

# ACRONIS CLOUD DEPLOYMENT SERVICES

## for Service Providers

### WHY ACRONIS CLOUD DEPLOYMENT SERVICES?

The Acronis Cloud Accelerator will help you reach your goals faster and easier.

- Accelerate time-to-market to roll out your new cloud services
- Make a safe choice with Acronis' team of experts and their years of data protection expertise
- Save costs and avoid mistakes by doing it right the first time
- Focus on what you do best – running your own business – while we architect and deploy your new service
- Get peace of mind knowing that you can meet your SLAs for mission-critical services

A service provider itself, Acronis has developed unprecedented expertise in data protection and disaster recovery while providing best of breed IT continuity solutions to our own customers.

Acronis Cloud Deployment Services are a comprehensive offering of bundled professional services designed to help you quickly and efficiently roll out Acronis Cloud Solutions. This packaged professional services offering provides the resources and the expertise to help you get your own cloud service up and running based on Acronis technology.

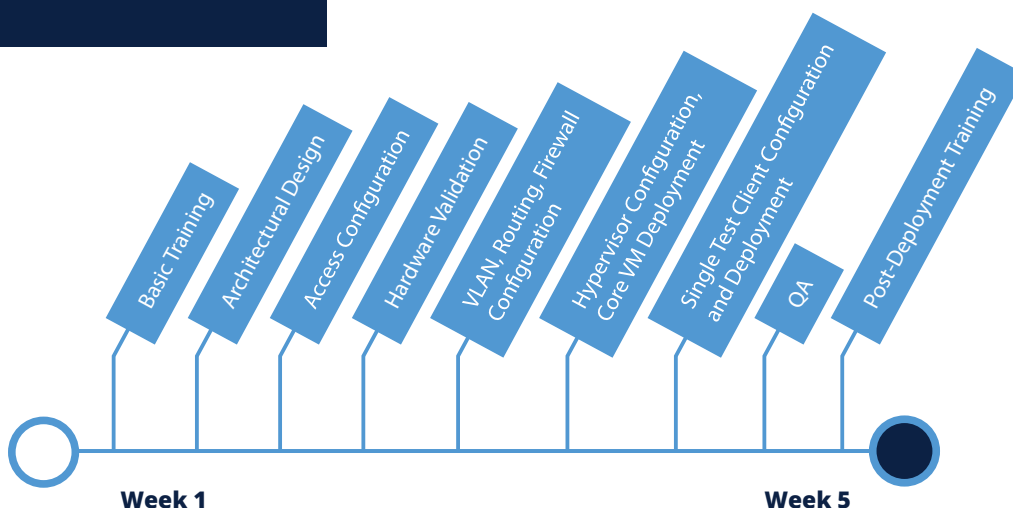
### WHAT WE DO

The Acronis team of experts will provide the necessary training, architectural design, installation, and configuration all geared towards one goal – assuring that you get the best value from your investment into Acronis Cloud Solutions.

### BASIC SERVICE PACKAGE

The Acronis Cloud Deployment Services basic package is a five-week consulting engagement comprised of remote training and architectural work, followed by the deployment and configuration of our solution in your cloud environment.

The basic service package is designed to provide all the necessary resources and the expertise to get your cloud solution up and running, have your staff trained, and enable you to provide the required support to your customers.



## ADDITIONAL SERVICES

Beyond the basic service package, we can also come onsite for face-to-face training or on-premises deployment, help you on with onboarding of new customers or reseller channels, and other projects.

But we don't stop there: our custom-designed business consulting and execution services can help you build and validate a go-to-market strategy, promote and sell your cloud services, or design customer training and support programs.

### WHAT IS INCLUDED?

The basic cloud accelerator package includes:

- **Training by our experts.**  
Our instructors will guide and teach you how to operate the solution, address operational issues, and respond to clients' requests.
- **Architectural work.**  
Our solution architects will work with you to come up with the best solution architecture meeting your needs.
- **Basic deployment and configuration.**  
Our engineers will deploy, configure, and test the solution to make sure it is working according to the specifications and your expectations.

### ADDITIONAL SERVICES

Additional consulting services available:

- **On-site training workshop:**  
Our instructors design and lead a hands-on, interactive training on your site to fit your needs.
- **On-site deployment:**  
If you have special security requirements, or just want to watch us setup and deploy your environment, we'll be happy to come on-site.
- **New client on-boarding assistance:**  
We will help you to get a new client up and running, from deployment to billing
- **Cloud-focused business consulting services.**  
Let us help you market and sell your cloud services! As a cloud services provider ourselves, we know all the inner workings of this market. We will be happy to share.

Acronis understands the pressure and the responsibility that come with managing customers' critical applications and sensitive data. And while there are certainly many roads to success, we at Acronis Professional Services offer the shortest one.

### PRICING

Basic Acronis Cloud Accelerator for BaaS package: \$60,000.

Additional services: please contact Acronis for pricing.