

Acronis

ACRONIS CLOUD BACKUP

Product Presentation



Agenda

- *Secure Online Desktop* Corporate Overview
- Challenges of Data Protection
- *Acronis Cloud Backup* Solution and Benefits
- Licensing and Support
- Customer Stories

Secure Online Desktop

Corporate Overview

Secure Online Desktop

- 6 years on the market
- Secure Online Desktop provides Cloud Computing services with IaaS (Infrastructure as a Service) and SaaS (Software as a Service) model.
- Provides dependable services
 - Cloud Server
 - Virtual Datacenter
 - Web hosting
 - Cloud Conference
 - Cloud CRM for Call Center
 - ownCloud (Cloud Drive)

Secure Online Desktop and Acronis

- We are
 - Trained
 - Certified
 - Working with Acronis since 2014

Data Protection Challenges

In Modern IT Environments

Your Business Environment

Your Business Depends on

Vital applications

- CRM, ERP, E-mail, Databases

Business-critical data

- Customer DB, Sales, Marketing

High employee productivity

- Remote and in-office

Dynamic IT infrastructure

- Physical, Virtual, Cloud

You Want

Complete business data protection

- Not a piece-meal backup

Easy unified management

- Not a bunch of complex user interfaces

Fast backup and recovery

- Reduce business downtime

Reliable and trusted technologies

- To handle evolving business requirements

Your Business Reality...



70%

Have **insufficient*** protection of their critical data



75%

Estimate every hour of downtime of critical applications costs **over \$20,000**



48%

Run both **Virtual and Physical** systems in their IT



25%

Do not return to operation after a disaster

Sources: "Complexity and Data Growth Driving Small and Medium-Sized Environments Toward a New Generation of Data Protection", IDC, June 2014. Sample: 401 SMB Businesses, <1000 employees
US Small Business Administration, "Planning for Disasters in Advance" in cooperation with Institute for Business and Home Safety, <https://www.sba.gov/content/disaster-planning>

Businesses Depend on Microsoft Tech



89%

Usage rate
of Microsoft
Windows PCs



75%

Servers are
virtualized.
Microsoft **Hyper-V** is
one of market leaders



102%

Annual growth
of Microsoft **Azure**
usage – fastest
growing cloud IaaS



77%

Microsoft
Exchange market
share, including Office
365

Sources: NetMarketShare.com, July 2016; "Market Trends: x86 Server Virtualization, Worldwide, 2016", Gartner, May 2016; Earnings Release FY16 Q4, Microsoft, July 2016; Enterprise Email, Osterman Research Survey, March 2016

Office 365 Data Protection Challenges

Customer Challenges and Risks

Customers need local backup

- Existing solution may support only the cloud storage
- Company / compliance regulations require on-premises copy
- **73%** of respondents want backups outside of the vendor's cloud, with **29%** requiring copy on-premises, according to ESG*

Customers don't back up cloud data

- Assuming cloud vendor does proper backups
- Microsoft Office 365 backup is not built-in
- Risk data loss and being non-compliant

Customers' backup solutions do not support Office 365

- Traditional enterprise backup solutions

Solution

Acronis Cloud Backup

- Protects Office 365 mailboxes
- Stores backups on-site, and in the cloud
- Protects 16 platforms – no separate solutions needed
- Enables compliance with corporate business continuity policies, including long-term retention
- Allows customers to **regain control** of their email
- Diminishes risks

*"Data Protection Cloud Strategies" research, Enterprise Strategy Group, December 2016

Cloud Managed Data Protection Advantages

- **Solve** your data protection challenges quickly
- **Start** protecting all data without upfront investments
- **Enjoy** both local and cloud backup and bare-metal recovery in one service
- **Focus** on your business and leave data protection to us
- **Get** managed backup & recovery today

