

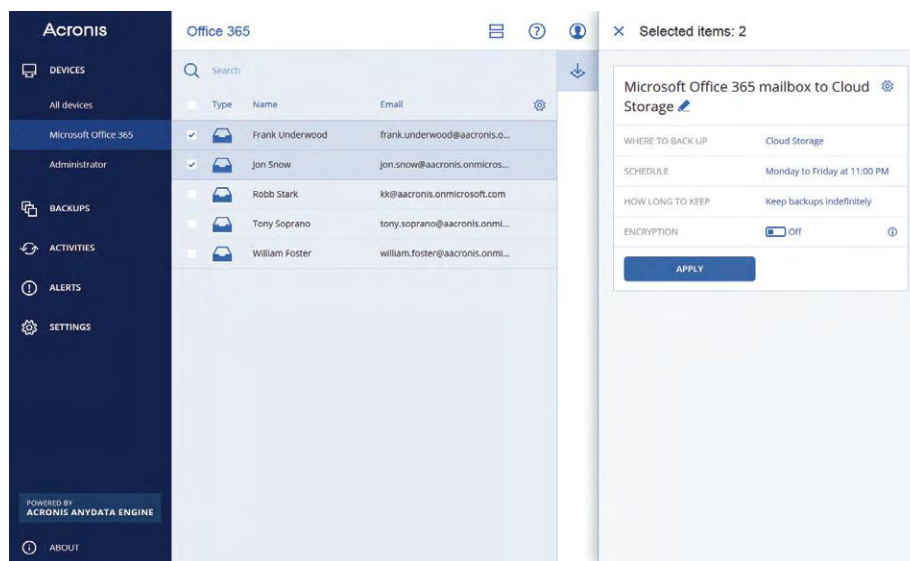
# Acronis

## Data Protection for Microsoft Office 365 Email

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

Acronis® Backup Cloud extends native Microsoft® Office 365® e-mail data security by adding a new layer of protection against data loss and providing point-in-time data archiving. With Acronis Backup Cloud for Microsoft® Office 365®, users' data is safe even in case of e-mail or entire mailbox accidental removal. Point-in-time data archiving is especially necessary for those companies that need to retain their data due to internal policies or legal compliance requirements.

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 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 that 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 Office365 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.

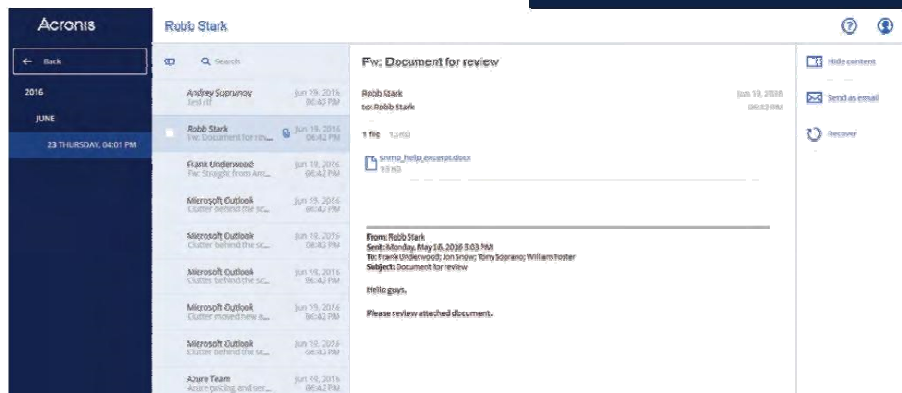
If you or your customers choose to use Acronis Cloud storage to store data, you can trust that the data is safe in the Tier-IV, SSAE-certified data center of your choosing. Acronis backups are also secure with in-transit and at-rest AES-256 encryption, and customer-specific login controls ensure the 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 subscription to Office 365 Enterprise E1 or greater.

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



# Acronis Backup Cloud

## Easy-to-Manage, Complete, and Safe Hybrid Backup and Recovery Solution

With zero entry costs, a per-use business model, and highly flexible storage options, Acronis Backup Cloud eliminates any up-front investment so you can get to market fast, recognize incremental revenues, and quickly grow your business.

### WHY CHOOSE ACRONIS?

Acronis Backup Cloud is a highly customizable, cost-effective service that backs up your customers' data from any source and recovers it to any destination and system. Powered by the Acronis AnyData Engine, Acronis Backup Cloud provides your customers with a best-in-class solution that is easy, complete, and safe.

**Easy** — provides a single dashboard for providers to deploy, manage, and back up their customer's data and view the backup status and history. Your customers have a self-service backup monitor so they can control their own backup process and have a centralized view of activities and problem alerts.

**Complete** — Supports physical and virtual servers, workstations, laptops, and mobile devices. Includes mailbox backup for Microsoft Office 365®. Provides usage and billing reports for all channel levels, supports the customer sign-up process, and integrates with multiple cloud automation platforms.

