

# “Dr. Cloud” Unlocks New Revenue Stream with KineticCloud™ Backup



**Mike L. Chase aka “Dr.Cloud”**  
CEO of tamCloud, Co-Founder  
& Former CTO of dinCloud.com,  
Virtual CIO of GTCCloud.com

## Problem

Large and small companies alike need to back up branch offices, remote offices and mobile employees. Bandwidth and budget constraints do not allow for replication of data back to the central office, and managing tape backup has become far too resource-intensive.

## Solution

Cloud backup is the most effective and economic way to resolve the ROBO (Remote Office/Branch Office) challenge. However, the more data you protect, the more the recovery times become inflated.

Mike L. Chase, tamCloud’s CEO, leveraged KineticCloud™’s hybrid backup technology to not only permanently solve this problem for his customers, but to also unlock a new, recurring revenue stream that ties his customers even closer to tamCloud.

## tamCloud’s Value Add

The KineticCloud™ Backup for Servers software integrates natively, enabling hot backup of applications such as MS Exchange (full & brick level), MS SQL, Hyper-V and VMware at the VM level using the latest APIs. Mr. Chase keeps a copy of this data at the SSAE 16 certified KineticCloud™ for redundancy, and another copy in his datacenters. Customers with VPN access to tamCloud’s datacenters now have a cost-effective, hot failover option for their ROBO environments, giving them complete data security and rapid recovery times.

Get started today, visit [KineticD.com/Partners](http://KineticD.com/Partners)