Acronis Cloud Backup

***Peace of mind knowing that your data
is safe and secure!***

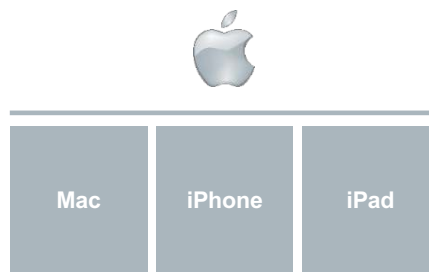
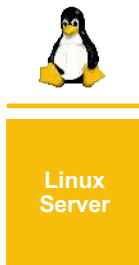
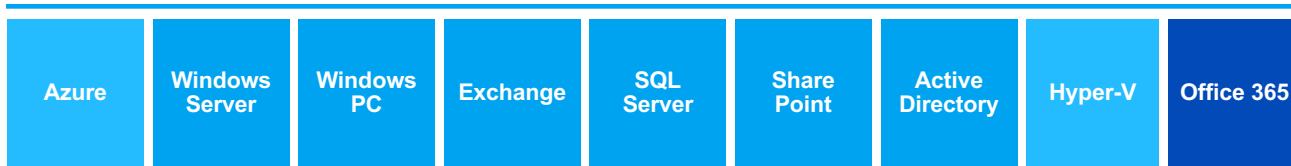


Acronis Cloud Backup

World's Fastest Backup Solution

Acronis Cloud Backup

World's easiest and fastest data protection for all your small business data – on-premises, remote, private cloud, public cloud, mobile devices.



- Easy**
Zero-installation web console
- Complete**
Protect 16 platforms
- Safe**
4 encryption standards
- Fast**
achieve RTOs of 15 sec
- Reliable**
500,000+ businesses

Acronis Cloud Backup– What's Cool

Web Console

- Manage on-premises **and** cloud
- Back up physical, virtual, cloud
- Protect all the data in **16** platforms, as hybrid cloud infrastructure is a new norm

Cloud

- Protect Office 365, Azure, Amazon
- Store to Secure Online Desktop Datacenter
- Manage from Secure Online Desktop Cloud
- Ensure safe cloud transition, as 78% of companies are using cloud

End-Users

- Back up PC & Mac
- Protect iPhone & iPad
- Include Android devices
- Safeguard mobile workforce, as more than 70% of workforce will be mobile by 2020

Recovery

- Restore to dissimilar hardware
- Recover Windows, Linux
- Move UEFI, BIOS, x32, x64
- Migrate anywhere easily, as businesses require agility in their infrastructure choices

Instant Restore

- Run backup as a VM
- Restore Windows & Linux
- Use VMware & Hyper-V
- Get 15 seconds RTO to meet ever-growing demand for faster recovery

Control

- Control your backup
- Control your infrastructure
- Control your cloud
- Control your data, as your business depends on it

Acronis Cloud Backup



Easy

to provision and use

- Deploy on-premises / in cloud
- Easy-to-manage
- Unified web console
- Minimal training
- Zero learning curve



Complete

protection of Any Data

- On-Premises, Remote, Cloud
- Windows, Linux, Mac
- VMware, Hyper-V
- Office 365
- Amazon EC2, Azure
- Exchange, SQL, SharePoint
- iPhone, iPad, Android



Safe

and trusted solution

- Encrypt at-rest and in-transit
- Password protection
- Designed for future
- Trusted by 500,000 businesses
- SSAE-16 certified datacenters
- Location transparency



Fast

backup and instant recovery

- Zero provisioning with cloud console
- Quickest disk-image backups
- Rapid flexible recoveries



Reliable

time-tested technologies of Acronis AnyData Engine

- Best-in-class data protection
- Recovers entire systems, single files, folders, application data, cloud instances
- Trusted by millions of users

Easy Backup



Stress-Free Data Protection Solution



Easy Protection

- Use intuitive cloud-based web console
- Access console from any web browser, even from your tablet, effortlessly
- Protect your entire business with few clicks

Easy Installation

- Provision complete protection in few minutes
- View the user interface in any of 18 languages
- Upgrade your current *Acronis Cloud Backup* seamlessly

Easy Migration

- Recover to dissimilar hardware with proven Acronis Universal Restore
- Migrate or upgrade anywhere - P2V, V2V, V2P, P2P, P2C, C2C, etc.

