Acronis

Acronis Backup Cloud with Microsoft Azure Storage

Dual headquarters
in Switzerland and Singapore

Acronis and Microsoft Partnership

Delivering the flexible cloud infrastructure partners and customers demand

Upload and recover customer data faster

More data sovereignty options for partners to store data

- Store data remotely with greater choice of worldwide data centers
- Control data locations with flexible storage options
- Employ secure AES-256 data encryption at-rest and using strong SSL-encrypted channels in transit

Expand to new countries with Microsoft Azure data centers

Deploy data centers via Azure's robust network

- Great scalability with fast, global, data center deployment using Azure's robust network
- Quick-add Backup-as-a-Service (BaaS) product offering – with zero up-front expense
- Easily integrate with popular OSS/BSS management solutions to automate customer billing, monitoring, and provisioning

Increase revenue and profit with Acronis and Microsoft

Offer easy, fast data protection that's better than competition

- Attract millions of customers who already use Microsoft Azure
- Sell quickly with powerful data protection features and straightforward pricing
- Increase customer retention and improve annual revenue per user (ARPU) with valuable data protection services

#1 Hybrid Cloud Backup-as-a-Service Solution with native support of Microsoft Azure

Comply with business requirements

Improve internet connection quality between the office and cloud datacenter, storage costs, etc.

Predictable cost with single per-GB fee

Cost includes storage, solution management, egress, and backup software licensing

Microsoft Azure

Local disks,
NAS,
SAN

On-premises
Acronis Storage

Comply with industry regulations

Meet GDPR rules or vertical-specific requirements, etc.

Follow the 3-2-1 rule of backup

Ensure your data can be recovered, regardless what happens

Enjoy lighting-fast recovery

Leverage extensive, robust Microsoft Azure network

Acronis Backup Cloud with Microsoft Azure Storage

#1 Hybrid Cloud Backup-as-a-Service Solution for Service Providers

Data centers hosted on Azure

- Acronis offers a secure, high-performance, scalable and geographically diverse network of cloud data centers run by Microsoft Azure for reliable hosting of your customers' backups

Zero up-front costs

- Acronis maintains all components of the SaaS solution, so you're free to focus on servicing your customers
- Acronis hosts management console and Microsoft Azure hosts backup data

Pay-as-you-go pricing

- Predictable, 100 percent pay-per-use licensing model where single per-GB fee includes storage, management of storage, egress and backup software licensing

Made for service providers

- Multi-tier and multi-tenant architecture
- Provision services quickly and minimize time spent managing customer and partner accounts

Comprehensive white-labelling

- Differentiate your brand with advanced data protection services that maintain your brand's unique look and feel

Easy, scalable management

- Web console – single spot for accounts provisioning, user and reseller management, reporting, monitoring, and other tasks

Benefits for our existing partners

Leverage the entire Microsoft Azure infrastructure to store customer data

Fulfill sovereignty requirements

More datacenters available in more countries means more customers can fulfill sovereignty requirements

Get more out of Azure partnerships

Improve partner ability to sell to customers that rely on the Microsoft Azure

Access new business opportunities

Leverage Acronis Data Cloud's superior data protection solutions for customer data that lives on the Microsoft Azure

Extend the market

Expand the availability of Acronis data protection technologies with additional storage choices

Gain friction-free data protection business

Acronis partners will be able to sell additional storage from Microsoft Azure with no deployment, contractual fuss or learning required

Pay-as-you-go

Acronis delivers with a single invoice, a single contract, single support, and a better predictable price

Key Data Protection Features

Protection for 20+ Platforms

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

Security Features

- Proactive anti-ransomware protection
- 2048-bit SSL channel encryption
- AES-256 data encryption in transit and at rest
- Secure data centers provided by Microsoft Azure
- Network-based login restrictions
- Customizable policies with backup schedule/frequency and retention rules
- Customizable compression levels for data being backed up

World's Fastest Recovery

- Full image and file-level backups
- Granular recovery
- Bare-metal recovery
- Acronis Universal Restore
- Acronis Instant Restore™
- Acronis vmFlashback™
- Virtual host recovery
- Automated recovery

