



Pydio Reaches Out to UK Channel Partners

Great Open Source Value-Add with Healthy Margin Opportunities

Paris/London, 3rd of May, 2017 - [Pydio](#), the most popular, open source file sharing & sync solution is looking to strengthen its UK partner network: offering a new, low risk source of value-add and revenue, in a market suffering ever-shrinking margins.

The company is looking for partners such as Storage Resellers/VARs, System Integrators, Managed Service & Infrastructure Providers and Consultants, with experience across one or more fields of storage and data management technologies.

“As the market moves faster towards commoditised storage, open source and cloud-based storage, channel margins are suffering. Even the incumbent proprietary storage vendors are axing prices and margins to compete,” comments David Gillard, Pydio CEO. “Pydio offers a near-risk-free way for channel partners to turn commodity storage into a sophisticated file sharing solution, delivering added customer value with the potential to earn extra margins. And as data protection regulations increase, the many companies that have relied on consumer-focus online solutions such as DropBox and Google Drive, will need to switch to Enterprise-grade alternatives.”

Pydio works internationally from its base in Paris, France. However, in order to get closer to its UK customer base and extend it, the company wants partners with local expertise and a wide portfolio to address the file sharing and synchronisation market.

Pydio offers customers the most advanced, open source file sharing and synchronisation platform, giving channel partners and service providers the ability to deliver significant value-add to their existing offerings. The company’s flexible support options and Pydio Enterprise Distribution, then gives partners a chance to earn additional commission from upselling customers that require additional features for managing larger numbers of users, maintaining tighter control of company data and delivering reports and audits or regulatory compliance.

The nascent channel programme offers UK partners the ability to negotiate deals on a per-company or per-case basis, giving greater opportunities to those companies committed to selling the solution. Other benefits include marketing and technical support.

“Strengthening our partners programme in the UK channel is an important part of our business growth strategy. Our aim is to reach new customers and help them realise their file sharing and synchronisation goals,” adds David Gillard, Co-founder Pydio.

In the coming months, Pydio will also be expanding its partner network in various other EMEA countries.

About Pydio

[Pydio](#) is the world's largest Open Source file sharing and synchronization focused project for the enterprise. Pydio is a founder's owned company. The Pydio Project delivers a sustainable balance between enterprise customers needs and Open-Source collaborative spirit. Sold in 25 countries, from Cupertino to Singapore, Pydio is used by leading brands such as Nikon, Ion Geophysical, and Guitar Center. Pydio also serves education and government clients such as Cambridge University (UK) and ADEME (France). It currently has over one million downloads.

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