Acronis

ACRONIS® CORPORATE PROFILE
FOR SERVICE PROVIDERS

PROVEN COMPANY AND MARKET LEADER

- 5 million consumers

- 500,000 businesses

- 5 million virtual machines

- 200 exabytes of data under Acronis protection worldwide

- 145 countries

- 14 languages

- More than 650 employees in 18 countries

- More than 32,000 partners

- More than 45 awards for products and innovations since 2009

In 2003, Acronis introduced its groundbreaking and unique full image backup solution and disrupted the backup and data protection market. Today, Acronis continues to deliver the world's most recognised data protection technology in both on-premise and cloud solutions for businesses of all sizes. The Acronis Data Protection Platform delivers complete backup, disaster recovery, and secure file sync and share services. Fueled by over 100 patents, it is powered by the Acronis AnyData Engine – a set of unique, deep, and powerful new generation data protection technologies that capture, store, recover, control, and access any data.

- **Robust yet flexible** — The Acronis Data Protection Platform supports a broad range of deployments and business models to meet the needs of all types of partners, including Service Providers, Resellers and Distributors. Service Providers can host, manage and brand solutions as their own and Resellers and Distributors can take advantage of selling cloud solutions that are hosted in Acronis data centres.

- **Affordable yet scalable** — Business-friendly pay-per-use pricing models make it easy for partners to expand their current offerings with new data protection services to upsell and cross-sell. The Acronis Data Protection Platform features built-in automation, allowing partners to quickly and easily scale out the solution to support millions of end user customers as their business grows.

- **Broad range of support for technologies and environments** — The Acronis Data Protection Platform is designed to meet the unique needs of service provider environments and supports the broadest range of systems in use today, including XEN, KVM, Linux, Virtuozzo, Docker, Open-Xchange, and MySQL, in addition to Windows, Mac, Hyper-V, VMware, XenServer, RHEV, KVM, Oracle VM, as well as Microsoft Exchange and SQL.

WHY EVERYONE NEEDS DATA PROTECTION

Data loss occurs more often than people realise or are willing to admit. In fact, it is NOT a question of IF any organisation will experience a data loss but rather WHEN it will happen given the variety of internal and external factors:

- User errors
- Hardware failure
- Security breaches
- Viruses

- Loss or theft of devices
- Natural disasters
- Problems with software and hardware upgrades and updates

In addition, the proliferation of mobile devices in enterprise environments, and BYOD in particular, is increasing the chances of data loss, unauthorised access and sharing of important or confidential files.

ACRONIS DATA PROTECTION PLATFORM

Built on the most advanced cloud architecture, the Acronis Data Protection Platform transforms the way data protection is delivered to end user customers by service providers, resellers and distributors. The Acronis Data Protection Platform delivers everything needed to safeguard data and ensure business continuity and productivity, including backup, disaster recovery, and secure file sync and share. Easy to sell and implement, Acronis Data Protection solutions expand your product portfolio and help you quickly attract new customers and realise incremental revenues.

It helps Service Providers to:

- **Start** quickly with zero entry costs and a per-use business model

- **Grow** the business with flexible, localised cloud services

- **Differentiate** with innovative cloud services and proven technology

- **Acquire** more customers with a comprehensive set of data protection offerings

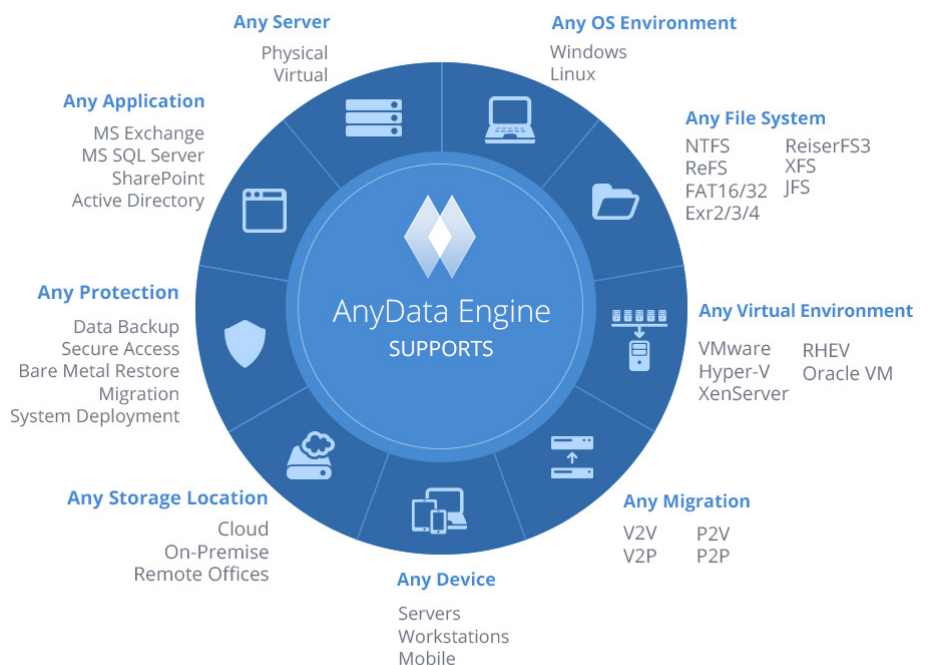- **Maximise** the revenue stream with the broadest platform support

The platform is powered by the Acronis AnyData Engine – a set of unique, deep, and powerful data protection technologies that capture, store, recover, control, and access any data from any location.

