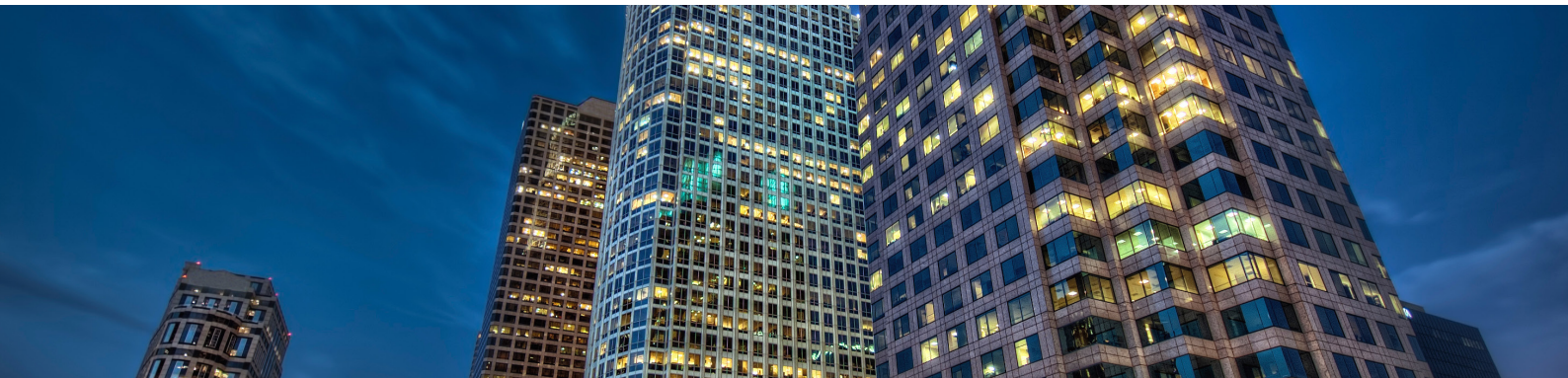


# Acronis® Service Provider License Agreement

*Recurring revenue, attractive profit margins, customer retention and the opportunity to grab new business makes managed file and image backup a highly lucrative addition to your services portfolio.*

*The Acronis Service Provider License Agreement (SPLA) is aimed at selected service providers who want to license and host the latest eligible Acronis software products and Acronis cloud storage to provide backup and disaster recovery services to end customers, direct and/or via resellers.*



## Flexible Licensing Models

To build a strong, straightforward business case for your service, you need a solution with low entry costs and pay-as-you-grow scalability. With the SPLA, service providers can license Acronis products on a monthly basis to provide backup, deployment and disaster recovery as-a-service solutions to their end customers. The Acronis SPLA supports a variety of backup scenarios to help you provide highly customized and robust solutions.



## Backup or disaster recovery storage



- End customers premise
- Service provider datacenter
- Acronis Cloud\*

\*Hosted in multiple (tier IV design) datacenters around the world offering the highest security and guaranteed availability of your customers backup data at high data transfer speeds.



## Mix and Match

Acronis SPLA Partners can offer their end customers managed- or self-service services based on several Acronis software editions.

Physical Servers	Virtualization	Workstations	
Windows	Hyper-V	Windows	
	vSphere		
	vCloud		
Linux	Parallels	Mac	
	Xenserver		
	Redhat		
<b>Applications</b>			
Exchange	Active Directory	SQL	Sharepoint
 <b>Cloud Storage</b>			
 <b>Storage Software</b>			

# SPLA Backup Solutions

*Below you will find an overview of Acronis products you can license with the SPLA. Acronis Backup Advanced and complementary solutions enables our SPLA partners to offer a variety of high quality backup solutions.*



## Acronis Backup Advanced® **Best disaster recovery and backup for data and applications.**

Acronis Backup Advanced enables backup and disaster recovery in heterogeneous (physical and virtual) Windows and Linux environments in one solution.

Fast and intuitive to install and use, end customers can manage protection of their dynamic IT environment from a single centralized management console and safely migrate critical data across physical, virtual and cloud platforms.

Scalable to hundreds of servers, Acronis Backup Advanced provides service providers with the support they need today, and the flexibility to expand as their needs evolve.