Management and Customization

- Multi-tenant service platform with multiple partner tiers
- Easy, centralized administration of all partner and customer accounts
- Multiple points of custom branding
- Ability to enable/disable specific features for customers
- Free customer trials with automatic conversion to production states
- Automated backup agent updates from the cloud for easy maintenance
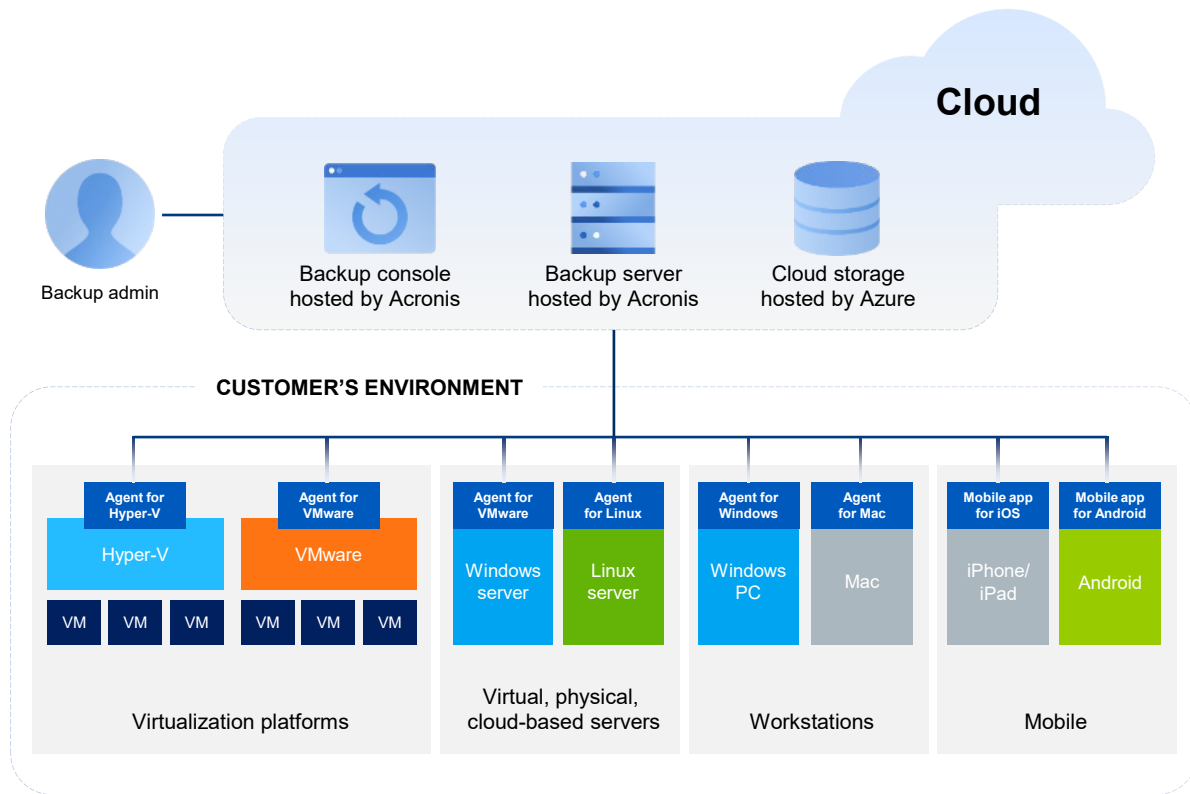
Flexible Hybrid Storage Options

- Hybrid cloud backup with local and cloud storage options
- Secure backup storage hosted on Microsoft Azure
- Granular control over quotas for storage and devices
- Local Disks, NAS, SAN
- Off-host operations

Powerful Integrations

- Integrates with Odin®, HostBill, Flexiant, WHMCS, ConnectWise, Autotask, LabTech
- 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

Enjoy an Easy, Fast Deployment and PoC

Cloud

Backup admin

Backup console
hosted by Acronis

Backup server
hosted by Acronis

Cloud storage
hosted by Azure

CUSTOMER'S ENVIRONMENT

Agent for Hyper-V	Agent for VMware
Hyper-V	VMware
VM VM VM	VM VM VM

Virtualization platforms

Agent for VMware	Agent for Linux
Windows server	Linux server

Virtual, physical,
cloud-based servers

Agent for Windows	Agent for Mac
Windows PC	Mac

Workstations

| Mobile app for iOS	Mobile app for Android
iPhone/ iPad	Android

Mobile

- Backup management server, web console **hosted and managed by Acronis**

- Cloud storage **hosted by Microsoft Azure**

- **No additional hardware** to host backup server on premises required

- Leverage your existing Microsoft Azure subscription or **use singe bill payment** option with Acronis Data Cloud

