



YOUR NEXT-GEN
VALUE-ADDED
cloud distributor

interworks.cloud is established as a leading value-added cloud distributor in Southeastern Europe

Since our inception, we've been leading the way in the cloud transformation, by offering innovative solutions, building honest and transparent partnerships, and providing exceptional support. Our commitment is to provide a distinctive partner service experience, propelling thousands of companies across Greece, Malta, Cyprus, Bulgaria, and beyond into the next-gen cloud era.

We are counting many partnerships with leading Software Vendors, such as Microsoft, Acronis, Google, NinjaOne SaaS Backup, Malwarebytes, AnyDesk, Impossible Cloud, BDRShield, Nord Security, Blackwall and others, and a robust network of more than 500 Cloud Resellers, VARs & MSPs.

interworks.cloud is an accredited Microsoft Solutions Partner, the first certified Acronis Training Center in SE Europe, and a certified provider for all its vendors, ensuring excellence across all our offerings and providing unparalleled 24/7 partner support.

On top of that, we provide our own Cloud Services - such as Cloud Servers, Backup & Disaster Recovery – as well as Support & Managed Backup/DR and Security Services that enable partners to offer tech support and cyber threats protection to their customers. In addition, our partners can use automation tools at the enterprise level for ordering, billing, provisioning, and subscription management to reduce operational complexity, costs, and risk.

Here, we adopt a partner-centric strategy, emphasizing on their empowerment and growth by establishing solid relationships and recognizing their individual needs!

Our portfolio

We provide a comprehensive cloud-based solution stack that covers all the main categories with an emphasis on business productivity, security & business continuity, infrastructure, managed security services, and self-service capabilities for end customers that are essential for our SMB mid-market target segment.

Our team's main goal is to simplify your life. That's why we have selected the very best cloud products and services, and we assure you that we will continue to do so. This way, you can be your customers' reliable IT advisor, ensuring that you're adding value to their business by providing them with the best essential solutions to support their operation.

Business Productivity

Microsoft 365
Google Workspace
Microsoft Copilot
AnyDesk

Security & Business Continuity

Acronis Cyber Protect Cloud
ThreatDown by Malwarebytes
NinjaOne SaaS Backup
Microsoft Defender
BDRShield
Nord Security
Blackwall

Infrastructure

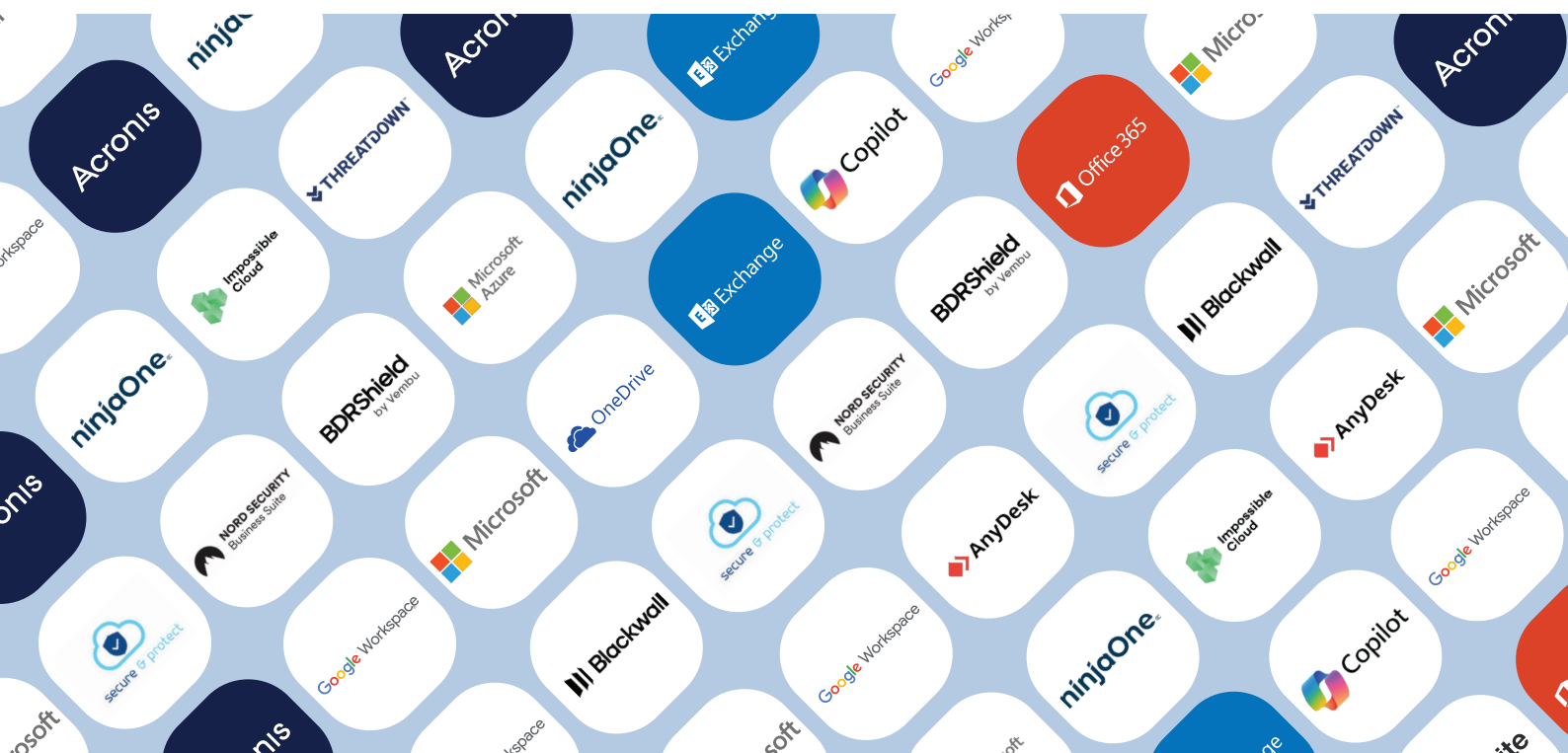
interworks.cloud Virtual Servers
Microsoft Azure
Microsoft Software Subscriptions
Impossible Cloud Storage