Easy solution gives you predictable results, not a fight with complexity

Complete Protection



The Broadest Offering Tailored for Small Businesses



All Virtual

- **Best-in-class virtual backup**
- Agentless, Agent, Host
- Microsoft Hyper-V
- VMware vSphere
- Recovery of **hosts** (not just VMs)

All Cloud

- **The only integrated backup of cloud**
- **Microsoft Office 365 mailboxes**
- Microsoft Azure VMs
- Amazon EC2 Instances

All Physical

- **Trusted physical backup**
- Windows Server (incl.2016)
- Linux

All Applications

- **Reliable critical protection**
- Exchange (DBs and entire servers)
- SQL (DBs and entire servers)
- SharePoint
- Active Directory

All Users

- **Any user, any device**
- Microsoft Windows PC & Mac
- Protect laptops and desktops
- iPhone / iPad
- Android

Complete solution protects entire environment, not leaving any gaps

Safe Solution



Ultimate Peace of Mind at Every Step - You are in Control



Safe Virtualization

- VMware to VMware Replication
- Easy failover, failback
- WAN optimization included

Safe Administration

- Alerting and monitoring
- Select events to be notified of
- Reduce operational risks

Safe Data

- Encryption and password protection
- Protect data in-flight and at-rest
- Enforce privacy of business data

Safe Cloud

- Location transparency
- Proven Acronis Storage
- Petabytes of customer data

Safe solution lets you control your data, your backup and your success

Fast Results



Rapid Data Protection and Recovery



Quickest Recovery

- Acronis Instant Restore™
- Run backup as VM
- RTO of seconds – no data movement
- Virtual, Physical, Cloud

Quickest Provisioning

- **Zero** installation for cloud console
- Web console even on your tablet
- One-click agent install
- Instinctive user interface

Quickest Backups

- Patented disk-imaging
- Used by millions since 2002
- Virtual, Physical, Cloud, Applications

Quickest Rollback

- vmFlashback VMware and Hyper-V
- CBT-based incremental restore of VMs
- Quick RTO
- Incremental data movement

Fast solution gives you results, not worries and waits

Reliable Technologies



Dependable Acronis AnyData Engine Safeguarding Millions of Users



Trusted Solution

- More than 500,000 businesses
- More than 5,000,000 consumers
- More than 100 technology patents
- More than 32,000 partners
- More than 145 countries
- More than 5,000 petabytes protected

El entorno es muy intuitivo lo que lo hace fácil de implementar y por lo tanto fácil de vender. Un saludo y gracias por vuestro trabajo.

The environment (of Acronis Cloud Backup) is very intuitive making it easy to implement and therefore easy to sell. Thanks for your work.

Raúl Manteca Fernández,
Storage and Backup Administrator,
Banking Industry, Spain

By choosing Acronis, we have been able to install a more flexible and faster backup and recovery solution that gives us greater confidence in our ability to retrieve and recover data.

Jaime Lockwood, IT Manager, Morrish Solicitors

Reliable technologies gain your trust, not give you surprises

Only Acronis Cloud Backup



Cloud Convergence

Converges cloud and on-premises data protection of small and medium businesses, backing up all individual workloads of your IT environment through a unified web console



RTOs of Seconds

Includes **Acronis Instant Restore™** that allows you to reduce RTO to seconds by running any physical or virtual Windows or Linux system backup as VMware or Hyper-V VM



Cloud Data

Allows you to back up on-premises physical and virtual systems, as well as **Microsoft Office 365 mailboxes, Azure VMs, and Amazon EC2 instances** for complete protection of your entire IT infrastructure