**Safe** — Provides SSL encryption of management channels and in-transit and at-rest AES-256 encryption of data. Acronis Cloud Storage is located in Tier-IV designed, SSAE-16 certified data centers around the globe.

### QUICKLY ADD VALUABLE SERVICES

According to Odin's fifth annual U.S. SMB Cloud Insights™ report, the U.S. SMB cloud services market will grow at an 11.4 percent compound annual growth rate, from \$25.2B in 2015 to \$34.9B by 2018. One of the key drivers for cloud services growth will be software-as-a-service (SaaS), such as online backup and storage.

This provides you with a valuable market opportunity. SMB owners are increasingly aware of the risks to their business if data is lost or destroyed. In addition, with an easy-to-deploy solution that can leverage Acronis Cloud, your existing infrastructure, Microsoft Azure®, Amazon S3®, and other third-party storage, your customers will be up and running in no time. Just as quickly, you will see increased revenue streams and improved customer satisfaction and retention.

To help you drive sales fast, Acronis provides sales and marketing collateral, training and certification programs, and participates in joint marketing initiatives.

## ACRONIS BACKUP CLOUD SERVICE PROVIDER BENEFITS

**Easily add** a valuable backup service to your portfolio and improve customer satisfaction and retention.

**Grow** your customer base and realize incremental revenues.

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

**Deliver** the services you want with a multi-tiered, multi-tenant cloud.

**Protect** customers' servers, workstations, mobile devices, and Office 365 mailbox data.

**Differentiate** your service from the competition with hybrid backup.

**Leverage** Acronis Cloud Storage, use your own storage, Microsoft Azure, Amazon S3, or other third-party storage.

# NEW RELEASE

## ACRONIS VOLUME PRICING PROGRAM

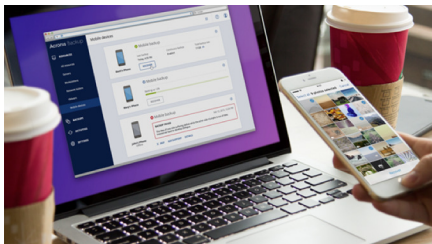
Join today and start enjoying the benefits of the Ingram Volume Pricing Program for Service Providers! The higher the level, the greater the benefits!

- **Volume Discount:** up to 35% off price list.
- **Flexible Pricing:** choose any of 4 pricing levels available, depending on your business growth.
- **Pay per Usage:** bill is based on actual storage resource usage, no matter how you are selling services to your customers.
- **Flexible Price** per-GB will be determined based on the current pricing tier (from Tier 1 to Tier 4). The higher the tier is, the lower the prices are.
- **Monthly Minimum Commitment** is required by each level.
- **Automatic** pricing level upgrades, on total resource usage exceeding next level minimum commitment.

## MOBILE DEVICES BACKUP

Acronis Mobile Backup for Business is the mobile backup application that lets your customers back up and recover contacts, photos, videos, reminders, and calendars from iOS and Android mobile devices.

- Mobile backup of contacts, photos, videos, calendar events, and reminders from your iOS and Android smartphones and tablets.




- Recover to the same device, a cleaned device, or a brand new device. Even recover to a device running a different OS.
- Mobile application branding options, including text about service provider, contacts, links and social networks.


## ACRONIS RESELLER BRANDING

Acronis Backup Cloud provides simple but comprehensive solution allowing service providers to offer cloud backup service using your own brand by replacing logo, contacts, links to resources and e-mail settings.

Branding options include:

- User Interface Elements
- Company and Product Information
- Links to Resources
- Mobile Application Links
- E-mail Branding

Logo: 

Color scheme: 

Company name: [Acronis](#)

Service name: [Acronis Backup Cloud](#)

Home URL: <http://www.acronis.com>

Support URL: <http://www.acronis.com/support/>

Support phone: +1 (781) 782-9000

Knowledge base URL: [https://kb.acronis.com/errorcode?ser=\[...\]](https://kb.acronis.com/errorcode?ser=[...])



## ACRONIS VOLUME PRICING PROGRAM

**Position** your business for maximum success and profitability with our award winning partner program.

**Start** from a low commitment level, grow to increase your profits.

**Choose** a pricing level according to you current business volume. Upgrade to the next level once it becomes profitable.

## OFFICE 365 BACKUP

**Offer** your customers a valuable backup service to protect all of their email data while also complementing your Office 365 sales.

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

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

## MOBILE DEVICES BACKUP

**Extend** your offer by branded mobile device protection service.

## RESELLER BRANDING

**Add** your own branding and identity to the leading cloud backup product.

**Increase** the loyalty of your clients by associating solution convenience and quality with your brand.