



# Crossroads ISV Partner Program

# ISV Partner Program Overview

---



The Crossroads ISV Partner Program allows organizations to gain a competitive edge with a fully managed SaaS solution. Increase profitability, create new opportunities, gain a trusted advisor, and differentiate yourself from the competition through partnership.

This partnership is designed to empower our partners by exceeding their business needs and driving their success.

## The Crossroads Promises That Set Us Apart

### **SUPPORT**

It oftentimes requires a large staff and extensive expertise to support internal users as well as end users. Crossroads all-inclusive support allows your employees to focus on core business functions. Our commitment to support equips you to provide a consistently enjoyable experience to your end users.

### **RESOURCES**

Crossroads takes full accountability of your physical network requirements, network communications, database availability, archive operations, application redundancy, security, and infrastructure management. Allowing you to reallocate equitable resources in order to save time, reduce expenses, and increase profitability.

### **COST-EFFECTIVE SOLUTION**

With most vendors, service levels and profit margins can decrease while costs increase without notice. Crossroads provides a financially backed 100% SLA at a fixed monthly cost.

## The Crossroads Difference

---

We architect a tailor-made SaaS solution based on your requirements to deliver the maximized experience for your end users.

We can deliver critical technical expertise in all aspects of the application and its life-cycle including testing environments, Cloud expertise, and solutions to complex development and deployment requirements. These critical offerings are at no extra cost– they're part of a total solution from Crossroads.

Business leaders are under immense pressure to drive efficiency, performance, and growth. Crossroads is dedicated to delivering a zero-gap solution that minimizes expenses and provides a visible ROI.

# Partner Program Benefits

*Our goal is to ensure a smooth, predictable, and consistent partnership. We've committed to a partnership with no fees, no minimum requirements, free onboarding training, and quarterly business reviews.*

## ISV Partnership Type Details

As an ISV partner you will have the ability to customize exactly how Crossroads engages with your application and your clients.

### Program Includes:

- Dedicated Cloud Resources
- Dedicated Private Resources
- Enablement – Training & Marketing Tools
- Private Branded Solution
- 100% SLA
- Self-Management Tool Access
- Transparent Technical & Sales Support

### Partner with Crossroads to host and provide SaaS solutions for any applications

- Traditional Web Applications
- Container Applications
- Client-Server Applications

## What Sets Us Apart from the Competition

	Crossroads	Competition / Amazon AWS
Cloud Platform	Standard Based	Proprietary
Unlimited & Free Support	Yes	No
Single Point of Resolution	Yes	No
Level of Experience	High	Escalation Based
Response SLA on Support	Less Than 60 Minutes	Up to 24+ Hours
Full File Level Archiving	Yes	No
Full Server Archiving	Yes	No
Full BC/DR Data Recover	Yes	Optional
Data Encryption	Yes	Optional
Multi-Layer Security	Yes	Optional
Predictable Recurring Costs	Yes	No



# Crossroads Datacenters Across the Country

*Delivering a Strong US Presence Since 1996*



## Features of our datacenters and offices include but are not limited to:

- HIPAA
- HITRUST
- NIST 800-53
- ISO2700x Standards
- SOC 2
- End Point Encryption
- Multi-Layer Security
- High Availability
- 24/7/365 Network Monitoring
- Redundant Power Systems

## Why Crossroads

We safeguard your data at all points of access, to ensure your customers are afforded the most predictable seamless experience. This is ensured to our partners with a 100% uptime SLA.

Our facilities are manned by highly skilled professionals ensuring responsiveness and reliability. We have designed and engineered our Cloud solution to exceed the requirements for compliance and security for the specific industries you serve.

Today's competitive market has pushed many organizations to deliver better service at cheaper prices. Our methodologies are designed to improve performance, simplify regulatory compliance, and deliver measurable results to our partners consistently.

Explore what a Crossroads ISV Partnership could mean for your organization, by contacting our Channel Engagement Manager.



OUR MISSION IS FOR CROSSROADS PARTNERS GAIN A COMPETITIVE EDGE WITH A FULLY MANAGED SaaS SOLUTION, ADDING A WORLD-CLASS EXPERIENCE WHICH ALLOWS THEIR ORGANIZATION TO FOCUS ON CUSTOMER CARE AND APPLICATION SUPPORT. WHILE WE FOCUS ON GIVING OUR PARTNERS A TRUSTWORTHY ADVISOR, INCREASE THEIR PROFITABILITY, CREATE NEW OPPORTUNITIES AND DIFFERENTIATE THEMSELVES FROM COMPETITORS THROUGH CROSSROADS COMMITMENT TO 100% CUSTOMER AND PARTNER HAPPINESS.

PHONE:  
877.369.1832

WEB:  
[www.crossroadstech.net](http://www.crossroadstech.net)

EMAIL:  
[isvpartner@crossroadstech.net](mailto:isvpartner@crossroadstech.net)