PCs, Mac and Mobile

Allows you to back up **Microsoft Windows PCs and Tablets, Mac, iPad, iPhone and Android devices**, protecting every endpoint of every user



Virtual Host Backup

Backs up VMware ESXi and Microsoft Hyper-V **hosts (not just VMs)** and recovers it to dissimilar hardware for complete protection of your virtual infrastructure



Data Control

Allows you to **retain complete control** over the location of your data, systems and backups – ensuring that you always know where your company data is, even **in the cloud**

Acronis Cloud Backup Use Case – Hybrid Cloud

Typical Customer

- **Small business**
- Hybrid cloud environment
 - Windows / Linux
 - Hyper-V / VMware
 - **Azure / Amazon**
 - **Office 365**

Target personas

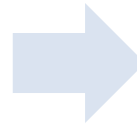
- Business owners
- IT Generalists

78% of companies are using or deploying cloud solutions

IDC CloudView 2016 Survey, January 2016

Challenge – Protect the entire Hybrid Cloud Infrastructure

- Multiple point solutions – **difficult to manage**
- High costs, Complexity, Unproductive IT
- Traditional solutions – **no cloud data protection**
- High risks, longer RTO



Solution – Acronis Cloud Backup

- **Complete protection** – unified physical, virtual and cloud backup
- **Hybrid storage** – local or network disks on-premises / Acronis Cloud
- **Flexible Recovery** – Any-to-Any, including P2C and V2C, even C2V

Acronis Cloud Backup Use Case – Microsoft

Typical Customer

- **Small business**
- Microsoft environment
 - Windows
 - Hyper-V
 - **Azure**
 - **Office 365**

Target personas

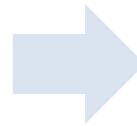
- Business owners
- IT Generalists

89% of user PCs run Microsoft Windows

NetMarketShare.com, July 2016

Challenge – Protect the entire Microsoft Stack

- Built-in native tools or point tools
 - **Difficult to manage**
 - High costs, complexity, unproductive IT
- Traditional solutions
 - **No Office 365 support**
 - High risks, longer RTO



Solution – *Acronis Cloud Backup*

- **Complete protection** – unified physical, virtual and cloud backup for 9 types of Microsoft platforms
- **Hybrid storage** – local or network disks on-premises / Acronis Cloud Storage
- **Flexible Recovery** – granular, bare-metal, dissimilar, any-to-any migration, including P2C and V2C, even C2V

Acronis Cloud Backup Use Case – Users

Typical Customer

- **Small business**
- Mobile workforce
 - Sales / service
 - Windows PC / Mac
 - **iPhone, iPad, Android**
 - **Office 365**

Target Personas

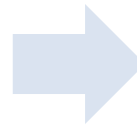
- Business owners
- IT Generalists
- Helpdesk

72.3% of total workforce will be mobile by 2020

IDC U.S. Mobile Worker Forecast, 2015-2020

Challenge – Protect the mobile workforce

- Mobile workforce is not backed up
- Point cloud backup solutions
 - **No on-premises storage support**
- Traditional solutions
 - **Requires VPN**



Solution – Acronis Cloud Backup

- **Complete protection** – any user
- **Hybrid storage** – local or network disks on-premises / Acronis Cloud Storage
- **Flexible Recovery** – granular, bare-metal, dissimilar, any-to-any migration, including P2C and V2C, even C2V

Acronis Cloud Backup Use Case – Education

Typical Customers

- Universities
- College
- High Schools
- Private institutions
- Academies

Target personas

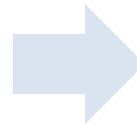
- Provost
- Student Helpdesk
- IT Manager

Acronis' software ensures that the entire backup process is fully automated, and can be managed centrally by our IT team. As such, staff at our schools and colleges don't need to worry about business continuity – and can focus on their primary role of educating students.

