



# Quick Reference Price Guide


Powerful and innovative data protection tools and services  
for growing and scaling MSPs




Veeam Rental Licensing




Honeycomb Hot Storage (BaaS)




Honeycomb Cold Storage (AaaS)




Honeycomb Object Storage




Second Colony (DRaaS)



Microsoft 365 Backup & Archive



Dropbox Backup & Archive



Managed Data Protection Services



## A Partner Program that benefits you

In today’s rapidly changing data protection landscape, MSPs need a technology partner that deeply understands what you’re selling, whom you’re selling to, and how you generate and grow revenue.

The Probax Partner Program is built with your MSP in mind.

We’re 100% channel-focused and our go-to-market program empowers MSPs with access to expert sales, pre-sales and technical resources.

						
	FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
Minimum Term	1 month	12 months	12 months	12 months	24 months	24 months
Minimum Monthly Spend	\$0	\$100	\$500	\$2,500	\$7,500	\$10,000
Hive & Scout	FREE	FREE	FREE	FREE	FREE	FREE
Digital Marketing Toolkit & Lead Generation Solutions	FREE	FREE	FREE	FREE	FREE	FREE
Discounted Veeam Licensing	✓	✓	✓	✓	✓	✓
Honeycomb Hot Storage	✓	✓	✓	✓	✓	✓
Honeycomb Cold Storage		✓	✓	✓	✓	✓
Honeycomb Object Storage			✓	✓	✓	✓
Second Colony DRaaS			✓	✓	✓	✓
SaaS Protection for Microsoft 365 & Dropbox	✓	✓	✓	✓	✓	✓
Probax Managed Data Protection Services			✓	✓	✓	✓
Access to Sales, Pre-Sales and Technical Partner Enablement Tools & Services	✓	✓	✓	✓	✓	✓

### We are experts in data protection

Probax has delivered award-winning innovation since 2006 and we pride ourselves on our team of highly skilled data protection leaders, Veeam Vanguard, engineers and consultants.

### We simplify complex needs

We help our partners thrive with intelligent and reliable data protection solutions and services. We do this by solving complex data protection challenges faced by Managed Service Providers (MSPs).

### We enable proactive data loss prevention

Automatic monitoring of data protection jobs and important device protection services (for example, antivirus and firewall services) ensures ongoing compliance and peace of mind for your customers.

### We help generate new revenue streams

Probax enables you to generate revenue by deploying data protection solutions and services to new clients faster and easier. Foster existing revenue streams by up-selling and cross-selling a broad range of data protection solutions and services.





## Honeycomb Hot Storage (BaaS)

Probax's Honeycomb Hot Storage is the industry's most versatile and easy to use cloud storage for reliable data protection. Provision a storage pool in any increment of 1 TB and divide between your customers as needed. *(Monthly pricing).*

	FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
1 TB - 5 TB	\$56.00	\$43.00	\$39.50	\$36.00	\$33.00	\$30.00
6 TB - 10 TB	\$54.50	\$41.50	\$38.50	\$35.00	\$32.00	\$29.00
11 TB - 20 TB	\$53.00	\$40.00	\$37.00	\$34.00	\$31.00	\$28.00
21 TB - 50 TB	\$51.00	\$39.00	\$36.00	\$33.00	\$30.00	\$27.00
51 TB - 99 TB	\$50.00	\$38.50	\$35.50	\$32.50	\$29.50	\$26.50
100+ TB	\$POA	\$POA	\$POA	\$POA	\$POA	\$POA



## Honeycomb Cold Storage (AaaS)

Incredibly simple and completely automated, Honeycomb Cold Storage is our award-winning solution for long-term data retention. Archive restore points are created directly from Veeam Cloud Connect backup jobs stored in Hot Storage so there is no need to transfer additional archive data to the Probax cloud. *(Monthly pricing).*

	FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
Per TB	N/A	\$13.50	\$12.00	\$9.00	\$9.00	\$9.00



## Honeycomb Object Storage (OSaaS)

Powered by Wasabi, our Honeycomb Object Storage solution was designed for MSPs who need cost-effective, secure, and simplified long-term S3 compatible cloud storage. With industry-specific security and compliance, guaranteed availability, and all-inclusive pricing, your long term needs are easily met with Honeycomb Object Storage. *(Monthly pricing).*

	FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
Per TB*	N/A	\$6.39	\$5.99	\$5.79	\$5.69	\$5.59

*\*Probax has a minimum storage duration policy for Honeycomb Object Storage that means if stored objects are deleted before they have been stored with Probax for 90 days, a Timed Deleted Storage charge equal to the storage charge for the remaining days will apply. This policy is comparable to the minimum storage duration policies that exist with some AWS and other hyperscaler storage services.*

Honeycomb Hot & Cold Storage is pooled across your customers (per region) and is available in 1 TB increments.  
MSP Partners can generate quotes for their customers using the Quoting Estimator Tool in Hive, or by contacting their Partner Manager.  
All prices in \$USD. All pricing is valid for 30 days from day sent.



