

## arcserve®

### Arcserve Vendor Manager

**Michael Kennedy**

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Supporting Arcserve from Eatontown, NJ



### How Can Michael Help You?

- Assistance with all product/sales questions, connecting with Field Sales Teams, new initiatives, and best sales strategies
- New Partner onboarding process including any limitations
- Navigating and utilizing the Arcserve Partner Portal
- Competitor Battlecard Info to compare against leading competitors
- Any licensing/maintenance or hardware questions
- MSP assistance
- Please reach out today with any other questions or concerns!

*Mike has worked in the B2B channel and IT industry for almost 10 years, most recently having worked as a Microsoft Alliance Manager for Vitalyst. He previously worked as a Channel Account Manager for Targus and TRENDnet after leaving a Sales Support role at SHI where he began his career as a Purchasing Representative. He was born and raised in New Jersey and currently lives in Bridgewater, NJ with his wife and son.*