ACRONIS ANYDATA ENGINE

The Acronis' AnyData Engine is an architectural approach that powers all Acronis products. Fueled by over 100 patents, the Acronis AnyData Engine's modular architecture allows companies to use one Acronis product, optimised for a specific workload, or blend multiple Acronis products into a single solution.

- Administrators use the same unified console to configure, install, and maintain each product.

- If the customer has multiple Acronis solutions, a single pane-of-glass, centralised console, manages the data protection across multiple Acronis products.

- Employees using any device - desktop, laptop, tablet, or smartphone - can securely access, sync, and share corporate content while giving IT control over security and compliance.

With products developed for small / medium business environments, and solutions that solve specific data protection problems for the enterprise, Acronis' new generation technology simplifies backup, disaster recovery, and secure access / synchronising / sharing of your critical data, on-premise or in the cloud.

Any Server
Physical
Virtual

Any OS Environment
Windows
Linux

Any Application
MS Exchange
MS SQL Server
SharePoint
Active Directory

Any File System
NTFS   ReiserFS3
ReFS   XFS
FAT16/32 JFS
Exr2/3/4

AnyData Engine
SUPPORTS

Any Protection
Data Backup
Secure Access
Bare Metal Restore
Migration
System Deployment

Any Virtual Environment
VMware   RHEV
Hyper-V   Oracle VM
XenServer

Any Storage Location
Cloud
On-Premise
Remote Offices

Any Migration
V2V   P2V
V2P   P2P

Any Device
Servers
Workstations
Mobile

ACRONIS DATA PROTECTION SOLUTIONS FOR SERVICE PROVIDERS

Acronis Backup Cloud

Acronis Backup Cloud equips service providers to quickly solve customers' data protection needs with a proven comprehensive local and cloud backup and recovery service. Service providers get a customizable, comprehensive, and reliable service for their partners and customers.

Designed for service providers, this solution has zero entry costs and a per-use business model designed for growth. Leveraging the power of the Acronis AnyData Engine, Acronis Backup Cloud backs up data from any source, stores data locally, in your private cloud, in a third-party cloud, or in the Acronis Cloud and allows recovery to any destination and system.

Acronis Files Cloud

Acronis Files Cloud is a secure file sync and share (FSS) solution that supports office and mobile workers with safe file access, sync, and share (FSS) in an easy-to-use and secure cloud service.

Unlike consumer-grade solutions including Box, Dropbox, and less secure FSS products, Acronis Files Cloud provides the ability to store documents and business files in a private cloud, while offering comprehensive security and controls – including encryption, audit trails, and user management.

Easy

" Acronis has enabled us to deliver **restore on demand to our customers and make it easier** for us to meet service level agreements "

BT Ireland

Acronis Service Provider and License Agreement (SPLA)

If you are a managed service provider looking to expand your customer offerings, the Acronis Service Provider License Agreement provides a backup solution with low entry costs and pay-as-you-grow scalability. With the SPLA, you can license the Acronis Backup Advanced suite of products, Acronis Backup Advanced for vCloud, Acronis Snap Deploy®, Acronis Cloud Storage, and Acronis Storage Software and provide your customers with backup, deployment, and recovery as a service. With the SPLA, you can improve revenues, profit margins, and customer retention.

Complete

" Our recovery **time is cut** by an average of **50 percent or more.** "

Pentagon Federal Credit Union (US 3rd)

Acronis Backup Advanced for vCloud

Designed for multi-tenant public, private, and hybrid clouds, and built for managed service providers (MSPs) and large enterprises, Acronis Backup Advanced for vCloud is a comprehensive and powerful multi-tier, multi-tenant backup and disaster recovery (DR) solution for VMware® vCloud Director®.

Powered by the Acronis AnyData Engine and integrated with VMware® vCloud Director®, this solution enables cloud owners to easily deploy and configure true Backup as a Service for their cloud tenants. Using an intuitive web-based interface, cloud tenants can perform backup, file recovery, disaster recovery, and migration without any assistance.

ACRONIS STORAGE SOLUTIONS

Acronis Storage

Acronis Storage provides the most cost efficient, easy to-scale, and reliable Software Defined Storage Solution for backup and disaster recovery. Leveraging the power of the Acronis AnyData Engine, Acronis Storage helps service providers win the Infrastructure as a Service (IaaS) battle by substantially lowering their scale-out storage costs and overcoming the capital expenditure challenges of high-end storage offerings.

Acronis Storage is able to utilise a mix of any industry-standard storage components and provide the appropriate redundancy and configurations to deliver a high value solution.

Safe

Acronis offers the most efficient, straight-forward and reliable way to carry out mass workstation deployment.

BAE Systems

For additional information, please visit http://www.acronis.com
Acronis office details can be found at http://www.acronis.com/company/worldwide.html