

Datto SaaS Protection for Microsoft 365



Datto SaaS Protection ensures that MSPs can access, control, and most importantly protect their clients' Microsoft 365 data. Datto SaaS Protection for Microsoft 365 offers an all-in-one backup, search, restore, and export solution for Exchange, OneDrive, SharePoint, and Teams.

Microsoft 365 is Not Automatically Protected

As organizations increasingly move data into cloud-based applications, many believe that traditional best practices such as data backup are outdated. After all, SaaS applications are always available, accessible from anywhere, and highly redundant, so why is backup necessary?

The single leading cause of this data loss? End-user error. Other common culprits include:

- Malware or ransomware attacks
- Malicious end-user activity
- Accidental data overwrites
- Canceled account subscriptions

With more and more companies depending on Microsoft 365 for collaboration and business operations, these risks are impossible to ignore. Backup is just as important in the cloud as it is in traditional, on-premises IT systems. An independent, third-party, SaaS backup solution is the best way to protect organizations against the most common data loss pitfalls.

Protecting Your End Clients in the Cloud — A Shared Responsibility

Many organizations mistakenly believe that Microsoft 365 data is automatically protected. But, that's only partially true. Microsoft does ensure that it won't lose your data, but it does not make any guarantees about restoring data if you do.

In other words, Microsoft 365 data is as vulnerable to accidental or malicious deletion, ransomware and other types of data loss.

SaaS vendors like Microsoft promote a "shared responsibility" model. They are clear in recommending providers and end-users pursue third-party solutions to ensure they meet data protection, business continuity, compliance, and security requirements beyond Microsoft 365's limited native recovery capabilities.

Why SaaS Protection for Microsoft 365?

Trusted Backup

MSPs need complete confidence that clients' Microsoft 365 data is protected with a reliable, robust solution designed to reduce risk and time needed to manage backups.

- **Automated, continuous backups:** Protect Exchange, OneDrive, SharePoint, and Teams with 3x daily backups or perform additional backups as needed at any time.
- **Streamlined client onboarding:** Get your clients' critical cloud data protected in a matter of minutes with a simplified setup and an easy click-through onboarding process.
- **Flexible retention:** Not all client environments are the same. That's why SaaS Protection offers different data retention options to meet clients' individual needs.
- **Intuitive, user-friendly management portal:** Quickly and easily determine the number of licenses in use, gauge profitability, and view clients' backup status all from a single pane of glass.

Fast & Effortless Restore

- **Point-in-time restore and export:** Quickly restore or export data from a specific point-in-time before a data loss event occurred.
- **Non-destructive restore process:** Quickly identify and recover individual objects or entire accounts with related records and folder structure intact.
- **Cross-user restore:** Restore data from one Microsoft 365 user account into another.
- **Retain user data:** Save money and effort by preserving inactive Microsoft 365 user data with SaaS Protection for as long as you need it.
- **Easy export:** Export entire accounts or specific items in standard file formats.

Effective Monitoring and Management

Have complete administrative control and proactively monitor your backup activities. Be confident in the status of all backup and recovery operations with detailed, actionable reports.

- **Backup monitoring:** Enables on-demand retrieval of events such as backup, export, or restore. Here you can see all of your successful and failed backup runs at the seat-level with error messaging around the root cause.
- **Seat management:** Detect and distinguish between active and archived seats and more efficiently manage large clients.
- **Multi-admin roles:** Manage your accounts using roles such as Super Admin and General Admin roles.
- **Daily backup success report:** Granular reporting allows you to confirm the health and status of your backup snapshots per client and application and quickly action remediation if needed.
- **Automated client billing:** Quickly and easily setup automated client billing and customize configurations per client all through the intuitive Datto Partner Portal with Datto Autotask PSA.

Predict Profitability

Build margin with bundled solutions that include protection for clients' Microsoft 365 data.

- **Simple, per-license pricing:** Deploy licenses across end clients, and redeploy them as needed.
- **Aggregated, volume-based discounting:** Discounts are based on total licenses sold across all of your clients.

- **Flexible subscription options:** Choose the best fit for each client with standard month-to-month contracts or discounted longer-term commitments.
- **Increase margins:** Build margin and add multi-layer protection for your Microsoft 365 clients by bundling Microsoft 365 and Datto SaaS Protection.
- **Unlimited NFR Program:** Pilot the Datto SaaS Protection product with your clients and add new NFR client in minutes with our streamlined onboarding process.

Data Protection and Compliance

Balance security and transparency with powerful controls and robust user lifecycle management. Protect valuable business data from accidental or malicious acts.

- **Security and compliance:** SaaS Protection backs up data in compliance with Service Organization Control (SOC 1/ SSAE 16 and SOC 2 Type II) reporting standards and supports your HIPAA and GDPR compliance needs.
- **Ransomware protection:** Roll-back data to a point-in-time before ransomware attacks.
- **Custom data retention:** Keep data indefinitely or adjust retention settings to meet compliance standards.

Sales and Marketing Support

Datto SaaS Protection is built exclusively for MSPs. We are committed to providing our partners with the marketing, sales, and technical support they need to be successful.

- **SaaS Protection training videos:** Become an expert in Datto SaaS Protection with helpful training available on demand.
- **SaaS Protection marketing and sales campaigns:** Launch pre-built SaaS Protection campaigns, access a library of co-branded content, and manage your leads from prospect to sale.

Advanced Threat Protection with SaaS Defense

Datto SaaS Defense is a fully integrated and comprehensive threat protection solution for Microsoft 365 applications that provides protection against zero-day threats across the Microsoft 365 suite, including Exchange, OneDrive, SharePoint, and Teams.

To learn more about how to add SaaS Defense, contact your Datto Sales Executive.

datto

Corporate Headquarters

Datto, Inc.
101 Merritt 7
Norwalk, CT 06851
United States
partners@datto.com
www.datto.com
888.294.6312

Global Offices

USA: 888.294.6312
Canada: 877.811.0577
EMEA: +44 (0) 118 402 9606
Australia: +61 (02) 9696 8190
Singapore: +65-31586291

©2020 Datto, Inc. All rights reserved.

Updated October 2021