

Data management solutions provider AvePoint joins the rhipe vendor portfolio

APAC's leading distributor of cloud solutions and services, rhipe (ASX: RHP), has announced its appointment as an APAC distributor for AvePoint, Inc, a Microsoft 365 data management and security solutions provider.

AvePoint provides innovative migration, cloud management, security and backup software. It aims to be the go-to SaaS platform provider for the Microsoft 365 channel, to help Managed Service Provider (MSP) partners better serve their customers with secure collaboration solutions. A five-time winner of the Microsoft Partner of the Year award, the AvePoint cloud platform is certified against leading security accreditations and boasts one of the largest Software as a Service (SaaS) customer bases in the Microsoft 365 ecosystem.

Dominic O'Hanlon, CEO of rhipe said, "rhipe's expertise is in providing our partners with a comprehensive portfolio of vendor products to help them provide differentiated service offerings to their customers. With AvePoint joining the rhipe portfolio, we are further strengthening the offerings we provide, centred around Microsoft's product stack. We are pleased to welcome AvePoint as a rhipe vendor."

Through this partnership, AvePoint's Elements Product Suite will be sold through the rhipe channel. The suite includes AvePoint Cloud Backup (for Microsoft 365, Dynamics 365 and Salesforce) and FLY Cloud Migration, which helps companies migrate files from legacy systems to a secured SharePoint or Microsoft 365 environment. The Elements Product Suite also includes the AvePoint Policies and Insights (PI), which enables secure collaboration systems for customers.

"Since our initial investment in the channel a few years ago, AvePoint has continued to build critical distributor and partner relationships to expand our global presence," said Jason Beal, SVP Global Channel and Partner Ecosystems at AvePoint. "We see a huge opportunity with rhipe to not only accelerate our expansion in APAC, but also to help rhipe scale its own business, through the addition of our highly coveted solutions."

Scott Sacket, SVP Business Development and Channel at AvePoint said, "One of the most significant megatrends we are seeing is the shift to cloud-based solutions, with so many workforces continuing to work remotely. This change is shaping the landscape of our partner's organisations and the future of businesses globally. We are focused on delivering the latest products and solutions to help our MSP partners accelerate their cloud journey and that of their customers."

Founded in 2001 and headquartered in Jersey City, New Jersey, AvePoint's full suite of data management solutions for Microsoft 365 is hosted across 13 datacentres globally.

AvePoint joins other vendors that have recently joined the rhipe portfolio, including Zoom, Access4, Runecast, Octopus Cloud and Nerdio.

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