## Second Colony (DRaaS)

Second Colony is your standby environment in the cloud to keep your clients’ applications running 24/7. Powered by Veeam Cloud Connect Replication and compatible with both Hyper-V and VMware environments. *(Monthly pricing).*

### SETUP FEES

Senior Engineer /  
DR Consultant - 8 Hours

*Includes Veeam setup, network  
configuration and failover testing*

FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
N/A	N/A	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00

### MONTHLY FEES

Flash Storage (per TB)  
10000 IOPS per TB

*Maximum of 8Ghz CPU and 24GB  
RAM per TB of Flash Storage*

Public IP (per IPv4)

Veeam License per VM  
*(Cloud Connect Replication)*

N/A	N/A	\$85.00	\$80.00	\$75.00	\$70.00
N/A	N/A	\$6.50	\$6.50	\$6.50	\$6.50
N/A	N/A	\$6.70	\$6.70	\$6.70	\$6.70

### FAILOVER FEES

Per VM, Per Hour

*2 free failover tests per calendar  
year (maximum 24 hours)*

N/A	N/A	\$3.50	\$3.00	\$2.50	\$2.00
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## Microsoft 365 Backup & Archive

Effortless control and protection of Microsoft 365. Pricing is per user and includes up to 6-daily backups and unlimited storage and retention in AWS - multiple regions available. *(Monthly pricing).*

Exchange Only

SharePoint & OneDrive

Full Suite (inc Teams)

FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
\$2.00	\$1.50	\$1.45	\$1.30	\$1.20	\$1.15
\$2.00	\$1.50	\$1.45	\$1.30	\$1.20	\$1.15
\$3.00	\$2.50	\$2.25	\$2.00	\$1.90	\$1.80



## Dropbox Backup & Archive

Effortless control and protection of Dropbox. Pricing is per user and includes Team and Member data backup. All team members in the account must be licensed. *(Monthly pricing).*

Business Starter

100 GB data per user\*, 2 years retention

Business Unlimited

Unlimited storage, unlimited retention

Dropbox Plus/Pro Starter

1 TB storage, 2 years retention

Dropbox Plus/Pro Unlimited

Unlimited storage, unlimited retention

FLEX	BRONZE	SILVER	GOLD	PLATINUM	BLACK
\$3.75	\$3.00	\$3.00	\$2.50	\$2.50	\$2.50
\$7.50	\$6.00	\$5.75	\$5.25	\$5.25	\$5.25
\$5.75	\$4.50	\$4.25	\$3.75	\$3.75	\$3.75
\$11.25	\$9.00	\$8.25	\$7.50	\$7.50	\$7.50

\*All Dropbox users must be protected. If an organization exceeds the storage limits on our Starter plans, they will be automatically moved onto our Unlimited plan (additional charges apply). For Dropbox Business users, the fee per user includes both Team and Member data. MSP Partners can generate quotes for their customers using the Quoting Estimator Tool in Hive, or by contacting their Partner Manager. All prices in \$USD. All pricing is valid for 30 days from day sent.



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Offices in New York, Singapore, Perth and Sydney



Access to 84 Availability Zones within 26 Regions





## Managed Data Protection Services

You focus on growing your MSP, we'll focus on your clients' data protection needs. Our team of highly skilled and Veeam certified engineers, consultants and specialist will ensure that your clients' data protection and availability solutions are operating as required, and according to industry best practice. Most importantly, our team will ensure that your clients' critical data and systems are always readily available through regular monitoring and testing (in addition to the monitoring and reporting benefits you already receive in Hive).

