



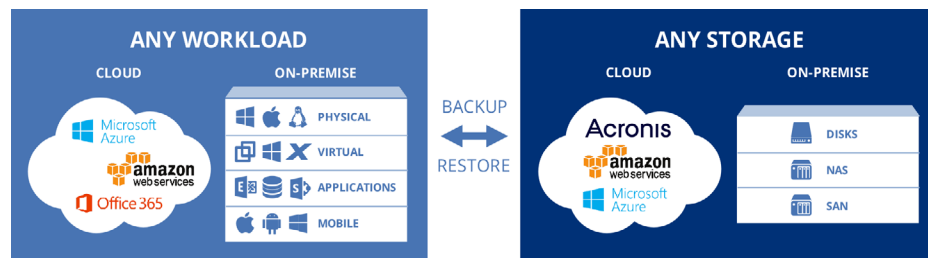
Acronis Backup Cloud

A Hybrid Cloud Backup Solution for Service Providers

Thousands of service providers — from small to large — succeed by selling an award-winning backup-as-a-service solution that supports more than 20 platforms. Acronis Backup Cloud protects any virtual, physical, and cloud environment, and lets you quickly realize incremental revenues with zero upfront costs and a pay-as-you-go business model.

PROTECT ANY WORKLOAD, BACKUP TO ANY STORAGE

You, as a service provider, need to support an increasing number of use cases to retain customers and expand your Total Addressable Market (TAM). Acronis Backup Cloud provides you with tools and options to protect any device in any location by backing up to any storage and recovering to any platform.



EXACT FIT FOR YOUR BUSINESS

Control Your Deployment

- Acronis-Hosted (turnkey SaaS solution)
- Hybrid Cloud (cloud storage hosted by service provider)
- Service Provider-Hosted (private-cloud)

Control Your Licensing

- Supports both pay-as-you-go and pre-paid models
- Supports hard and soft quotas
- Offers per-GB or per-seat/per-device licenses

Control Your Packaging

- White label the backup service
- Control the availability of specific features
- Set quotas for specific accounts and groups

Control Your Technology Model

- Includes a set of pre-built integrations with popular RMM and PSA systems
- Offers cloud automation using RESTful management API

**PARTNER WITH
ACRONIS, A GLOBAL
LEADER IN HYBRID
CLOUD DATA
PROTECTION**

50,000+
partners

500,000+
business customers

5,000,000+
consumer customers

5,000+
petabytes of data under
Acronis protection

100+
technology patents

200,000+
ransomware attacks
defeated last year

**START SELLING FAST,
GROW WITH EASE**

Zero Up-Front Costs

- Eliminate the need to purchase and install any software or hardware. As a member of the Acronis Service Provider Program, you can start selling backup, disaster recovery or other Acronis services in a matter of hours

Seamless Scalability

- Grow your customer base with a true multi-tier, multi-tenant, cloud architecture
- Meet the dynamic needs of your customers with a 100 percent pay-per-use licensing model

KEY FEATURES

Protection for 20+ platforms

- On-premise, remote, cloud
- Windows®, Linux®, Mac®
- VMware vSphere®, Microsoft Hyper-V®, Citrix XenServer®, Linux KVM, Red Hat® Enterprise Virtualization, and Oracle VM Server
- Amazon EC2®, Azure®
- Office 365®
- Exchange, SQL®, SharePoint®
- Active Directory®
- iPhone®, iPad®, Android®

World's Fastest Recovery

- Granular recovery
- Bare-metal recovery
- Acronis Universal Restore
- Acronis Instant Restore™
- Acronis vmFlashback™
- Virtual host recovery
- Automated recovery
- Any-to-any migration (P2V, V2V, V2P, P2P, P2C, C2C, etc.)

Flexible Storage Options

- Local disks
- NAS, SAN
- Acronis Cloud Storage
- Off-host operations
- 12 data centers worldwide
- Third-party hosted, including Azure, Amazon® S3, IBM Bluemix®

Security Features

- Multi-tenant cloud
- 2048-bit SSL channel encryption
- AES-256 FIPS 140-2 certified data encryption in transit and at rest
- Tier-IV designed, SSAE-16 certified data centers provided by Acronis
- Network based login restrictions

Acronis Active Protection™

Protects your customers' data and systems from ransomware attacks by detecting, blocking, and reversing suspicious changes to data, backup files, and the backup agent.

Management and Customization

- Multi-tenant service platform with multiple partner tiers
- Multiple points of custom branding
- Ability to enable/disable specific features for customers
- Granular control over quotas for storage and devices
- Automated backup agent updates from the cloud for easy maintenance

Powerful Integrations

- Natively integrates with Autotask, ConnectWise Automate, ConnectWise Manage, cPanel, Flexiant, HostBill, Kaseya, Odin, Plesk, WHMCS
- Provides integrations settings configuration and status right in the cloud console
- Simplifies integration efforts with RESTful management APIs
- Integrates with APS Cloud Application Standard v2.0/1.2

Unified Cloud Console

- **NEW** Customizable backup operations dashboard and reports
- Easy, centralized administration of all partner and customer accounts
- A single console to manage all services from Acronis
- Already in the Acronis Cloud – zero installation required

Dedicated Technical Support

- Pre-sales and post-sales support for service providers, provided by a designated team of specialists to help you in all stages of the customer lifecycle
- Tier II technical support 24/7/365 free of charge, exclusively for certified Acronis partners

Professional Services

- Acronis Professional Services to help ensure the success of your Acronis implementations
- Professional assistance with more complex service deployments, including private-cloud backup and software-defined storage implementations

Training and Certifications

- Acronis Training & Certification courses tailored to teach your team how to sell and implement hybrid cloud data protection strategies
- Classroom and online training sessions led by professional instructors who guides you through the exercises, use cases, and online examination



For additional information, please visit www.acronis.com or contact us at +1 781-782-9000