

# Acronis

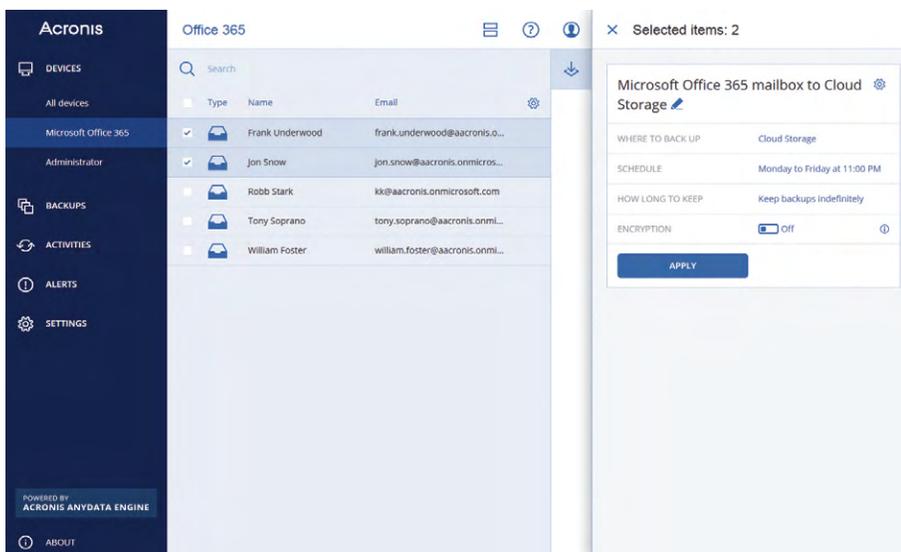
## Data Protection for Microsoft Office 365 Email

### The Ultimate Protection for Office 365's Email, Contacts, Calendars, and Attachments

Many individuals assume that Microsoft® backs up their Office 365® email data but, in fact, it only replicates the data across its data centers. Unfortunately, replication in the cloud only provides data availability. It does not protect against data loss or provide point-in-time data archiving. With replication only, if a user accidentally deletes a mailbox or email, or a cybercriminal maliciously deletes your data, you may have lost that data for good. When your customer deletes an item from a mailbox, it stays in the “deleted items” folder for only a short period of time before being completely removed. Once a message, contact, or

attachment is removed from Office 365, it is forever lost unless there is a point-in-time backup of that data.

Because most companies need more protection than just a “deleted items” folder, there is an opportunity for service providers to attach backup and off-site email archiving to their Office 365 sales and increase company revenues. With the scalability and amazing data protection capabilities of Acronis Backup Cloud, you can easily back up all your customers’ mailbox data to ensure they have complete protection of their Office 365 mailboxes and enjoy peace of mind knowing their data is safe.



#### KEY SERVICE PROVIDER BENEFITS

**Generate** additional monthly recurring revenue with competitive pricing and attractive margins.

**Realize** incremental revenues by offering expanded data protection services for your customers’ entire environment.

**Add** value to every Office 365 sale by protecting your customers’ mailboxes with fast, efficient backup.

**Eliminate** operational overhead and streamline backup sales via integration with Odin Service Automation.

**Ensure** compliance by meeting data protection regulatory requirements and providing robust search and recovery.

**Offer** your customers the flexibility to back up their data locally or to private or public clouds.

**Reduce** complexity with a unified web-based data protection console.

## ACRONIS BACKUP FOR OFFICE 365

With Acronis Backup Cloud's support for Office 365 email, you can offer your customers a valuable backup service to protect all of their email data while also complementing your Office 365 sales. Using the brandable, self-service Acronis Backup Cloud console, your customers can control their backups, centrally view all activities, and receive problem alerts for all their protected data — including Office 365 email. Using the flexible storage options inherent to Acronis Backup Cloud, your customers can back up their mailbox data to a local folder, network folder, to the Acronis Cloud, Microsoft Azure™, Amazon S3®, SoftLayer®, or any private cloud storage.

Configuring backups for Office 365 email is extremely easy. The Acronis Backup agent connects to your customer's Microsoft subscription and provides full visibility into the client environment. The backup solution automatically syncs with each customer's Office 365 configuration and automatically recognizes new mailboxes as they are created. Your customers can create custom backup plans for each mailbox, or enable default protection settings with just a few clicks.

## MANAGING EMAIL BACKUPS COULDN'T BE EASIER

Using the efficient web-based console, your customers can preview and search their mail by subject, to/from, and sent/received date ranges, and download attachments without the need to recover the data. Additionally, customers can granularly restore individual emails, attachments, contacts, calendars, and tasks or even recover messages by

sending them as an email right from the recovery console.

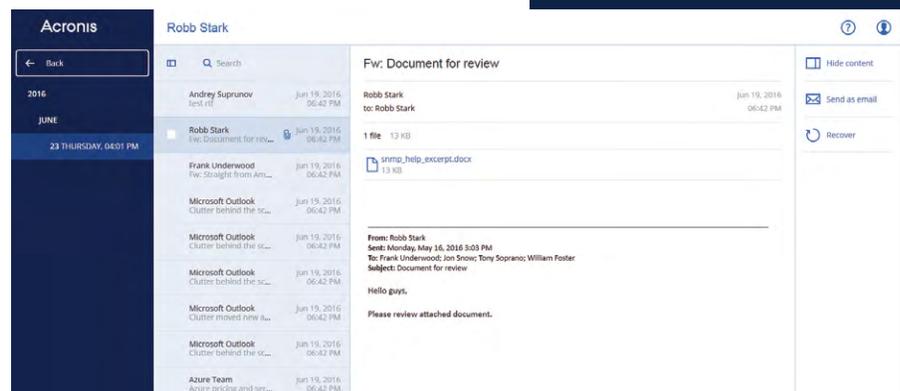
If you or your customers choose to use Acronis Cloud storage to store data, you can trust that the data is safe in the Tier-IV, SSAE-certified data center of your choosing. Acronis backups are also secure with in-transit and at-rest AES-256 encryption, and customer-specific login controls ensure the privacy of customer data wherever you choose to store it.

Acronis recognizes that as a Microsoft Office 365 partner, you are already an expert in the cloud reseller business. While our cloud-based management console is easy and complete, your business may already be built around another cloud automation platform. For this reason, Acronis Backup Cloud is designed to easily integrate with powerful cloud provisioning tools, such as Odin Service Automation, so that you can incorporate backup-as-a-service into your existing sales platform. By aligning the sale of data backup with the sale of Microsoft Office 365, you can easily add valuable services to every new opportunity and significantly increase the available margin on all Office 365 sales.

## REQUIREMENTS

Backup of Office 365 email requires a valid Microsoft Office 365 subscription that includes Exchange Online

Acronis Backup Cloud support for Office 365 email requires the use of a Windows®-based Acronis backup agent.



For additional information, please visit [www.acronis.com](http://www.acronis.com)

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