

Press Release



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Vision Solutions Named to CRN's 2013 5-Star Partner Program Guide

5-Star designation in annual guide identifies the IT channel's most elite vendor partner programs

Irvine, Calif., March 25, 2013 – Vision Solutions today announced it has been named to *CRN's* 2013 Partner Program Guide, and awarded a 5-Star Partner rating. The CRN Partner Program Guide is the definitive listing of manufacturers and software publishers that service solution providers or provide products to the IT Channel. The guide recognizes those vendors who have channel programs and derive a portion of their sales through the indirect IT Channel. The 5-Star Partner Program rating recognizes an elite subset of Partner Program Guide vendors who give solution providers the best partnering elements in their channel programs.

The list methodology is based on objective criteria that takes into account each vendor's investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication. Vendors are assessed using information provided in their completed applications.

Vision Solutions has maintained a strong relationship with its partner community, enabling partners to protect customers' technology investments and their business critical data with its software. Vision Solutions is committed to empowering partners with some of the most aggressive incentive and reward programs in the industry. While investing heavily in its partner channel with proactive planning and enablement, the company has instituted some of the most generous rebates available to the solution provider community—rebates that accelerate in scope as partners increase their sales revenue production.

"The companies listed in CRN's 2013 Partner Program Guide represent a comprehensive list of the best channel programs in the market today," said Kelley Damore, Senior Vice President and Editorial Director, for UBM Tech Channel's *CRN*. "The 5-Star award is reserved for vendors that understand that a successful partnership does not rely solely on the technology. By offering their partners tools, education and regular updates, vendors on this list go above and beyond traditional support to ensure a mutually beneficial partnership."

"We are honored to be accepting such a prestigious award for our commitment to our channel program," said Tom Wiesenmayer, Director of Channel Development for Vision Solutions. "At Vision Solutions, we make it our priority to provide our partners with everything necessary to help them achieve successful sales initiatives and build lasting customer relationships."

The 2013 Partner Program Guide will be featured on CRN.com and the 5-Star Partners listing will be highlighted in the March 2013 issue of *CRN*.

About Vision Solutions ([Vision Solutions, Inc.](#))

Vision Solutions, Inc. is the premiere provider of cloud replication and recovery, high availability and disaster recovery, and migration and cross-platform data sharing solutions for Windows, Linux, IBM i, AIX and Cloud Computing markets. Vision Solutions' Double-Take[®], MIMIX[®] and iTERA[™] solutions offerings allow organizations worldwide from SMB to enterprise affordably and efficiently protect their data, systems and applications with the brands they have trusted for over 22 years. For more information, visit [visionsolutions.com](#), follow us on Twitter @VSI_DoubleTake, @VSI_Power or call 1-800-957-4511 (toll-free U.S. and Canada) or 801-799-0300.

About UBM Tech Channel ([www.ubmchannel.com](#))

UBM Tech Channel, a UBM company, is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, UBM Tech Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. To learn more about UBM Tech Channel, visit us at: [www.ubmchannel.com](#).

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