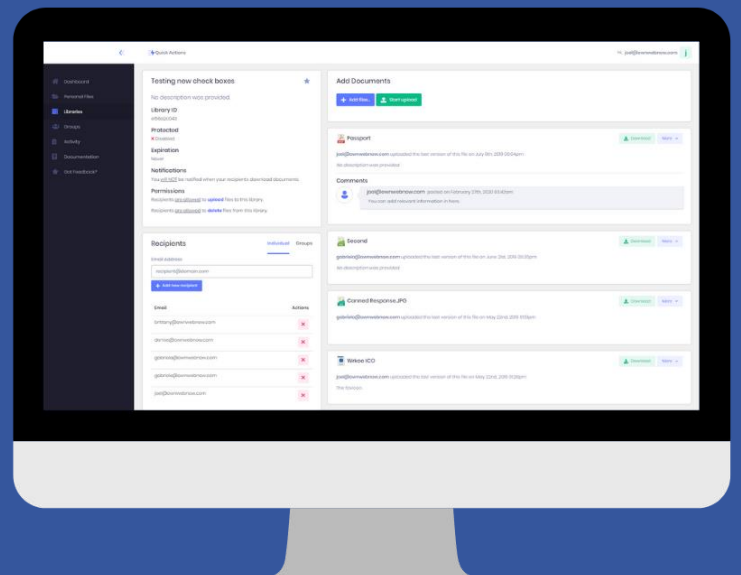# Welcome to the
Web File Server
Starter Kit for SMB Partners

Thank you for choosing us, we're excited to have you.

This kit includes useful information to help you learn about and start selling Web File Server.

How to use your Starter Kit

What's inside?

1 Understanding Web File Server	**3** How to get technically ready
2 How to sell Web File Server	

Sell with confidence

This starter kit was created to help you with the process of selling ExchangeDefender services and products. The information here is designed to help you get started, and to provide you with helpful links to key details for when you are ready to become an expert.

Pre-Sales

Get the key facts

1 Figure out what makes up Web File Server and how it works!

Go deeper for expertise

2 Learn more about the real benefits that secure file sharing can offer your customers.

Understand your selling opportunities

3 Identify how you can sell Web File Server, sell it as an individual solution or as a bundle with another service.

How to sell

Find your target customer

4 Identify customers that need to secure their data, and how you can sell to them. Include links to key sales and marketing docs to support your sale.

Completing the transaction

5 Understand what needs to be done to complete the deal. Navigate to the service manager to start adding new accounts and services.

Deploy

Be a technical expert

6 Navigate to our documentation to find deep technical training and content to prepare yourself to deploy new customers.

ExchangeDefender's Web File Server offers organizations **a secure cloud platform to be able to securely sync, store, and share files**. Designed to provide easy-to-use file sharing that also embraced corporate needs to access control, encryption and content expiration. External client access enables you to have your clients drop off large files directly to your WFS portal. This service is in regulatory compliance and provides full audit reporting of all activity.

How it works

End User

login to **wfs.exchangedefender.com**

1 Upload documents

2 Share files

3 Select Recipients
Recipients will receive an email with webshare link.

Noteworthy features

- User Dashboard
- Customizable Policies
- Password Protect
- Easy Recipient Experience
- Full Reporting

- Unlimited Documents
- No install/ Downloads
- Read Notifications
- Unlimited Libraries
- Revoke Access

- Large file upload limit
- Real-time monitoring
- 256-bit Encryption
- User access control
- Easy to use

Benefits of Web File Server

Real-time, seamless collaboration

A professional document management system provides organizations a central, secure space the manage and share files in real time.

Share sensitive information securely

Our clients comply with data protocols by offering advanced security features like: real-time monitoring for unusual activity, strict user access controls, and two-factor authentication to keep your file sharing safe.

Gives client external access

Give your clients the ability to drop off large files needed to complete a transaction. The files uploaded by your clients are also subject to your preset access controls and tracking/viewing information.

ExchangeDefender is a leading provider in email security solutions to small businesses of 50 employees or less. Web File Server has proven to be most successful in the following sectors: legal, medical, finance, consulting, and real estate.