Managed BaaS Protection	Managed DRaaS Protection	Managed SaaS Protection
<ul style="list-style-type: none"><li>✓ <b>Proactive</b> monitoring, maintenance and troubleshooting (within SLA hours) - for local and cloud backups</li><li>✓ <b>∞ Unlimited</b> Service Desk remote support (within SLA hours)</li><li>✓ <b>∞ Unlimited</b> escalation to specialist engineers and consultants (within SLA hours)</li><li>✓ <b>Discounted</b> professional services rates for adds, moves and changes or project work</li><li>✓ <b>Monthly</b> file-level test restores</li><li>✓ <b>Optional</b> object-level test restores</li><li>✓ <b>Monthly</b> reporting</li><li>✓ <b>Service Level Agreement</b> (SLA) and 6 monthly review of service performance and site documentation</li><li>✓ <b>Guaranteed Return On Investment</b> (ROI)</li></ul>	<ul style="list-style-type: none"><li>✓ <b>Proactive</b> monitoring, maintenance and troubleshooting (within SLA hours) - for cloud VM replication</li><li>✓ <b>∞ Unlimited</b> Service Desk remote support (within SLA hours)</li><li>✓ <b>∞ Unlimited</b> escalation to specialist engineers and consultants (within SLA hours)</li><li>✓ <b>∞ Unlimited</b> after-hours on call access for P1 disaster recovery events (24/7/365)</li><li>✓ <b>Discounted</b> professional services rates for adds, moves and changes or project work</li><li>✓ <b>Bi-annual</b> failover and failback testing included (additional testing options available)</li><li>✓ <b>Service Level Agreement</b> (SLA) and 6 monthly review of service performance and site documentation</li><li>✓ <b>Monthly</b> reporting</li><li>✓ <b>Guaranteed Return On Investment</b> (ROI)</li></ul>	<ul style="list-style-type: none"><li>✓ <b>Proactive</b> monitoring, maintenance and troubleshooting (within SLA hours) - of Microsoft 365 and/or Dropbox backups</li><li>✓ <b>∞ Unlimited</b> Service Desk remote support (within SLA hours)</li><li>✓ <b>∞ Unlimited</b> escalation to specialist engineers and consultants (within SLA hours)</li><li>✓ <b>Discounted</b> professional services rates for adds, moves and changes or project work</li><li>✓ <b>Monthly</b> mailbox item test restores for Microsoft 365 (randomly chosen)</li><li>✓ <b>Monthly</b> file-level test restores for Dropbox Business (randomly chosen)</li><li>✓ <b>Optional OneDrive</b> and SharePoint test restores for Microsoft 365 (randomly chosen)</li><li>✓ <b>Monthly</b> reporting</li><li>✓ <b>Service Level Agreement</b> (SLA) and 6 monthly review of service performance and site documentation</li><li>✓ <b>Guaranteed Return On Investment</b> (ROI)</li></ul>

Probax's Managed Data Protection Service is available as a value add-on to our core data protection solutions - Honeycomb Hot Storage, Honeycomb Cold Storage, Honeycomb Object Storage, Veeam Licensing and SaaS Protection for Microsoft 365 and Dropbox.

Pricing is 20% of the total monthly spend on core data protection solutions and licensing. Minimum service fee \$500/month.



## Veeam Monthly Rental Licensing

Provisioning and renewing Veeam licenses has never been easier. Simply select the type of license required and the number of resources you need protected. Your unique license file is available immediately.

When used with Probax Scout, your licenses will be automatically renewed annually.  
(*Monthly pricing - discounts available for high volume partners*).

Veeam Backup & Replication - Standard	\$3.35	Veeam Availability for Nutanix AHV	\$7.37
Veeam Backup & Replication - Enterprise	\$6.70	Veeam Backup & Replication - AWS	\$7.37
Veeam Backup & Replication - Enterprise Plus	\$7.37	Veeam Backup & Replication - Azure	\$7.37
Veeam Backup & Replication - NAS (500GB)	\$6.70	Veeam Backup & Replication - Google Cloud	\$7.37
Veeam Agent for Windows - Server	\$7.37	Veeam Backup for Microsoft 365 - User	\$1.01
Veeam Agent for Windows - Workstation <sup>1</sup>	\$2.52	Veeam Cloud Connect for Backup	\$3.35
Veeam Agent for Linux	\$7.37	Veeam Cloud Connect for Replication	\$6.70
Veeam Availability Suite - Enterprise	\$7.37	Veeam Cloud Connect for Workstation <sup>2</sup>	\$2.01
Veeam Availability Suite - Enterprise Plus	\$8.71	Veeam Cloud Connect for Server <sup>2</sup>	\$4.69

<sup>1</sup> First 5 licences are FREE (not available for Flex partners)  
<sup>2</sup> FREE when Veeam Agent licences are purchased through Probax (not available for Flex partners)  
MSP Partners can generate quotes for their customers using the Quoting Estimator Tool in Hive, or by contacting their Partner Manager.  
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