Managed Solutions

interworks.cloud Secure & Protect

Value Added Services

Support Plans
Self-service management portal



interworks.cloud Marketplace

With our cloud marketplace, you can easily order and manage cloud services for your customers anytime, even on the go on a Saturday night.

A tool that gives you an easy and user-friendly overview of your business performance with relevant statistics such as metrics, KPIs, and other pertinent data.

The interworks.cloud Marketplace provides you with a comprehensive business productivity-enhancing dashboard while you retain your focus on running your business more effectively.

BENEFIT FROM

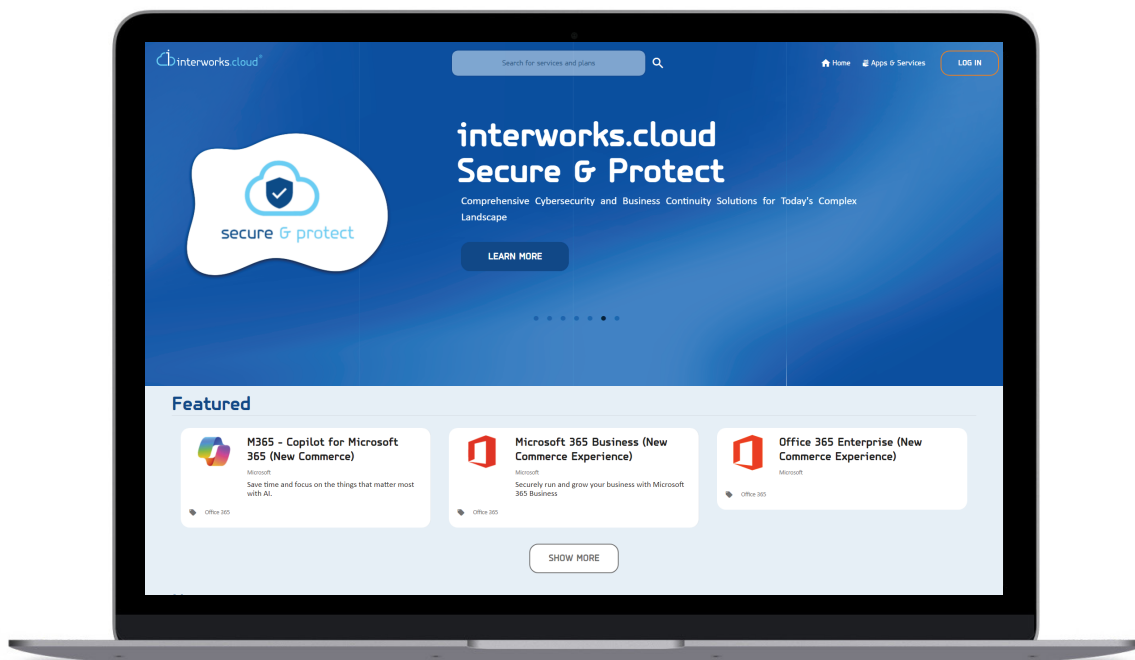
Reseller Dashboard

Automatic ordering and provisioning

Subscription Management

Automatic Billing

Ticketing



Self-service Management Portal

Introducing new e-commerce capabilities for cloud resellers

As a reseller of interworks.cloud, you can now benefit from our platform, providing you with the capability to launch your own labeled Self-Service Management Portal for your existing customers that can be extended to an almost full-blown e-commerce site for attracting new ones. Through the provided management capabilities, you will also be able to check and manage end-customer subscriptions, automate order placement and cloud services delivery, as well as easily update product catalog and pricing. Moreover, you will benefit from a powerful and SEO-ready portal that can be easily connected to your own URL and your Google Analytics account!

Want more? Join us and use the Self-service management portal functionality we offer and increase your monthly revenue, expand your sales network, and maximize your competitive advantage!

The screenshot displays the Self-service Management Portal interface. At the top, there's a header with a company logo and name. Below this, a 'Vendor Statistics' section shows three metrics: All Products (737), Listed Products (428), and Unlisted Products (309). The main section is titled 'Categories' and includes a search bar and a list of product categories. The 'Microsoft' category is selected, showing a list of products. The table below lists four products, each with a checkbox, description, category, sub-category, product group, purchase price, billing cycle, and actions.

☐	Description	Category	Sub-Category	Product Group	Purchase Price	Billing Cycle	Actions
☐	D365 - Dynamics 365 Sales Enterprise Edition Device (New Commerce)	Microsoft	Microsoft NCE	Dynamics 365 Sales (New Commerce)	1,465,56 € / Annually	Monthly, Annually, Three Years	...
☐	D365 - Dynamics 365 Sales Professional (New Commerce)	Microsoft	Microsoft NCE	Dynamics 365 Sales (New Commerce)	656,64 € / Annually	Monthly, Annually, Three Years	...
