



## What is it?

Unitrends Xtra is our money-making platform designed to give our participating channel partners access to the industry's broadest product portfolio, highest margins, and best benefits - providing reseller access to the Kaseya IT Complete portfolio.

## What's in it for partners?

The Unitrends Xtra program unlocks the potential for your customers to buy the Kaseya IT Complete suite of products, while keeping you front-and-center as the trusted advisor and solution provider of choice.

Unitrends Xtra provides Unitrends resellers with access, consistent discounts and enablement programs - along with sales, marketing and technical resources - for the entire Kaseya IT Complete portfolio.

Build on your investment and expertise in Unitrends and Spanning, and take it to the next level by adding solutions like VSA, Graphus endpoint protection, ITGlue, and more!

### Key Messages

#### Sell Everything!

Start with VSA, Graphus and ITGlue - leverage our focus on innovation and integration, to implement critical solutions for RMM, service automation, IT documentation, security and compliance management

#### Land and Expand

Unified backup is a great foundation to add solutions from Kaseya IT Complete - our team will help you dig in and sell more! Most solutions are available as recurring subscriptions.

#### Higher Discounts

Unitrends already offers higher discounts than any other backup vendor - now add consistent margin for other Kaseya solutions

#### Co-Selling

Extend your sales and marketing reach with more products - and assistance from our Xtra Specialist, account management and marketing teams

**Contact your Unitrends  
Partner Manager today to  
learn more**