



RACKNAP

Acronis Cyber Protect Cloud for Distributors & Service Providers

Solution Brief

Cloud Service Delivery and Business Automation Platform

Enabling a profitable cloud business

What is Acronis Cyber Protect Cloud?

Acronis Cyber Protect Cloud unites backup and next-generation AI-based anti-malware, antivirus, and endpoint protection management in one solution.

RackNap's integration with Acronis provides unparalleled ease for service providers. It helps to reduce complexity, increase productivity, and decrease operating costs.

RackNap allows integration capabilities to strengthen services ever further with advanced protection packs and novel cyber protection capabilities. Limit your costs- pay only for the functionalities your clients need.

RackNap automation platform empowers not only your team but your customers as well. Give your customers complete visibility into their service usage, backed with automation.

Integration with Acronis Cyber Protect Cloud allows distributors to onboard new service providers, efficiently sell, provision, manage and bill through a single platform.

Uncovering and Solving Problems

We understand the pain points and challenges of cloud distributors and service providers in providing high-end Cyberprotection solutions.

RackNap automation and billing platform puts an end to your subscription billing and revenue optimization woes.

RackNap, with its next-generation automation capabilities, bills subscribers efficiently and quickly.

RackNap is purposely built to eradicate the billing complexities of your recurring model – so you can optimize your earnings and grow faster.

Solution

Acronis Cloud Distributors can take advantage of RackNap's integration with Acronis Cyber Protect Cloud. RackNap offers seamless automation and powerful management that help reduce your go-to-market time and operational expenses. It also offers business intelligence and analytics for complete insights into your business to help you make strategic decisions faster.

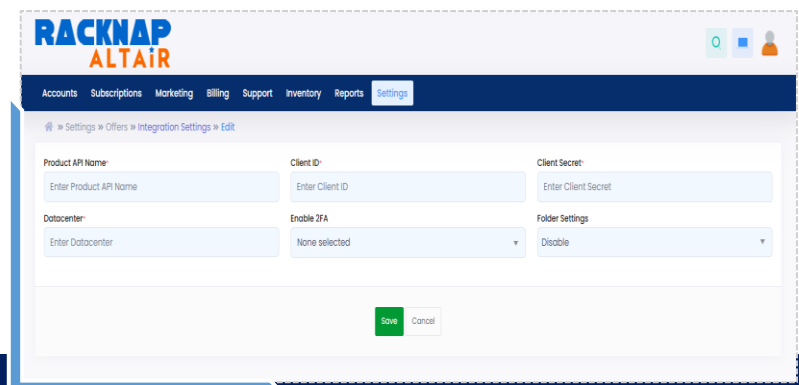
The integration offers end-to-end automation and enables you to provision and deliver Acronis Cyber Protect Cloud services.

RackNap integration focuses on:

- ✓ Simplifying the registration process of new Cloud Service Providers (CSPs).
- ✓ White-labelling and branding options.
- ✓ Seamless order processing with automated provisioning and delivery of Acronis Cyber Protect Cloud services.
- ✓ Flexible licensing model based on GB/Workload.
- ✓ Automated and standardized invoicing process and PAYG billing.

Benefits for Cloud Distributors

- Sign up new CSPs through your own branded marketplace.
- Set the Terms & Conditions for onboarding new Acronis CSPs, directly from your marketplace.
- Set different billing models (Pre-Paid, Fixed Post Paid, PAYG, Free Tiers & Fixed Date).
- Define tenant hierarchy.
- Set hard/soft quota, minimum commitment, different editions, and locations.
- Define margins/markups at partners/customers' level.
- Create Acronis Cyber Protect Cloud subscriptions with complete automation.
- Generate invoices for your CSPs automatically.
- Generate reconciliation reports.
- Manage CSP's and Acronis Cyber Protect Cloud subscriptions from a single platform



The screenshot shows the 'RACKNAP ALTAIR' interface. The top navigation bar includes 'Accounts', 'Subscriptions', 'Marketing', 'Billing', 'Support', 'Inventory', 'Reports', and 'Settings'. The current page is 'Settings > Offers > Integration Settings > Edit'. The form contains the following fields:

Product API Name Enter Product API Name	Client ID Enter Client ID	Client Secret Enter Client Secret
Datacenter Enter Datacenter	Enable 3FA None selected	Folder Settings Disable

At the bottom of the form are 'Save' and 'Cancel' buttons.

Benefits for CSPs

- Easily manage your customers and Acronis subscriptions from a single platform.
- Sign up new customers through your own, white-labelled marketplace.
- Create Acronis Cyber Protect Cloud subscriptions with complete automation.
- Automatically generate invoices for your customers.
- Bundle and package Acronis subscriptions, set usage threshold, payment notifications etc.
- Self-service portal for end customers & single sign-on to Acronis portal.

Benefits for End Customers

- Customer self-service portal to manage services, log tickets, view invoices, orders etc.
- Instant delivery of Acronis services. Pay online or via bank transfer.
- Single sign-on to Acronis portal.
- Invoice and threshold notifications.
- Upgrade/Downgrade quantity and renewals.
- Intuitive dashboard.