☐	D365 - Dynamics 365 Sales Premium (New Commerce)	Microsoft	Microsoft NCE	Dynamics 365 Sales (New Commerce)	1,365,12 € / Annually	Monthly, Annually	...
☐	SQL Server 2017 Enterprise - 2 Core License Pack - 1 year	Microsoft	Software Subscriptions	SQL Server Software Subscriptions	6,238,05 € / Annually	Annually	...

Current page: 1 showing: 1 - 4 from 4

Our partner ecosystem

Our partner ecosystem consists of 500+ partners of various types - Cloud Resellers, VARs, MSPs- across Greece, Malta, Cyprus, Bulgaria, and beyond!

With a fully partner-centric culture, we give to our partners all the support they need to become market leaders, equipping them with value-added services, business strategies, and go-to-market know-how!

Join us to a next-gen cloud landscape!

WHY PARTNER UP

Simplified Partner cloud operations

- ✓ **Streamlined Operations:** Enterprise-level automation tools for ordering, billing, provisioning, and subscription management to reduce operational complexity, costs, and risk
- ✓ **Minimize Billing Errors:** Enable partner to integrate with leading ERPs, Accounting Software to eliminate invoicing errors and operational waste
- ✓ **Innovative Platform:** A user-friendly, scalable platform that simplifies the cloud distribution process end-to-end

Best in class Expertise

- ✓ **Cloud-first:** We have unique specialization in the cloud distribution business
- ✓ **Comprehensive Cloud Portfolio:** Broad and diverse cloud portfolio including IaaS, SaaS, and Managed Security Services from leading global vendors to niche players
- ✓ **Dedicated Support and Training:** Unmatched 24/7 partner support and consistent partner training, offering personalized assistance and educational resources

Business Productivity and Security focus

- ✓ **Microsoft Deep Expertise in Modern Office and Azure**
- ✓ **Infrastructure Focus** – Optimize costs by utilizing public and private cloud for critical and variable workloads
- ✓ **Security focus** – Offer security solutions to help our partners secure and protect customer data
- ✓ **Compliance expertise** - Assist partners with navigating the increasingly complex regulatory landscape.

Partner Enablement & Growth

- ✓ **Relationship-Based Approach** - Prioritizes building strong relationships with partners and understanding their personalized needs
- ✓ **Dedicated Partner Account and Success Managers** – Provide exclusive consulting and marketing development funds to support partner growth
- ✓ **Managed Support & Security Services** – Enable partners to offer tech support and data protection from cyber threats to their customers

Connect with our cloud specialists
and become a part of a next-gen
cloud era!

Contact us at distribution@interworks.cloud or
visit resellers.interworks.cloud

