

QBS

SOFTWARE

DELIVERY PLATFORM

Empowering Partners to Enhance their Procurement Process

Minimise fulfilment expense,
drive growth, and access the
entire market place

qbssoftware.com/msps

ARISTA

 AUTOMOX

Axcient

censornet

Delinea

DNSFilter

foxit

GFI Software

 KEEPER


 HOSTINGER SECURITY

 Macrium Software

 N-ABLE

 nitro

 perimeter 81

 redstor

ShareGate:

 TeamViewer

 UseSecure

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. With nearly 37-years' experience and over 60 licensing specialists, QBS is well positioned to optimise your software procurement process.

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?

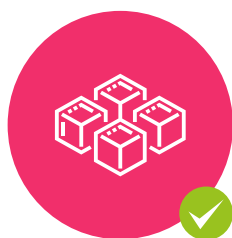
QBS Software is passionate and proactive about driving the value of distribution to vendors and partners. We believe that partners will be more successful if they are enabled, supported and rewarded throughout the sales process. We care, we listen, we deliver. Everything we do is about helping our customers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



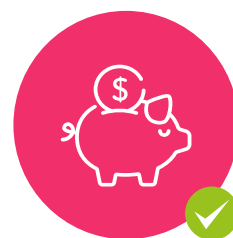
**CLOUD
HOSTED**



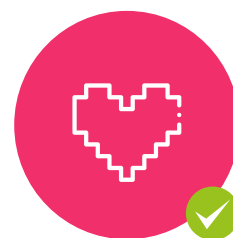
**MULTI
TIERED**



**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

ARISTA

Protect and Connect Your Entire Network

Everything you need in a single platform with Edge Threat Management.

Edge Threat Management provides IT teams with the ability to ensure protection, monitoring and control for all devices, applications, and events, enforcing a consistent security posture across the entire digital attack surface—putting IT back in control of dispersed networks, hybrid cloud environments, and IoT and mobile devices.

[LEARN MORE ABOUT ARISTA](#)



Patch, Deploy, Configure on any OS

Transforming the world of IT operations.

Automox was founded in 2015 to pursue a disruptive new vision: give IT operations teams the ability to act quickly and easily across all their endpoints. With Automox, IT admins have a recognizable impact on company success - and sleep better at night.

[LEARN MORE ABOUT AUTOMOX](#)

OUR VENDORS



Email & Collaboration Security

The #1 solution for Cloud Email and Collaboration Security.

Avanan is powered by True AI, trained on comprehensive data sets to stop the most sophisticated phishing attacks before they reach the inbox.

[LEARN MORE ABOUT AVANAN](#)



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

Delinea

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 DELINEA](#)



DNSFilter

AI Optimised DNS Filtering

DNSFilter provides industry-leading DNS threat protection and content filtering.

Threat protection and content filtering should be easy. DNSFilter makes it simple to deploy an enterprise content filtering solution at an affordable price. Your customers can be up and running in minutes, without any contracts or commitments.

[LEARN MORE ABOUT DNS FILTER](#)

OUR VENDORS



PDF and eSign Solutions Done the Right Way

Market leading and innovative PDF products and services, helping knowledge workers to increase their productivity.

Foxit is a leading provider of innovative PDF Editor and eSignature products and services, helping knowledge workers to increase their productivity and do more with documents.

Foxit delivers easy to use desktop software, mobile apps, and cloud services to allow users to create, edit, fill, and sign documents through their PDF Editor and eSign offerings.

[LEARN MORE ABOUT FOXIT](#)



The Leader in IT Tools for the SMB Marketplace

GFI makes managing your networks, security, and communication easier.

Rather than design products for large enterprises and adjust them to meet the needs of smaller entities, GFI Software develops enterprise-quality solutions specifically for small to medium-sized businesses (SMB).

Over 40,000 customers choose GFI solutions for security, collaboration, and network management applications. GFI products provide the needed functionality to address everyday IT issues. The software is easy to download, install and configure.

[LEARN MORE ABOUT GFI](#)



OUR VENDORS



Zero Trust Privilege Access Management

One powerful platform that protects every user on every device.

Keeper prevents data breaches and password-related cyberattacks through comprehensive password management. Admins can enforce strong, unique passwords along with MFA, regulate role-based policies to prevent data breaches, minimize helpdesk tickets and meet compliance standards. Keeper is an easy-to-adopt application that protects passwords and other sensitive information through a zero-knowledge, zero-trust security platform. Organizations of all sizes trust Keeper to reduce the risk of password-related cyberattacks and to simplify password management and sharing.

[LEARN MORE ABOUT KEEPER SECURITY](#)



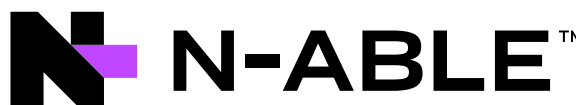
Endpoint Backup

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



RMM built to grow with you

Remote monitoring and management solution that meets you where you are today and scales as your business expands.

N-able empowers managed services providers (MSPs) to help small and medium enterprises navigate the digital evolution. With a flexible technology platform and powerful integrations, we make it easy for MSPs to monitor, manage, and protect their end customer systems, data, and networks. Our growing portfolio of security, automation, and backup and recovery solutions is built for IT services management professionals. N-able simplifies complex ecosystems and enables customers to solve their most pressing challenges.



[LEARN MORE ABOUT N-ABLE](#)



Powerful and affordable PDF and eSignature solutions

Workflows made easy - legally compliant, affordable, high-trust software with integrated identity check.

Whether teams are working with contracts, forms, spreadsheets, blueprints, or beyond, Nitro gives to organisations the tools to simplify PDF editing and eSigning.

[LEARN MORE ABOUT NITRO](#)

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](#)



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](#)





ShareGate:

ShareGate makes Microsoft 365 admin jobs easy

With ShareGate customers can migrate, govern, and future-proof their SharePoint and Microsoft Teams environments with best practices in place.

Microsoft 365, the way it should be. From big migrations to everyday Teams and SharePoint operations. ShareGate is the out-of-the-box management solution for Microsoft 365 that just works.

Trusted by over 75,000 IT admins in over 100 countries, ShareGate turns M365 into the collaborative and secure environment it should be.

[LEARN MORE ABOUT SHAREGATE](#)



Trusted remote access, control and support software

The widest array of features in the world of remote desktop access, support, and collaboration.

Whether there is a need to maintain a lifeline to the office while traveling, reduce travel and costs associated with in-person support, or work closely with remote team members, TeamViewer offers incredible features that can catapult a company's productivity and increase customer satisfaction. TeamViewer is constantly innovating and adding new functionality.

[LEARN MORE ABOUT TEAMVIEWER](#)



OUR VENDORS



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](#)

WEBROOT
Smarter Cybersecurity

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](#)



Recent QBS achievements



QBS
SOFTWARE
DELIVERY PLATFORM



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