

QBS

SOFTWARE

DELIVERY PLATFORM

Create new **revenue** streams

Maximise your **profit** margins

Provide the ultimate **customer** service

with our

MSP-focused software portfolio

www.qbssoftware.com

Axcient

ALTARO

 BitTitan

 Macrium software

 untangle™

thycotic 

censornet.

usecure

 redstor

 perimeter 81

 N-ABLE™

ABOUT QBS

Who we are and what we do?

We are a value-add cloud distributor that works with top SaaS vendors to offer MSPs the best cloud solutions for a diverse and powerful stack.

We supply IT providers, MSPs, SIs and cloud resellers with leading SaaS tools.

Our success is recognised throughout the IT industry, and we're not short of awards. Our success isn't just measured in award wins, it's measured through the hard-working people behind the scenes who always make sure our customers are at the centre of everything we do.



Why QBS Software?

QBS Software is passionate and proactive about driving the value of distribution to vendors and partners. We believe that partners will be more successful if they are enabled, supported and rewarded throughout the sales process. We care, we listen, we deliver. Everything we do is about helping our customers build the most efficient and effective IT ecosystems.



**CLOUD
HOSTED**



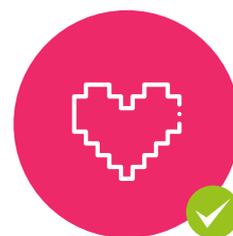
**MULTI
TIERED**



**MULTI
TENANTED**



**MONTHLY
BILLED**



**MSP
FRIENDLY**

ABOUT QBS

We work diligently to identify, advise and represent the best cloud software vendors, immersing ourselves into their products, so that we can act as the bridge between them and the fast-growing IT services industry.



Champions of XaaS

The IT services industry is constantly evolving to meet the demands of the “as a service” economy. We find the tools IT providers need to keep them at the leading edge.



Guided by our community

We work closely with our MSP partners when deciding which products to include in our portfolio, so we know they have the stamp of approval from the industry.



Building traction for vendors

We help vendors who serve the IT services industry create step change growth. We pay focused attention to creating success with carefully planned strategies.

How can we help you?

A partnership that supports your growth

Our partners are an integral part of our expansive ecosystem of IT Providers spanning the UK and Continental Europe, growing and scaling their businesses with cloud technologies.

We've worked hard on expanding our partner programme to build a diverse network of partners equipped with the tools they need to grow their services and business.

Partner benefits...

- ✓ Dedicated IT provider sales specialist
- ✓ Dedicated account manager
- ✓ Partner resource centre
- ✓ Technical product specialist
- ✓ Exclusive discount level
- ✓ First line support
- ✓ Sales & marketing guidance
- ✓ On-demand product training

N-ABLE

Try an RMM built to grow with you

Choose remote monitoring and management that meets you where you are today and scales as your business expands.

Manage, Automate & Troubleshoot

N-able Remote Monitoring & Management (RMM) platform has an easy-to-use, single unified dashboard that is typically up and running in minutes to help provide everything needed to efficiently secure, maintain, and improve all things IT for your customers.

Start fast with N-Able RMM

The difference from day one.

N-able RMM is a cloud-based remote monitoring and management platform that's easy-to-use and scales with you and your customers and is designed to provide easy support and protection from day one.

Get up and running fast with dashboards and alerts, built-in remote access, patching, automation, security features, and more. RMM supports business growth and expansion effortlessly with additional security layers and add-on services.



Get up and running quickly

Easy onboarding, default monitoring templates, and built-in automation scripts and patching policies.



Make automation count

Leverage out-of-the-box automated remediation or let N-able Automation Cookbook get you started.



Easily manage security services

Monitor networks, quickly spotting anomalies or unknown devices. Roll back devices with integrated N-able EDR.



Grow at your own pace

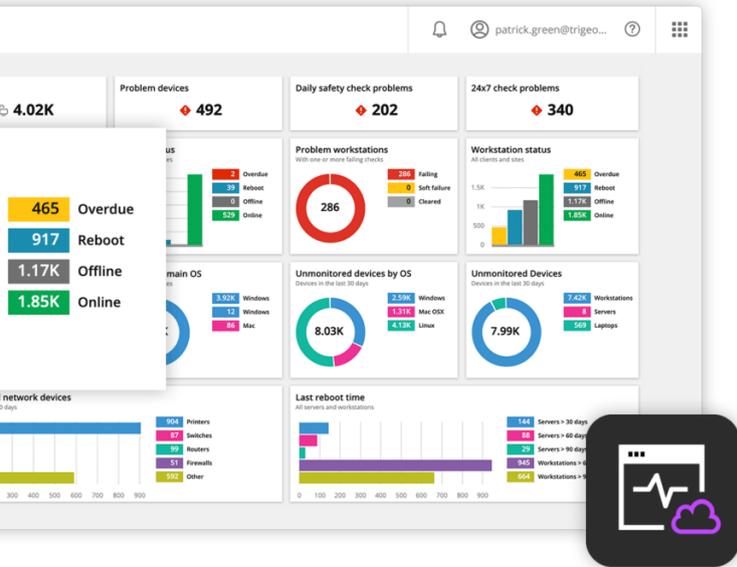
Pay as you go without compromising on your platform. Add solutions to meet your clients' needs.