Daniel Gale, Network Manager, Sutton Local Authority

Challenge

- **Protect the students**
- Point cloud backup solutions
 - **No on-premises storage support**
- Traditional solutions
 - **No support of mobile devices**



Solution – Acronis Cloud Backup

- **Complete protection** – unified physical, virtual and cloud backup, including mobile devices
- **Hybrid storage** – local or network disks on-premises / Acronis Cloud Storage
- **Flexible Recovery** – granular, bare-metal, dissimilar, any-to-any migration, including P2C and V2C, even C2V

Top 3 Reasons to Choose Acronis Cloud Backup

Protect All Your Data

- On-premises
- Remote
- Private cloud
- Public cloud
- Mobile

Amazing Data Protection

- 16 platforms, 1 solution
- 4 encryption standards
- 15 sec RTO
- Trusted by 500,000 businesses

Only *Acronis Cloud Backup*

- Same console for all your data
- Acronis Instant Restore
- Protect Office 365 mailboxes, Azure and Amazon
- Back up all endpoints
- Back up ESXi and Hyper-V
- Control where your data is stored

Licensing and Maintenance

Acronis Cloud Backup

Licensing

- Fully-functional 30-day trial
- 100% pay per-use
- No upfront investment
- Includes planning, implementation and support

Subscription Benefits



EASY

- “Subscription is easy”
- Fewer license types
- Applies to future versions



- Attractive pricing
- Eliminate CAPEX
- Shift to OPEX



COMPLETE

- Windows, Linux
- VMware, Hyper-V
- Exchange, SQL, SharePoint, Active Directory
- iPhone, iPad, Android (*exclusive*)



- 1-year, 2-years, 3-years
- Fits specific customer needs
- Conversion from perpetual



SAFE

- 24/7 Support
- New versions
- New OS/Apps

Why Customers Like *Acronis Cloud Backup*



Easy

Lance Auman

Systems Integration Manager, Pentagon Federal Credit Union

That's the beauty of Acronis. We set policies and ignore it, knowing that we're protected all the time.



Fast

Samuel Chemouni

Technical Director, Gerard Darel

Compared to its main competitors, Acronis backup for VMware proved to be the easiest to use, fastest for recovery and the most efficient solution.



Reliable

Thomas Haas

Strategic Outsourcing team, Bechtle Remote Services GmbH & Co.

In Acronis' recovery product we have found, after an intensive selection process, a product, which meets the responsible administrators' demands extremely well. We employ this product in all server operational situations and can already confirm its effectiveness in multiple recovery cases that have occurred.

- Backup of Physical, Virtual and Cloud environments
- Any-to-Any migration – P2V, V2V, V2P, P2P
- Hybrid Backup to local devices, NAS, SAN, Tape and to Cloud in the same solution
- File and System backup and granular recovery
- Restore system in seconds with Active Restore

