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ACRONIS BACKUP CLOUD 5.0

ACRONIS BACKUP CLOUD SERVICE PROVIDER BENEFITS

- Capture market share by exploiting a growing market opportunity

- Grow your customer base and realize incremental revenues

- Launch quickly with zero entry costs and a per-use business model

- Achieve optimal performance with a multi-tiered solution

- Scale your business and reduce costs with a multi-tenant service

- Differentiate your service from the competition with hybrid backup

- Leverage Acronis Cloud Storage, use your own storage, or Azure, Amazon S3, or other 3rd party storage

- Make a safe choice with Acronis' proven AnyData Engine and years of data protection expertise

Acronis Backup Cloud 5.0 equips service providers with an easy-to-manage, complete, and safe hybrid backup and recovery solution to solve their customers' data protection problems. With zero entry costs and a per-use business model, Acronis Backup Cloud eliminates any upfront investment so you can get to market fast, recognize incremental revenues, and quickly grow your business.

WHY CHOOSE ACRONIS?

Acronis Backup Cloud is a highly customizable, cost-effective service that backs up your customers' data from any source and recovers it to any destination and system.

Powered by the Acronis AnyData Engine, Acronis Backup Cloud provides your customers with a best-in-class solution that is easy, complete, and safe.

- **Easy —** Provides a single dashboard for providers to deploy, manage, and backup their customer's data and view the backup status and history. Your customers have a self-service backup monitor so they can control their own backup process and a centralized view of activities and problem alerts.

- **Complete —** Supports workstations and physical/virtual servers. Provides usage and billing reports for all channel levels and supports the customer sign-up process.

- **Safe —** Provides SSL encryption of management channels and in-transit and at-rest AES-256 encryption of data. Acronis Cloud Storage is located in Tier-IV designed, SSAE 16 certified data centers around the globe.

QUICK TIME TO REVENUE

According to Odin's fifth annual U.S. SMB Cloud Insights™ report, the U.S. SMB cloud services market will grow at an 11.4 percent compound annual growth rate over the next three years, from $25.2B in 2015 to $34.9B by 2018. One of the key drivers for cloud services growth will be software-as-a-service (SaaS), such as online backup and storage.

This provides you with an excellent market opportunity. SMB owners are increasingly aware of the risks to their business if data is lost or destroyed. In addition, with an easy-to-deploy solution that can leverage Acronis Cloud, your existing infrastructure, Azure, Amazon S3, and other third-party storage, your customers will be up and running in no time, providing you with a quick revenue stream.

To help you drive sales fast, Acronis provides sales and marketing collateral, training and certification programs, and participates in joint marketing initiatives.

WHY DO SMBS NEED ACRONIS BACKUP CLOUD?

- SMBs need to protect their data in the event of user errors, hardware failure, security breaches and viruses, loss or theft of devices, software errors, data leakage, and problems with software and hardware updates and upgrades.
- SMBs need to implement a hybrid protection strategy to have a local copy for quick recovery and a copy in the cloud in the event of a disaster.
- SMBs want a cost-effective alternative to replace on-premises backup solution
- SMBs want to reduce IT workload and improve productivity

KEY FEATURES

Backup and Recovery Features
- Local and cloud backup for flexible, hybrid protection
- Recovery of any platform from the cloud to bare metal
- VM Flashback for incremental restore (New)
- Backup and recovery of selected files, folders, or a complete system
- Backup of Windows servers / desktops / laptops, Linux servers and desktops, and Mac OS X desktops / laptops
- Backup of Microsoft SQL, Exchange, Active Directory (New), and Windows System State
- Support for VMware vSphere / Microsoft Hyper-V / RHEV / Linux KVM / Citrix XenServer / Oracle VM Server / Virtuozzo VMs and containers (New)
- Off-site backup in the Acronis Cloud, your own cloud, or Azure, Amazon S3, or other 3rd party storage
- Initial seeding program
- Large scale recovery (New)
- Disk-to-disk-to-cloud backup staging support
- Customer self-service backup monitor to control backups (New)
- Customer centralized views of activities and alerts (New)
- Simplified P2V and V2P migration (New)
- Supports local disaster recovery (New)

Service Provider Features
- Easy-to-use management console with centralized backup status and history display for all end-user customers (New)
- Remote agent update from the cloud management console
- White label service
- Multi-tenant service with multiple partner tiers
- Custom service offerings (New)
- In-product purchase links (New)
- Quotas for protected machines (New)
- Automatic conversion of customer trials to production sites
- Multi-language support to target any market
- Integration with existing systems via RESTful API and APS Cloud Application Standard v2.0/1.2s
- Integration with Windows Azure Pack and Hostbill

Security Features
- 2048-bit SSL management channel encryption
- AES-256 data encryption in transit and at rest
- 24x7 priority support for service providers

FLEXIBLE DEPLOYMENT OPTIONS

- Acronis-hosted solution — A turnkey solution that is hosted in an Acronis Data Center, enables service providers to get to market quickly and with no up-front investment.
- Hybrid solution — An Acronis-hosted management console that uses your storage or another third-party storage; simplifies set up and reduces time to market.
- Service provider hosted deployment — enables you to customize, brand and manage costs. You manage the solution and store the data.

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For additional information, please visit **www.acronis.com**