgemini

AVAYA

faurecia

Aon Hewitt

OUR CLIENTS LOVE US

Panasonic

“BitRaser helps us meet our compliance requirements by generating automated erasure reports immediately after erasure is completed. We also appreciate that It helps us monitor as well as erase several devices simultaneously, helping us save time as well as manpower.”



“We have used the Stellar BitRaser and we are completely satisfied by the same. Also it's easy to use and manage in the corporate sector. In future also we will consider the same for Data removal whenever required.”

“The best part of BitRaser is its speed and user-friendly features. It is quite easy to use. To make it even better, the developers can add more features to the report.”



“BitRaser Drive Eraser Admin Console served as the ideal choice by providing scalability and manageability with reports repository on the cloud.”



“CompuCycle is extremely satisfied with the BitRaser software we are using to sanitize hard drives. It is wonderful to have a software company who meets and often exceeds our expectations.”



“eLoop finds ease of use & optimization while using BitRaser with their ERP setup. BitRaser seamless integration with Makor made it easy to operate data erasure meeting all compliances & standards that we need.”



For more information, contact our
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