Acronis

New Generation Data Protection

www.acronis.com



twitter.com/acronis



blog.acronis.com



facebook.com/acronis

Acronis AnyData Engine

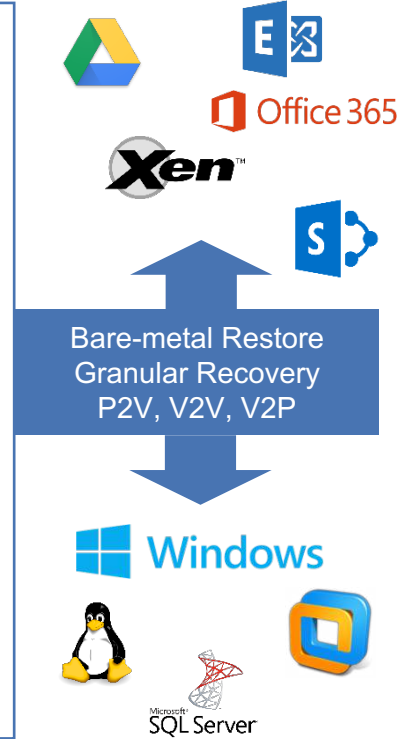
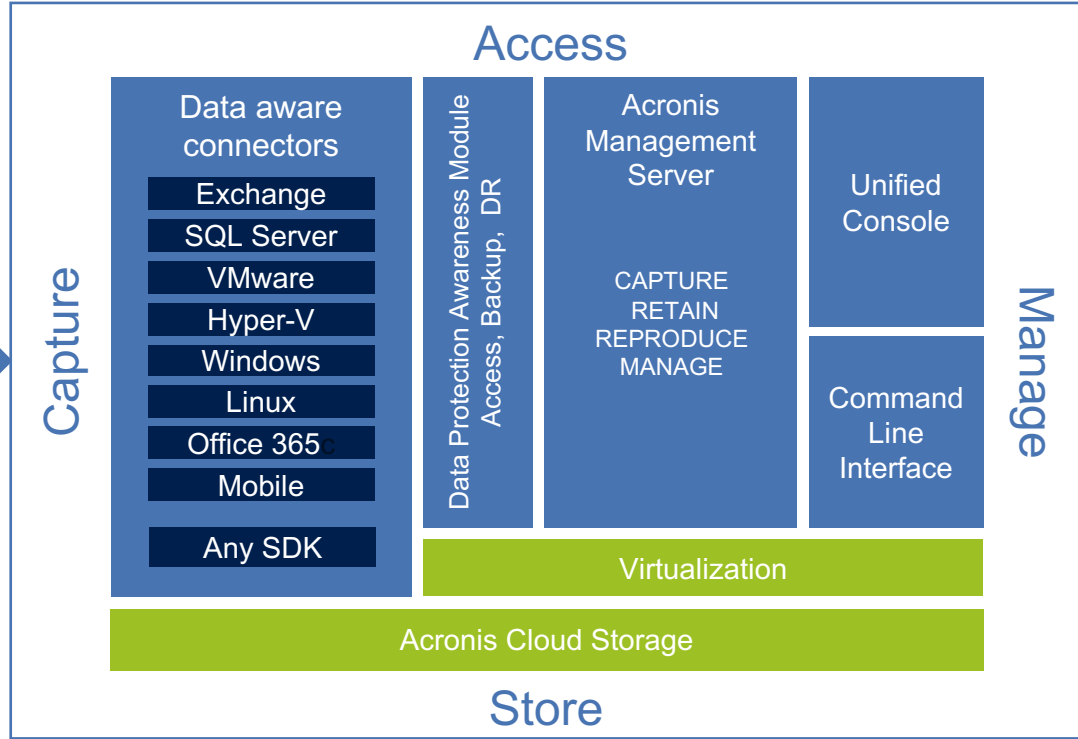
Technologies

Acronis AnyData Engine

Office 365



Disk Imaging
Application Backup
File Backup



Acronis AnyData Engine Innovation

Includes 100+ Patents

Capture

- Agent-less Virtual Machine Backup
- Virtual or Physical Single-pass Backup
- Virtual Machine Change Block Tracking
- Express & Fast Always Incremental
- Differential & Reverse Incremental
- Filesystem-aware backup
- File Exclusions
- Sector-by-Sector Inclusions
- Fast Disk Or Virtual Machine Image backup

Secure and Access

- Advanced Access policy engine
- Active Directory Integration
- MDM solution integration
- User activity audit logging
- Secure in-place editing of documents
- Selective Remote Wipe
- Backup / date periodic validation
- Granular any-level backup/data Access
- Centralized Catalogue with Search

Transfer and Store

- Virtual Machine agnostic and aware
- Encrypted network traffic
- WAN optimization & bandwidth throttling
- Unified & New Gen Backup Format
- Compression & Deduplication
- Backups replication & staging
- Tape management
- Acronis Secure Zone
- Integrated Cloud Storage