Identify customers ready for Web File Server

Handles sensitive information

Profile:
- Handles sensitive information daily
- Relies on built-in security from Outlook or Gmail

What to look for:
- Customers that work in healthcare, legal, and real-estate industries.
- Customers who are using just their email

Outlook & Gmail users

Profile:
- Does not use a business-grade file sharing software
- Sends sensitive information daily through email alone

What to look for:
- Customers who want to protect the information they are sharing
- Customers currently using G-suite, and O365

Needs Compliance

Profile:
- Feels that their data is not secure
- Thinks added security could be too complicated
- Knows they are not in compliance

What to look for:
- Customers who are not using any platform to store their important docs
- Customers wanting their email and files to be secure
- Customers concerned about data breaches

Project Managers

Profile:
- Wants to collaborate seamlessly
- Wants their file storage in the cloud
- Wants to manage projects better

What to look for:
- Customers in the legal, real-estate, and healthcare industries
- Customers who are mobile/BYOD
- Customers who use Office 365

Looking for seamless collaboration

Profile:
- Sends tons of confidential emails per day
- Relies on google drive, or other basic cloud storage
- Receives sensitive information from clients via email

What to look for:
- Customers who are looking for a central place to store/share files
- Customers using Microsoft or Gmail
- Customers who work in industries heavy in confidential data like healthcare, legal, and finance.

Useful links

[Web File Server Product Page](#)

[Web File Server Data sheet](#)

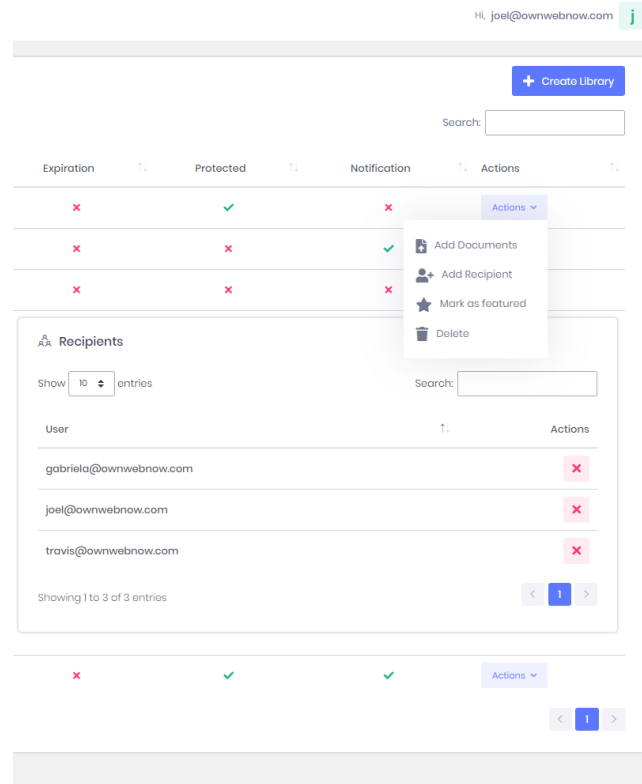[Complimentary Branding Request](#)

[ExchangeDefender Blog](#)

We want to make sure that you are well-equipped to deploy and manage Web File Server with ease. There are some great guides available for you to learn, and to train your technical staff.

How to deploy Web File Server

Deploying Web File Server is really easy since we designed it to be a software service supported by the cloud. After adding a new user account in the Service Manager located inside the Support portal (support.exchangedefender.com), the user will be able to login into their Web File Server dashboard. They will be able to immediately start storing documents, setting policies, and sharing files securely at wfs.exchangedefender.com.

Upload Files & Create Libraries

Adding documents is simple, just click on **+ Add files** and select which files you want to upload from your computer or mobile device. You can select multiple files or drag and drop them on the screen if your browser supports it. After you have selected all the files you wish to upload, click on Start Upload**. Creating a new library** to host your uploads is a breeze, simply click Libraries, and select the Create Library button. you just need to provide the Title, Description, Email address(es) of people that will have access and just add files.

Partner support for Web File Server

All ExchangeDefender services come equipped with access to our support portal. Inside the portal you'll find our service manager, updated knowledgebase, and our NOC center for service checkups. You have the ability to submit a ticket with any technical questions or service issues you may have.

Useful links for technical questions

Service Descriptions

Looking for answers to a complex question about Web File Server? Visit our features page that has all features and capabilities of the service.

Deployment / Management Guide

Take advantage of our deployment guide to properly deploy and manage the service. You can use the same documentation for end users.