

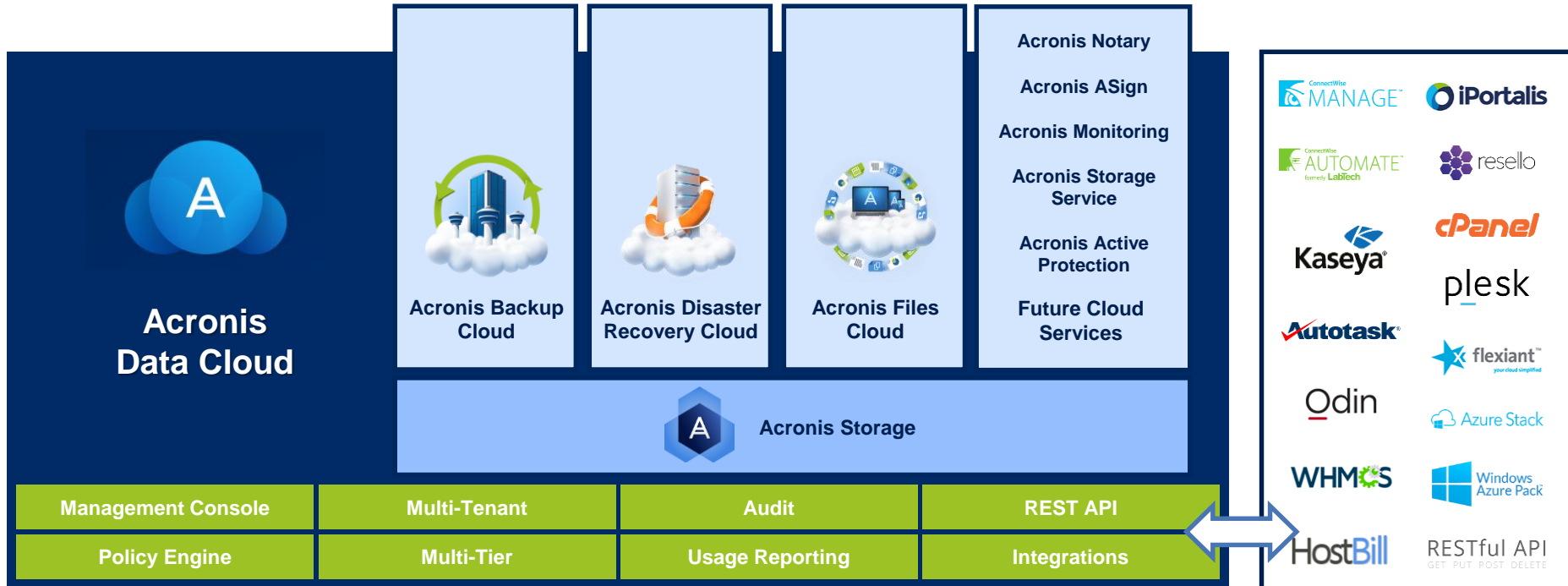
Acronis

# ACRONIS DATA CLOUD AT **CLOUDFEST**

YOUR SINGLE SOURCE FOR RELIABLE NEW REVENUE

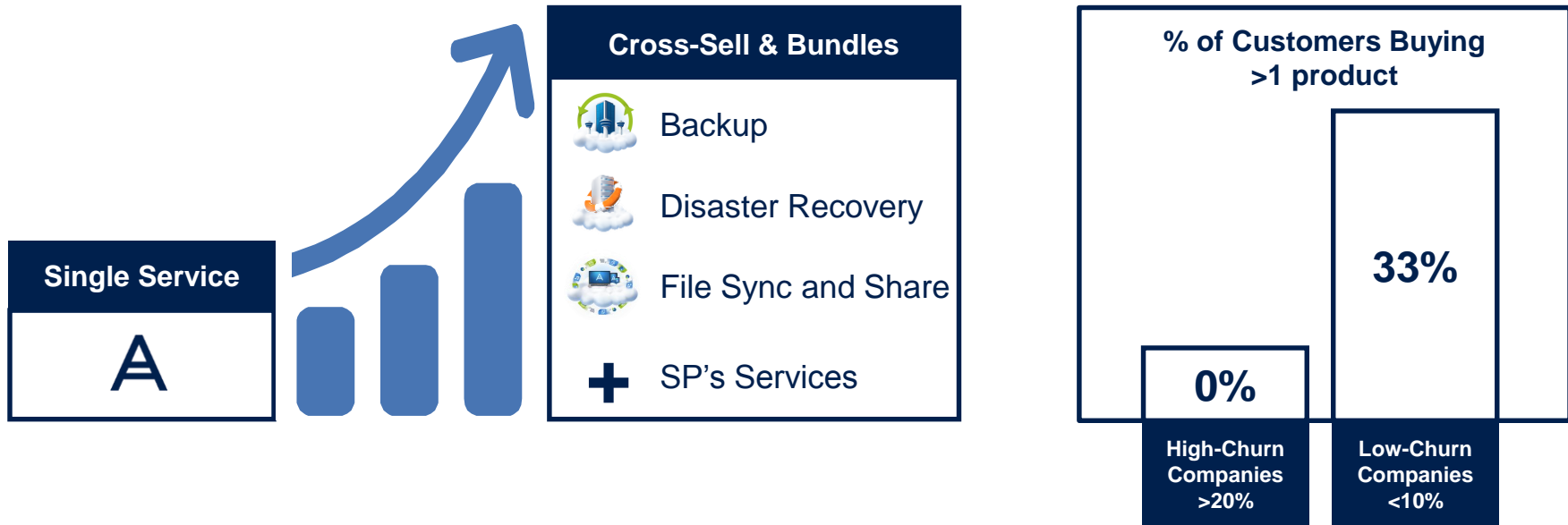
Markus Bauer, Technology Evangelist EMEA