Flexible Platform

Pay-as-you-grow IT platform that provides the flexibility and scalability to run your business the way you want to.

- » Handle nearly every type of IT environment with ease
- » Use the same RMM dashboard to manage network devices, workstations, servers, patches, antivirus, and backup
- » Preconfigure or bulk-update devices, customer sites
- » Access the powerful remote control and remote troubleshooting facilities from the RMM dashboard
- » Customize to your business needs and your IT environment with PSA integration, personalization, and rich APIs
- » Get more than just a platform tool with unlimited onboarding assistance, free courses, and peer-to-peer community

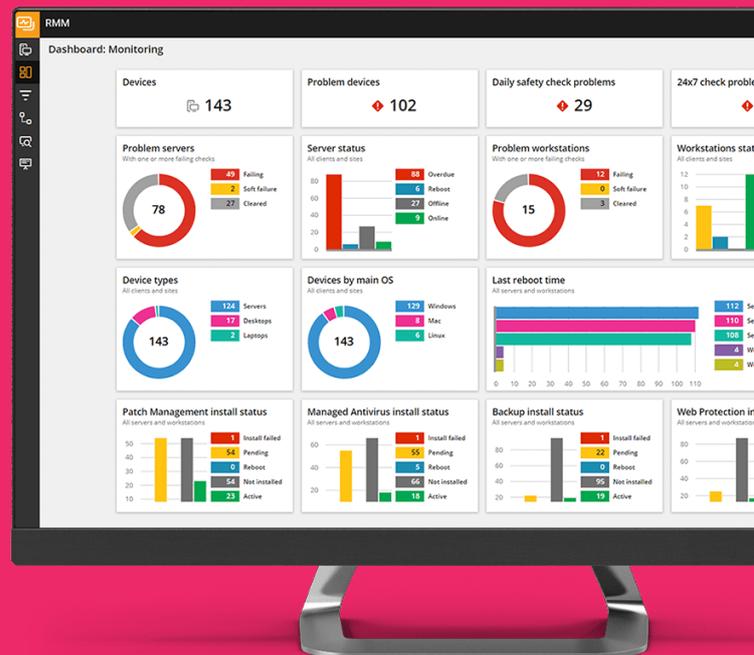


Strong IT Security

Build trust with your customers and help reduce liability with a **strong, layered IT Security** approach.

Go beyond providing just antivirus as your last security bastion! Render data unreadable to authorized users with **disk encryption manager**. Use **web protection** to protect against malware, phishing and spam. Use **risk intelligence** to easily communicate the cost-based risk assessment.

N-able Multilevel dashboard helps to get both a birds-eye view as well an in-depth view of critical metrics.



OUR VENDORS



Next-Gen Firewall

Providing MSPs with a powerful feature set for network security.

Untangle allows IT Service Providers a single solution for multiple network security concerns with a cloud based centralised management console for managing and controlling firewall deployments remotely. Protect your network by blocking malware and other exploits, filter every rogue application and ensure network performance.

[LEARN MORE ABOUT UNTANGLE](#)



ALTARO

Backup & Replication

VM, Office 365 and endpoint backup just got a lot easier.

Altaro is the only MSP friendly solution for all of your backup needs. Made with IT Providers in mind, it recognises that backup is not the end goal - recovery is. As the last line of defence, Altaro products take 15 minutes to set up and will save your clients time, money and serious headaches caused by unexpected data loss.

[LEARN MORE ABOUT ALTARO](#)

OUR VENDORS



Privileged Access Management (PAM)

Discover the power of Secret Server.

Secret Server for MSPs allows you to centrally control privileged account management across multiple customer networks, as well as your own internal systems. Manage multiple databases, software applications, hypervisors, network devices, and security tools, even in large-scale, distributed environments.