- Start fast with zero upfront costs, we provide a **ramp-up period for new partners** – just a few clicks to get up and running

- Manage your costs – **we bill only for consumed storage**

# Cloud Infrastructure

Acronis and Microsoft Azure Hosted

- Management console hosted by Acronis
- Cloud storage hosted by Microsoft Azure
- Optional provisioning system is delivered and hosted by Service Provider
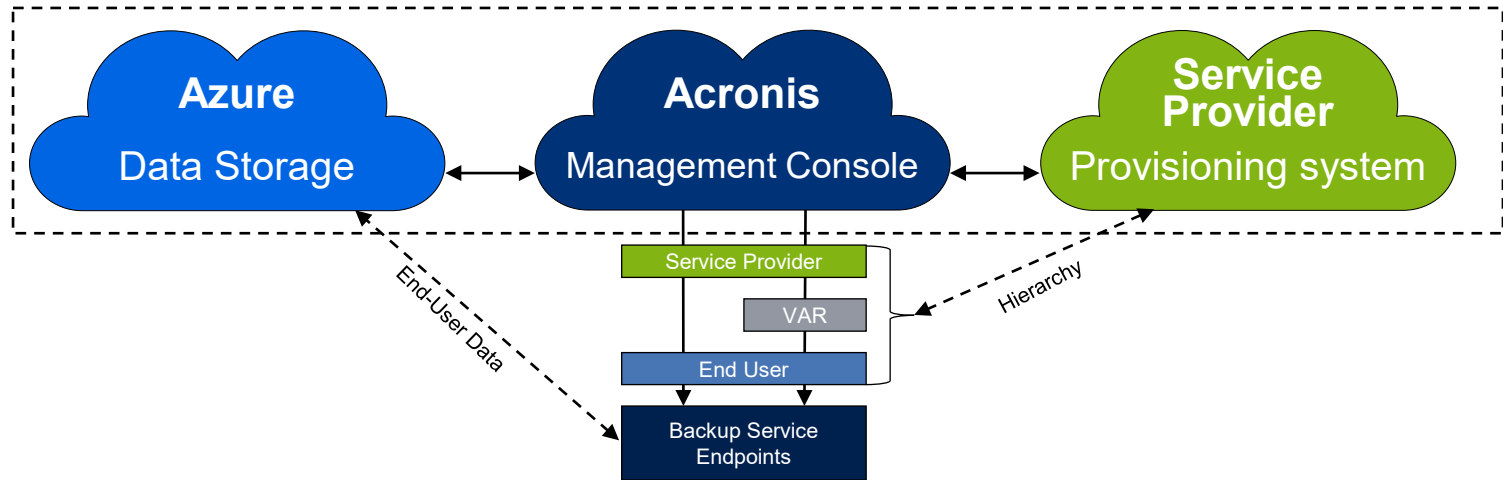
Integration with RMM and PSA Systems

Deliver services instantly using the native integration with your business automation systems

- **Configure integrations** with a variety of third-party professional services automation (PSA) and remote monitoring and management (RMM) systems, including:

  - Autotask
  - ConnectWise Automate
  - ConnectWise Manage
  - cPanel
  - Flexiant