# Acronis Data Cloud at a Glance



# Cloud for Upsell, Cross-Sell and Bundling

More data protection and management services used by customer will increase your revenue and customer retention



Source SaaS Radar, McKinsey & Company

# Designed for Cloud Partners



## Improve the products

- Easy to provision, easy to manage
- New features improve differentiation of your services
- Focus on Reliability, Security, Performance



## Expand your range of cloud services

- New services to grow your business – Disaster Recovery, Files Sync & Share
- More services to come



## Do more for you

- Simplify licensing, onboarding, deployment and integration
- Help you sell more services
- Help you save your money
- Help you keep your customers loyal

# SERVICES IN DETAIL



**BACKUP**



**DISASTER RECOVERY**



**FILE SYNC & SHARE**



**STORAGE**

# Acronis Backup Cloud

A powerful hybrid cloud backup solution for service providers

Reliably back up and recover your clients' physical, virtual, and cloud workloads at any location with an award-winning data protection solution.

20+ Platforms

Cloud  
Convergence

RTOs of Seconds

Acronis Active  
Protection™

Acronis ASign™



Azure	Windows Server	Windows PC	Exchange	SQL Server	Share Point	Active Directory	Hyper-V	Office 365	Website
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Amazon EC2	Linux Server	Mac	iPhone	iPad	Android	VMware vSphere	Oracle x86 VM Server	Red Hat Virtualization	Linux KVM	Citrix XenServer

# Disaster Recovery for Any Workload

Physical and virtual machines

- Windows
- Linux

Virtualization platforms

- VMware vSphere
- Microsoft Hyper-V
- Linux KVM
- Red Hat Virtualization

Application-aware backup and recovery

- Microsoft Exchange
- Microsoft SQL Server
- Microsoft SharePoint
- Microsoft Active Directory

Cloud servers for real time application replication

- For applications with built-in replication like SQL Server AlwaysOn

**Feature-rich solution**

**Easy to manage**

**Fits your business**



Windows Server	Exchange	SQL Server	Share Point	Active Directory	Hyper-V
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Linux Server
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VMware vSphere
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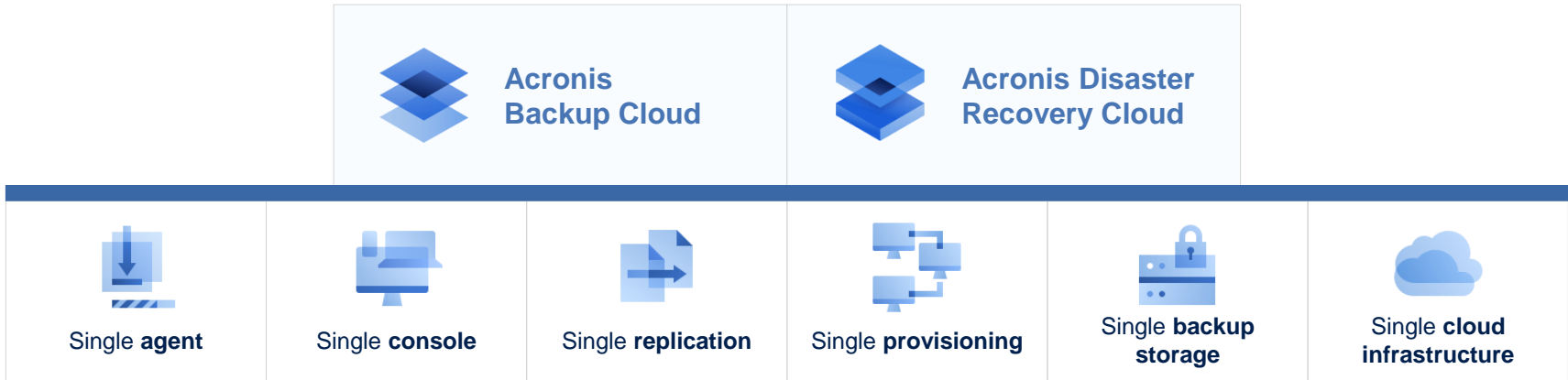
Red Hat Virtualization
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Linux KVM
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# Built Upon Acronis Backup Cloud