Control

- Centralized Management
- Unified Management
- Flexible Policy Based Management
- Static & Dynamic Grouping
- Extendable Backup Schemes
- Accessible Anywhere Web Interface
- Remote Agent Installation
- Multiple Backup Location
- vCenter & vSphere & System Center

Recover

- vmFlashback
- Active Restore, Instant for Virtual
- Bare Metal Restore, Hypervisor also
- Universal Restore
- Image or Database mounting
- Acronis Recovery Manager
- Disaster Recovery Plan
- Granular any-level recovery
- Any-to-any recovery

Source and Destination

- Server, Desktop and Mobile
- Physical, Virtual and Application
- Windows, Linux, Mac OS
- Exchange, SQL, SharePoint, Active Directory
- Hyper-V, VMware, Citrix, Oracle, RHEV
- Disk, Tape, Cloud
- Private, Public, Acronis & Hybrid Cloud
- VMware & Hyper-V & Exchange Cluster
- Any-to-any migration

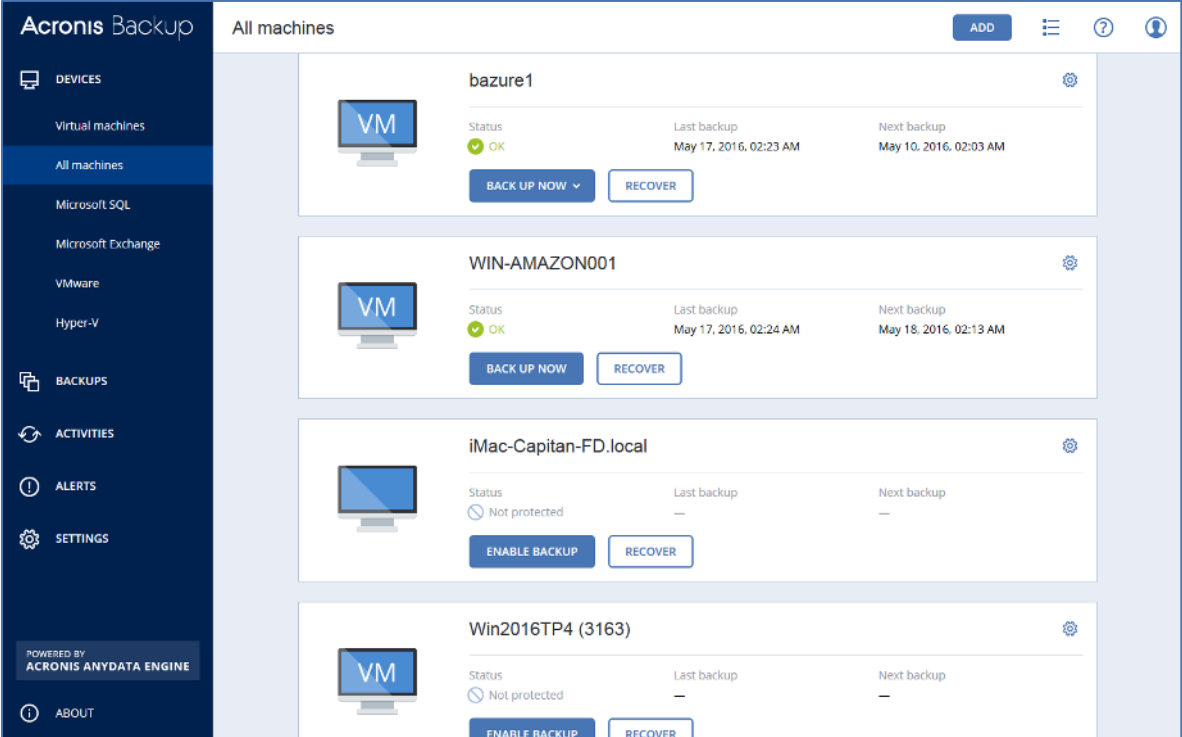
It is difficult to make Data Protection easy