  - HostBill
  - Kaseya
  - Odin
  - Plesk
  - WHMCS

- Utilize a powerful **RESTful management API** for custom integrations
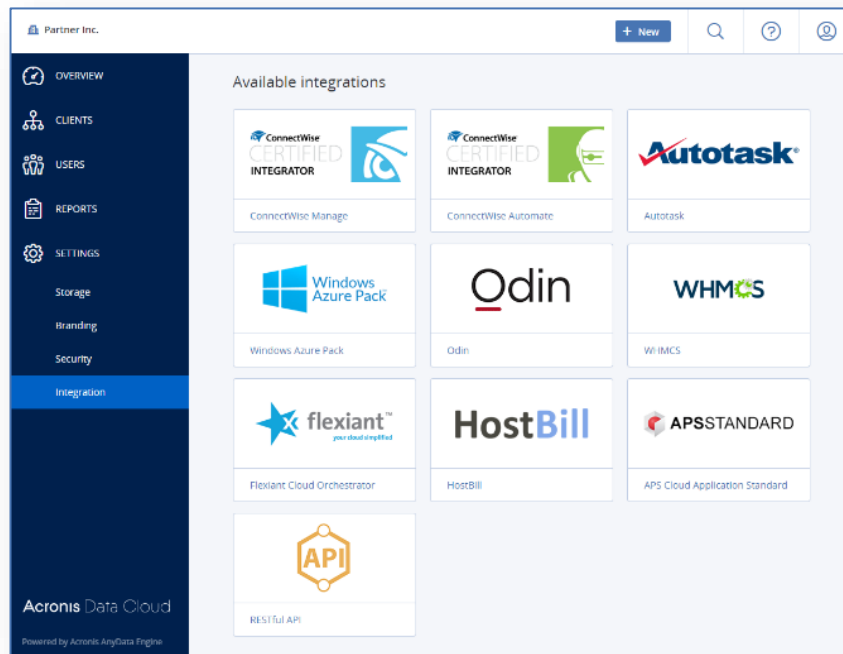
Acronis Backup Cloud

#1 Hybrid Cloud Backup-as-a-Service Solution
with native support of Microsoft Azure

Easy

Easy, turnkey cloud-based solution

Any-system-to-any-environment recovery

Efficient

Top-notch backup speed and recovery reliability
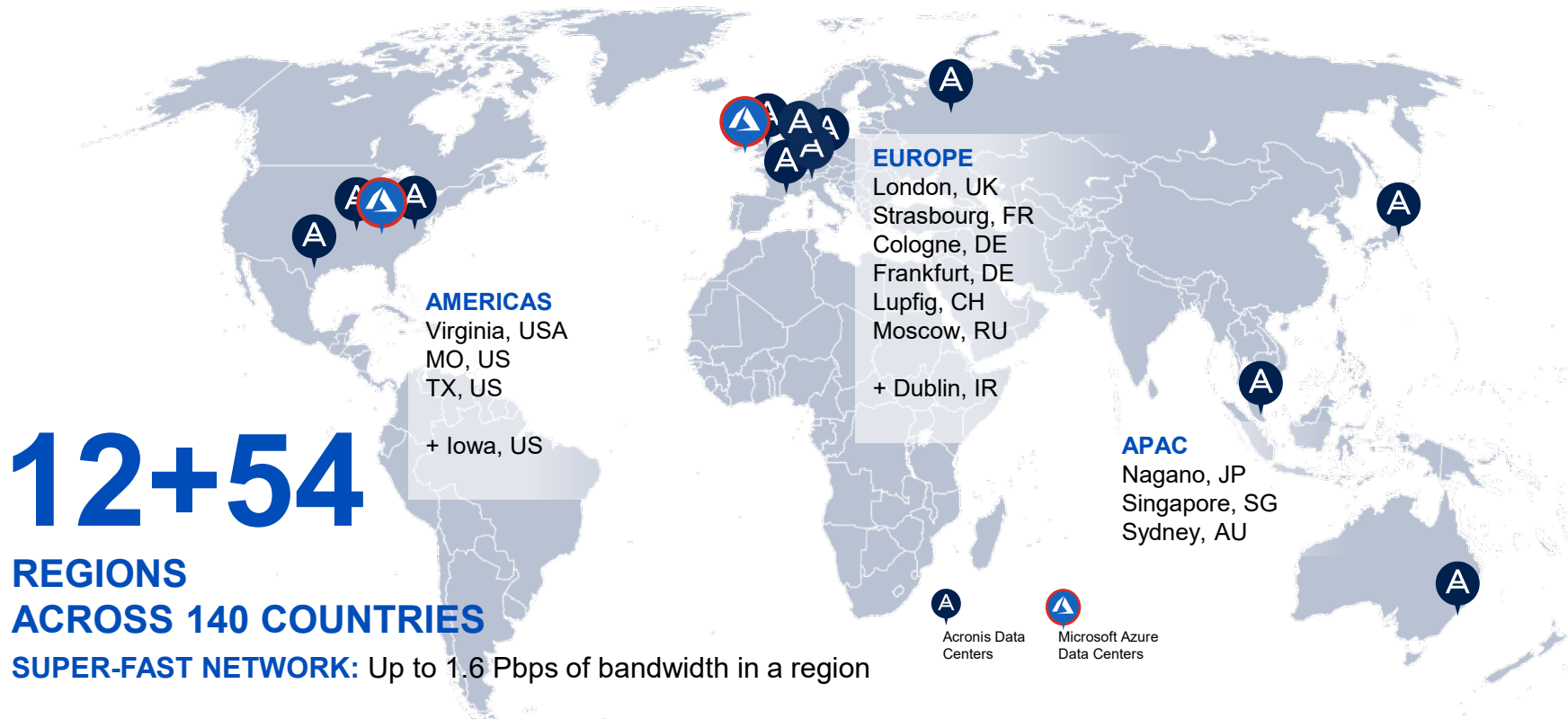
Unlimited scalability with Microsoft Azure