Take advantages of the **Backup + Disaster Recovery** integration synergy

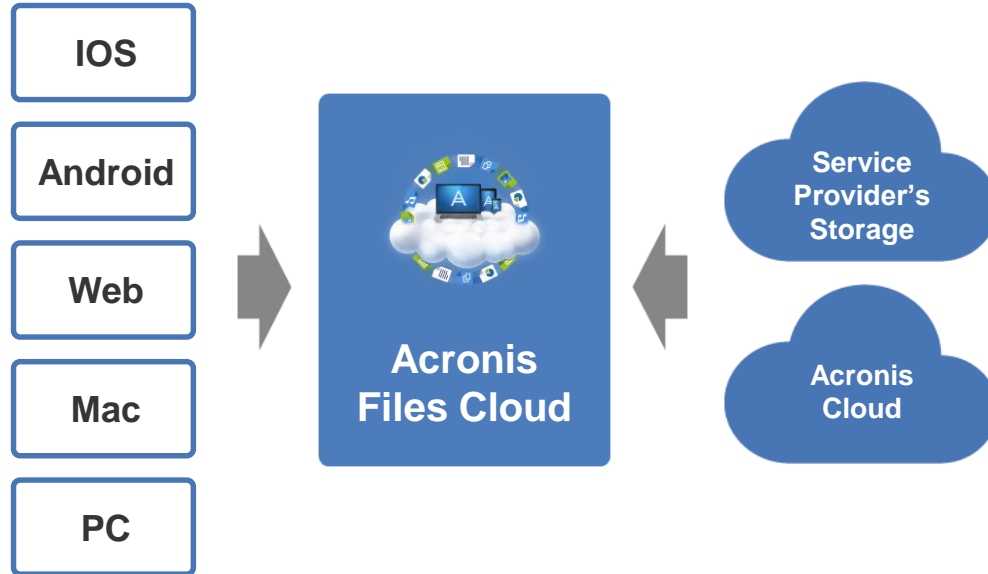


Add Disaster Recovery Service to Your Backup Service  
in a Matter of Seconds



# Acronis Files Cloud – New Service

Cloud-based enterprise-grade file sharing solution for mobile, Mac and Windows



**Easy** – Easy to sell, easy to deploy, and easy for end customers to use

**Complete** – Turnkey solution for end-customer's business across all platforms (phones, tablets, Macs, Windows)

**Safe** – 100% control over data location, management and privacy

# Acronis Storage



Fast – Universal – Safe – Efficient - Proven

## General

### Purpose

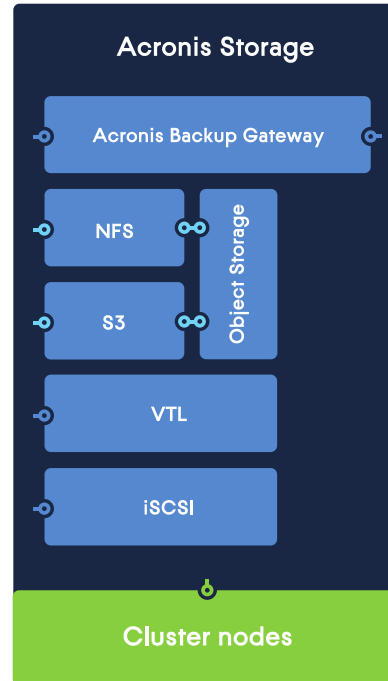
- for great performance even for partial file updates
- Active Directory integrated permissions control
- NFS Support

## Archiving/Backup

- Best storage for Acronis Backup Cloud
- Replicate data to other datacenter or public clouds
- Lower OPEX and CAPEX

## High Performance

- Highly efficient and fast block storage
- Highly available and secure iSCSI access
- Ideal for critical VMs and databases



## Object Storage

- Best Storage for Acronis Files Cloud
- Authenticity verification with Acronis Notary™ using blockchain technology
- Amazon S3 compatible storage cloud

## Any Hardware

- HDD storage
- SSD caching
- Industry-standard hardware
- No single vendor lock-in

# Simple yet Powerful

## Easy to Start

- Few clicks to sign-up
- Trial offerings
- 3 months ramp-up period
- No hardware required

## Easy to Manage

- Web-based, touch-friendly management console
- Role-based administrative access
- Easier management of large environments and amounts of data

## Easy to Integrate

- One setup to provide multiple services
- Large list of RMM system integrations
- API for custom apps

## Easy to Comply

- Store data locally, in Azure, S3 or use Acronis Storage
- Store data in multiple locations
- Meet customers' and regulatory compliance requirements

## Easy to Sell & Upsell

- Acknowledged and in-demand services
- Reliable, easy, complete protection
- Increase ARPU with easy cross-sell

## Easy to Build Your Brand

- Add your logo to the Management Panel
- Leverage the “Powered by Acronis” sign
- Flexible offering management

# Acronis

New Generation Data Protection

[www.acronis.com](http://www.acronis.com)

## THANK YOU!

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