

Our Mission

Connecting and empowering people through innovative technologies to improve our world.

Practice

Multi-Cloud Infrastructure, Business Resilience, Intelligence & Insight

Employees

120+

Headquarters

Ann Arbor, MI

Industry Focus

Healthcare, Financial Services, SaaS, Manufacturing, Insurance & Transportation

Regional Coverage

Global

Awards

- CRN Solution Provider 500
- CRN Managed Solution Provider 500
- Channel Futures MSP 501
- Channel Insider Top 250 Hybrid Solutions Providers
- TMC Cloud Computing Backup & DR

Partner Manager

channelteam@otava.com

OTAVA® delivers secure and compliant multi-cloud solutions with a personal touch. Our extensive profile is powered by world-class technology partners, backed with expert intelligence, and tailored to help businesses and service providers achieve their individual goals while protecting mission-critical data. OTAVA empowers its clients with everything they need to thrive in the cloud.

What Makes Us Different

- Cloud compliance and security are built into our people, processes, and technologies
- First HIPAA compliant cloud hosting provider in the United States
- Expertise in security frameworks and regulations including HIPAA, HITECH, HITRUST, SSAE18, SOC 1,2,3, PCI-DSS, and ISO 27001
- 24/7 Customer Support
- **Multi-Cloud Infrastructure:** Managed Public Cloud, OTAVA® Cloud, Managed Network, VDI, Colocation
- **Business Resilience:** DRaaS, BaaS, DPaaS, MSSP, Network Security, Endpoint Protection
- **Intelligence & Insight:** ProServ, Digital Transformation Strategy, Workload Assessments & Placement, Migration Services, Managed Services

Clientele Sweet Spot

Small Enterprise Businesses

We enable these companies with limited staff and resources to scale rapidly and reduce time to market.

Reference Clients: Accumulation Technologies

Medium-sized Businesses

We provide guidance and support by offloading storage management and cloud services, so these companies can focus on other projects.

Reference Clients: Gallagher Kaiser, MDwise, Hill Country Tech Guys, Progressive Data Services

Industry Focus

Healthcare: Security-focused with a need to enforce regulatory compliance. Eliminate data silos and streamline IT to make patient care easier.

Finserve: Data availability and security are paramount. Must keep up with a swiftly-changing regulatory environment while remaining very competitive.

Fintech: As self-serve apps become more and more prevalent, providers need performance, guaranteed security, and data availability with low latency.

Manufacturing: Typically, slower to innovate, manufacturers want proven solutions to help them connect the shop floor to the top floor and better manage supply and production issues.

SaaS: Need easy access to data along with cutting-edge app development environments. Speed is important for reliably delivering content and data with very low latency.

Featured Clients



Secure & Compliant Multi-Cloud Solutions



Elevator Pitch

At OTAVA, we bridge the gap between humans and data, platforms and services, syncing them in perfect harmony to achieve extraordinary results by delivering a hybrid cloud approach.

Solution Overview

Our cloud and security solutions keep your mission-critical data and systems safe and protected.

Benefits Statement

We specialize in compliant-sensitive industries for organizations of all sizes, helping to overcome each unique challenge that stands in their way. No matter what field you're in, our portfolio of compliant, people-orchestrated solutions and services is designed to simplify and accelerate your cloud transformation journey.

Qualifying Questions

- What challenges or pain points are currently experiencing with your IT infrastructure or cloud services?
- Have you verified if you have requirements to ensure your sensitive data is secure and compliant?
- What are the business drivers for considering a move to the cloud currently?
- How important is scalability and flexibility for your business when it comes to IT solutions?
- How long would it take you to recover your machines and data in the event of an outage/attack?
- What is your business continuity plan if you are subject to a ransomware attack?
- How are you protecting your sensitive data in the cloud today?

Target Audiences

Industry Focuses: Healthcare, Financial Services, SaaS, Manufacturing, Insurance, Transportation, Legal

Buyer Job Roles: Chief Information Officer, Chief Technology Officer, Chief Compliance Officer, Chief Security Officer, CISO, Chief Operating Officer, Chief Financial Officer

Best Way to Engage: OTAVA provides an "express lane to Cloud Managed Services". Many times, when a customer is not growing workloads in the cloud or, has concerns with what they already have in place it is because security and compliance is slowing them down. Engage clients by discussing lack of staff and resources and difficulty maintaining compliance.

Common Objectives

Aren't all clouds the same? What makes you different?

OTAVA believes your journey to the cloud shouldn't be solo. Instead of looking only at tech specs and figuring it out on your own, a partnership with our team enables you to get expert knowledge and insight about which technology will work best for your needs.

I need the cheapest option.

Hard costs are only part of the picture. What is the cost of downtime or lost revenue due to an incompatible environment or having to figure it out on your own? OTAVA can help set you up for success in a way that not only will maximize your hard costs but also ensure your company will operate at optimum efficiency.

Incentives

- Partner Spiiffs
- Every deal sold with a 3-year agreement = \$1xMRR spiff
- Partner Profitability
- Make guaranteed margin when selling OTAVA's solutions to your customers.



Allies in Innovation



FORTINET



NetApp



Contact Us

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