Secret Server empowers your security and IT ops teams to secure and manage all types of privileged accounts quickly and easily. Available both on-premises and in the cloud, it's a powerful tool that unburdens IT teams and pays for itself through its many benefits.

[LEARN MORE ABOUT THYCOTIC](#)



usecure

Cyber Security Awareness Training

Learn the ropes, get quick help and become a security pro with this all-in-one training tool.

uSecure is the world's most admin-lite and cost-effective solution for mitigating employee cyber risk and driving secure user behaviour. Human error is the single biggest security threat to a business, with phishing scams resulting in 91% of successful cyber-attacks and malware attacks using social engineering 97% of the time.

[LEARN MORE ABOUT USECURE](#)



censornet.

Email Security (and more!)

Your entire cloud security suite all in one place.

Transform your cloud security with Censornet, the all-in-one platform that takes your organisation beyond events and alerts, and into 24/7 automated attack prevention. Covering email security, web security, CASB and MFA, you can mix and match your chosen products to fit your security needs, with affordable, monthly billing making it even easier to stay safe.

[LEARN MORE ABOUT CENSORNET](#)



Cloud Migration projects with MigrationWiz

Migrate mailboxes, documents and more to Microsoft 365 and Google Workspace - anytime, anywhere.

BitTitan's fully-automated, industry-leading SaaS solution enables IT Service Providers to migrate email and multiple workloads from a range of sources and destinations, reducing the complexity of cloud migrations.

[LEARN MORE ABOUT BITTITAN](#)

OUR VENDORS



Virtual Private Network (VPN)

Transforming secure access for the remote workforce.

Perimeter 81 is an innovative cloud-hosted VPN that provides your clients with secure access to cloud environments, local networks, and business applications. With 32 datacentres worldwide (incl. London), it offers a non-disruptive zero trust solution that's perfect for remote working.

[LEARN MORE ABOUT PERIMETER 81](#)



Endpoint Backup

Trusted by more than 7 million users worldwide.

Macrium Software provides comprehensive backup and DR solutions for home or businesses which are used worldwide to protect valuable data and operating systems. Using advanced disk imaging technology, Macrium solutions provide fast, reliable and easily recoverable images. With many millions of users worldwide, Macrium is a trusted and reliable solution for all data protection needs.

[LEARN MORE ABOUT MACRIUM](#)

OUR VENDORS



Remote Monitoring

Monitor and remediate with power and simplicity.

NinjaRMM allows you to manage workstations, servers, virtual machines and network infrastructure, SNMP and cloud resources with 360-degree monitoring and alerting. Our remote monitoring solution also allows you to automate your patch management and scripts. Get full visibility on system health and security metrics too with actionable reporting.

[LEARN MORE ABOUT NINJARM](#)



Axcient

Backup & Disaster Recovery

Protect, backup and restore critical Office 365 data.

Axcient offers the industry's only chain-free solution with powerful image-based backup and data protection for IT Service Providers that need reliable continuity, all from a single management console. Highly resilient and disaster proof datacentres, providing 99.999% reliability with multi-level physical and virtual security.

[LEARN MORE ABOUT AXCIENT](#)

OUR VENDORS



Endpoint Protection

Ultimate malware protection through machine learning and behavioural heuristics.

Webroot provides the ultimate malware protection through machine learning, protecting across email, browsers, files, URLs, ads, apps, and more in real time using multi-vector endpoint protection and behavioural heuristics to identify and protect against never-before-seen threats. Stop attacks that take advantage of poor user awareness, not just those that target device vulnerabilities.

[LEARN MORE ABOUT WEBROOT](#)



Backup & Disaster Recovery

Redefining cloud data management.

Redstor is redefining cloud data management, providing next-generation data management for IT Service Providers. Offering backup, DR, archiving and global search to provide customers with a unified view of their data, wherever it's stored.

[LEARN MORE ABOUT REDSTOR](#)

Recent QBS achievements



2021 SOFTWARE & SERVICES
DISTRIBUTOR OF THE YEAR

CRN
TECH IMPACT
AWARDS
WINNER

Sustainable
Distributor/Provider
of the Year



Finalist
2021

THE SCALE UP
BUSINESS OF THE YEAR



Finalist
2021

LLOYDS MID MARKET
BUSINESS OF THE YEAR



CLOUD
DISTRIBUTOR
OF THE YEAR
FINALIST

COMMSBUSINESS
AWARDS
2020
FINALIST



CLOUD
DISTRIBUTOR
OF THE YEAR
FINALIST



SECURITY
DISTRIBUTOR
OF THE YEAR
FINALIST

QBS

SOFTWARE

DELIVERY PLATFORM



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