### **One Solution, Multiple Possibilities**

Acronis Backup Advanced provides backup and recovery of files, applications, and entire physical or virtual servers with bare-metal recovery support. It allows service providers to create image-based backups, or snapshots, of entire systems, including operating system, applications, configuration and data; and recover the image to the same hardware or dissimilar hardware.

The same platform enables long-term retention and efficient data recovery through files and applications backup, granular recovery capabilities, catalogue with search, and tape support.



### **Key features**

- File- and Image Backup
- Disaster recovery
- Data recovery
- Virtualization Support
- Easy-to-use Centralized Management
- Powerful Storage Management
- Eliminates Redundant Data
- Broad Range of Storage



## Acronis Backup Advanced for VCloud®

Acronis Backup Advanced for vCloud is designed to build a Managed or Self Service Backup for end customers of Cloud, built on VMware vCloud Director.

Acronis creates the ability for service providers to co-offer a simple and efficient Backup as a Service. End-user tenants can self-deploy and perform backup, disaster recovery and migration services through an easy to use web-based interface.

Acronis Backup Advanced for vCloud integrates with the VMware vSphere and VMware vCloud, and creates added value to the IaaS offering of service providers. It works with the VMware vCloud Director to authenticate users and display their vApps and virtual machines exactly as they are used to see them.

Tenants will only see virtual machines and backups they own. Using a very simple web interface, tenants can schedule backups or start recoveries of their virtual machines. It completes the sense of ownership of the Virtual Data Center of the end customer acting as a tenant in VMware vCloud.

## Complementary solutions

+



### Acronis Snap Deploy

Acronis Snap Deploy is a comprehensive deployment solution that enables organizations to deploy new PCs and servers quickly and easily and reimage them when necessary.

Using disk-imaging technology that creates a copy of an entire hard disk drive, including the operating system and all applications, Acronis Snap Deploy is ideal for rapid image deployment onto bare-metal machines.

+



### Acronis Cloud Storage

Acronis Cloud Storage provides service providers a secure, cost-efficient and easy-to-use cloud storage for off-site backups of their customers' files and system image.

This Service Provider volume subscription service offers the benefits of a dedicated remote datacenter providing backup & recovery redundancy without a high price tag or any upfront investment. Acronis is committed to ensuring security, availability and privacy of end customers back up and disaster recovery data.

+



### Acronis Storage Software

Acronis Storage Software provides the most reliable, scalable and cost-efficient Software Defined Storage Solution for backup & archiving. Acronis Storage Software helps service providers win the IaaS battle by substantially lowering scale-out storage costs while overcoming the capex challenges related to traditional high-end storage offerings.

With this low maintenance and easy to manage solution, the complexity of deploying and managing cloud infrastructure's go-to-market demands is radically simplified.

## Go to Market and Marketing Support



### Special webinars

Keep informed of new features and benefits of the Acronis SPLA software editions, which will help you to improve your service offerings.



### Free access to collateral and sales tools

You can leverage our tools, including whitepapers, contract templates, case studies, and presentations in your own sales and marketing initiatives.



### Participate in Acronis marketing initiatives

You and your customers will have the opportunity to participate in Acronis press releases, case studies, and other marketing initiatives that will help to build your market presence.



### Private label

You can completely private label your solution or benefit from the presence and credibility of Acronis in the market by using the "Powered by Acronis logo", to show customers your solution is built on a platform they can trust.



### Free 30-day trial period

Give up to 50 users product demos on Acronis software and provide your customers with a free 30-day trial period to minimize entry barriers for your customer.



## Service Provider Support

Acronis provides presales and post sales, service provider support by a designated team of specialists to help you support your customers in all stages of the customer lifecycle. Tier II technical support is available 24/7/365 free of charge, exclusively for certified SPLA members.



## Eligibility for Acronis SPLA Program

Business models and scenarios that the SPLA may be appropriate for include the following:

- Internet Service Providers
- Hosting Service Providers
- Managed Services Providers
- Application Service Providers
- Systems Integrators
- Telecommunications Service Providers

Acronis recognizes the level of both business and technical expertise that is required to deliver a sustainable hosted Back Up and Disaster Recovery Service. As such, admission to the Acronis SPLA partner program requires that you are able to demonstrate competency from a business, infrastructure, and technical perspective.



Are You Ready? Contact [SPLA@acronis.com](mailto:SPLA@acronis.com) or your local Acronis contact for more information about joining the Acronis SPLA Program.