INGRAM MICRO®

Acronis
Backup Cloud

Easy-to-Manage, Complete, and Safe Hybrid Backup and Recovery Solution

With zero entry costs, a per-use business model, and highly flexible storage options, Acronis Backup Cloud eliminates any up-front 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 back up 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 have a centralized view of activities and problem alerts.
- **Complete** — Supports physical and virtual servers, workstations, laptops, and mobile devices. Includes mailbox backup for Microsoft Office 365®. Provides usage and billing reports for all channel levels, supports the customer sign-up process, and integrates with multiple cloud automation platforms.

- **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.

Quickly Add Valuable Services

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, 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 a valuable 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, Microsoft Azure®, Amazon S3®, and other third-party storage, your customers will be up and running in no time. Just as quickly, you will see increased revenue streams and improved customer satisfaction and retention.

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

ACRONIS BACKUP CLOUD SERVICE PROVIDER BENEFITS

Easily add a valuable backup service to your portfolio and improve customer satisfaction and retention.

Grow your customer base and realize incremental revenues.

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

Deliver the services you want with a multi-tiered, multi-tenant cloud.

Protect customers' servers, workstations, mobile devices, and Office 365 mailbox data

Differentiate your service from the competition with hybrid backup.

Leverage Acronis Cloud Storage, use your own storage, Microsoft Azure, Amazon S3, or other third-party storage.

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

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 fast incremental restore with VMware ESX(i)® and Microsoft Hyper-V® (New)
- Backup and recovery of selected files, folders, volumes, or a complete system
- Backup of Windows® servers / desktops / laptops, Linux® servers and desktops, and Mac OS X® desktops / laptops
- Backup of Microsoft SQL Server®, Exchange, SharePoint®, Active Directory®, and Windows System State
- Granular object-level recovery for Microsoft Exchange and SharePoint databases (New)
- Backup of user data from iOS® and Android mobile devices (New)
- Backup of mailbox data for Microsoft Office 365 (New)
- Support for VMware vSphere® / Microsoft Hyper-V / RHEV® / Linux KVM / Citrix XenServer® / Oracle® VM Server / Virtuozzo® VMs and containers
- Improved file-level recovery for virtual machines (New)
- WAN-optimized replication of virtual machines between hosts (New)
- Off-site backup to the Acronis Cloud, your own cloud, Microsoft Azure, Amazon S3, or other third-party storage
- Initial seeding and large-scale recovery with physical shipping
- Bare-metal recovery for VMware ESXi and Microsoft Hyper-V for complete protection (New)
- Disk-to-disk-to-cloud backup staging support
- Customer self-service backup monitor to control backups
- Customer centralized views of activities and alerts
- Simplified P2V, P2C, V2C, and C2C migrations (New)
- Local disaster recovery by running backups as VMs (New)

Service Provider Features

- Easy-to-use management console with centralized backup status and history display for customers
- Remote agent update from the cloud management console and optional automatic agent updates (New)
- Multiple points of branding and customization as well as a white label service option (New)
- Multi-tenant service with multiple partner tiers
- Control over local storage options to accelerate cloud data consumption (New)
- In-product purchase links for easy customer upgrades
- Support for custom legal terms and user acceptance confirmations (New)
- Control over quotas for storage and devices
- 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 Odin®, HostBill, Flexiant®, WHMCS, LabTech, and Microsoft Azure Stack (New)

Security Features

- 2048-bit SSL management channel encryption
- AES-256 data encryption in transit and at rest
- Increased security with network-based login restrictions (New)

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 with 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 solutions.

SMBs want to reduce IT workload and improve productivity.

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 setup and reduces time to market.

Service provider hosted deployment – You brand, customize, and manage the solution and store the data.

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