Secure

Protection for 20+ workloads

Unique AI-based ransomware protection

Cloud Data Centers – Acronis and Azure

AMERICAS
Virginia, USA
MO, US
TX, US

+ Iowa, US

EUROPE
London, UK
Strasbourg, FR
Cologne, DE
Frankfurt, DE
Lupfig, CH
Moscow, RU

+ Dublin, IR

APAC
Nagano, JP
Singapore, SG
Sydney, AU

Acronis Data Centers

Microsoft Azure Data Centers

12+54

REGIONS
ACROSS 140 COUNTRIES
SUPER-FAST NETWORK: Up to 1.6 Pbps of bandwidth in a region

Microsoft Azure Data Centers Security certifications

Global	Government	Industry	Regional
CIS Benchmark	AFM + DNB (Netherlands)	23 NYCRR Part 500	BIR 2012 (Netherlands)
CSA-STAR-Attestation	CJIS	APRA (Australia)	C5 (Germany)
CSA-Star-Certification	DoD DISA L2, L4, L5	CDSA	CCSL/IRAP (Australia)
CSA-STAR-Self-Assessment	DoE 10 CFR Part 810	CFTC 1.31	CS Gold Mark (Japan)
DFARS	EAR (US Export Adm.Regulations)	DPP (UK)	Cyber Essentials Plus (UK)
ISO 20000-1:2011	EBA (EU)	FACT (UK)	DJCP (China)
ISO 22301	FDA CFR Title 21 Part 11	FCA (UK)	EN 301 549 (EU)
ISO 27001	FedRAMP	FFIEC	ENISA IAF (EU)
ISO 27017	FERPA	FINRA 4511	ENS (Spain)
ISO 27018	FINMA (Switzerland)	FISC (Japan)	EU-Model-Clauses
ISO 9001	FIPS 140-2	GLBA	EU-U.S. Privacy Shield
SOC 1, 2 and 3	FSA (Denmark)	GxP	GB 18030 (China)
WCAG 2.0	IRS 1075	HIPAA/HITECH	GDPR (EU)
	ITAR	HITRUST	IDW PS 951 (Germany)
	NBB +FSMA (Belgium)	MARS-E	
	NIST 800-171	MAS + ABS (Singapore)	IT Grundschutz Workbook (Germany)
	NIST Cybersecurity Framework (CSF)	MPAA	LOPD (Spain)
	RBI + IRDAI (India)	NEN-7510 (Netherlands)	MeitY (India)
	Section 508 VPATS	NHS IG Toolkit (UK)	MTCS (Singapore)
		OSFI (Canada)	My Number (Japan)
		PCI DSS	NZ CC Framework (New Zealand)
		SEC 17a-4	PASF (UK)
		Shared Assessments	PDPA (Argentina)
		SOX	PIPEDA (Canada)
			TRUCS (China)
			UK-G-Cloud

Summing Up:
Top Reasons for BaaS with Acronis

Easy

- Reduce complexity with one solution for all systems

- Enjoy an easy, fast deployment and PoC

- Ensure high SLAs of critical systems with an easy DRaaS add-on

- Enable self-service recovery of files in seconds from any location

Efficient

- Minimize impact on your systems' performance

- Achieve best-in-industry RTOs with Acronis Instant Restore

- Choose backup storage that fits your business needs

- Recover or migrate any system to any environment

Secure

- Rest assured your data is safe with encryption and password protection

- Give ransomware no chance with Acronis Active Protection

- Avoid corruption of backup files with in-archive consistency verification

- Store backups in Microsoft Azure data centers

Acronis
Foundation

Building a more knowledgeable future

www.acronis.org

CREATE, SPREAD AND PROTECT KNOWLEDGE WITH US!

Building new schools • Publishing books • Providing educational programs