dreeze

PARTNER BRIEF

PARTNER WITH DREEZE.

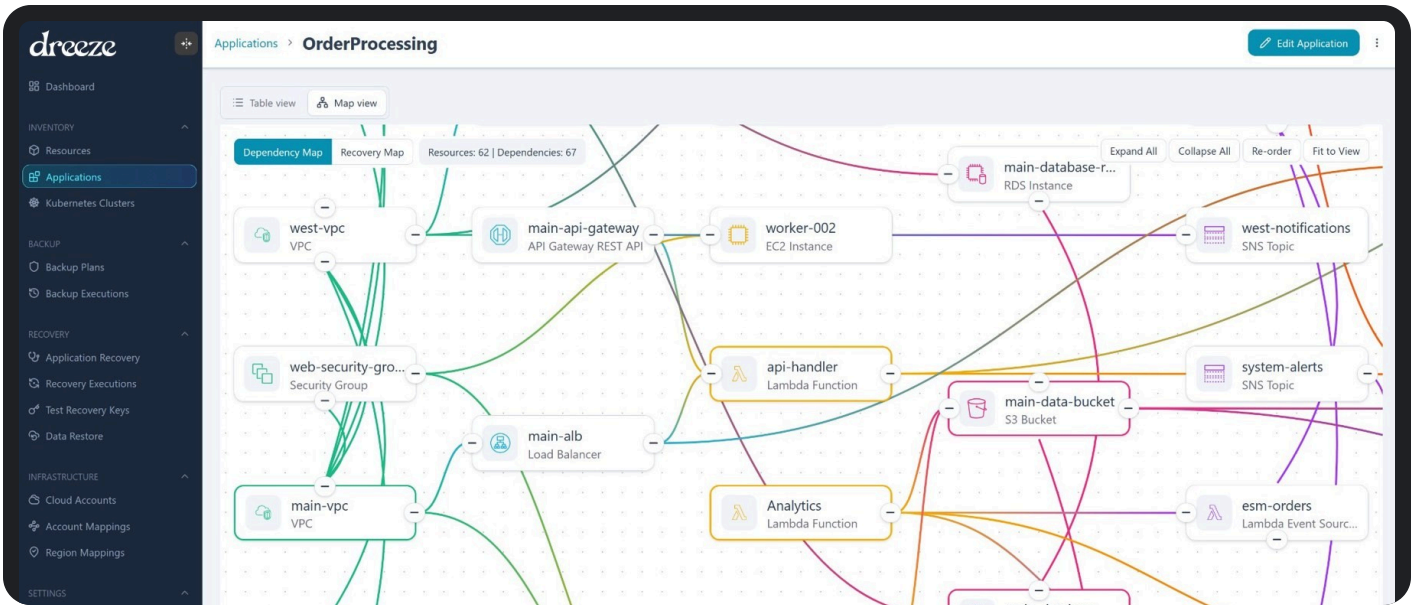
Your customers already back up their cloud data. Sell them a way to bring whole applications back, and wrap your own services around every deployment.

THE OPPORTUNITY

Your enterprise customers run production in the public cloud, but few can bring a whole application back after a cyberattack, a bad config change, or an AI agent gone rogue, and almost none can prove it works before they need it. Dreeze closes that gap, which gives you a new reason to call every cloud-heavy account you have.

WHAT YOU'RE SELLING

- Cloud-native backup & recovery for the hundreds of interconnected resources in AWS and Azure
- Recovery of the whole application, not just its data, rebuilt in the right dependency order
- Every resource mapped to the app it serves, with no tagging or IaC required
- Validated recovery tests that bring the whole app back without disrupting production
- 100% SaaS, API-first, MCP-ready, with customer data kept in the customer's own tenant



WHO IT'S FOR

Companies	Mid-market and large enterprises running 20%+ of production in AWS or Azure
Buyers	Cloud I&O, backup and DR teams, platform engineering and SRE, plus security leaders when cyber recovery is the driver
Industries	Banking and financial services, manufacturing, healthcare and biotech, and other highly regulated or complex industries
Where to start	Accounts that back up their cloud data but have never tested a full application recovery

BUILT TO BE EASY TO SELL

We only sell through partners.

Every Dreeze deal goes through a partner. We won't compete with you for your customers.

YOUR DEALS ARE PROTECTED

Register an opportunity and you're the partner of record. The first valid registration wins and is protected from other partners. No territories either, so you can pursue any account or opportunity.

RENEWALS STAY YOURS

You keep the renewal for as long as the customer relationship is active, on the same terms. Pricing is usage-based, so a healthy account grows every year, and overage earns the same margin as the original deal.

TRANSACT YOUR WAY

Invoice the customer directly, or sell through an AWS Marketplace Channel Partner Private Offer and let the customer buy on their existing cloud bill. Same margin and the same protection either way.

WE HANDLE SUPPORT

Dreeze owns 100% of post-deployment technical support, and you get a direct line to engineering during your sales cycles.

LET'S TALK ABOUT WHAT DREEZE CAN DO FOR YOUR PRACTICE.

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dreeze.com →