Easy Backup

Stress-free Data Protection Solution

Cloud Web Console

- Intuitive easy-to-use web console
- Already in the Secure Online Desktop Cloud – **zero** installation required
- Easy centralized administration
- Managing data protection for the entire organization



The screenshot displays the Acronis Backup web console interface. On the left is a dark blue navigation sidebar with the following menu items: DEVICES, Virtual machines, All machines (highlighted), Microsoft SQL, Microsoft Exchange, VMware, Hyper-V, BACKUPS, ACTIVITIES, ALERTS, SETTINGS, and ABOUT. At the bottom of the sidebar, it says 'POWERED BY ACRONIS ANYDATA ENGINE'. The main content area is titled 'All machines' and contains a list of four machines:

Machine Name	Status	Last backup	Next backup	Actions
bazure1	OK	May 17, 2016, 02:23 AM	May 10, 2016, 02:03 AM	BACK UP NOW, RECOVER
WIN-AMAZON001	OK	May 17, 2016, 02:24 AM	May 18, 2016, 02:13 AM	BACK UP NOW, RECOVER
iMac-Capitan-FD.local	Not protected	–	–	ENABLE BACKUP, RECOVER
Win2016TP4 (3163)	Not protected	–	–	ENABLE BACKUP, RECOVER

Easy Agent Installation

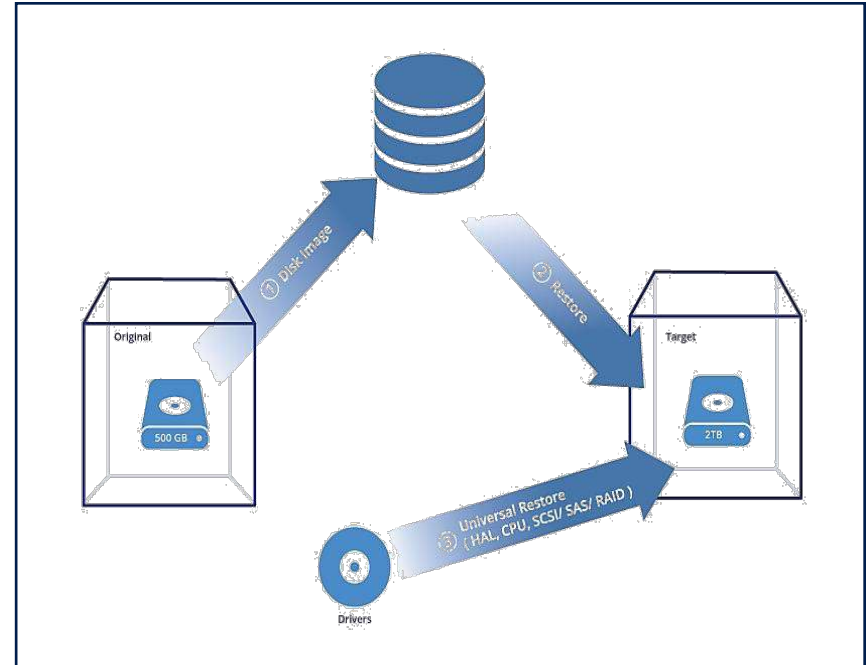
- Provision data protection quickly
- Protect any workload
- Physical
- Virtual
- Cloud

The screenshot displays the Acronis Backup management console. On the left is a dark sidebar with navigation options: DEVICES, BACKUPS, ACTIVITIES, ALERTS, SETTINGS, and ABOUT. The main area is titled 'All machines' and contains a table of monitored devices. The table has columns for 'Type', 'Name', and 'Status'. The first machine, 'exw.win8.dcon.local', is marked as 'Error'. The rest are marked as 'OK'. Below the table, it says 'POWERED BY ACRONIS ANYDATA ENGINE'. On the right, an 'Add devices' dialog box is open, showing categories: WORKSTATIONS (Windows, Mac), SERVERS (Windows, Linux), VIRTUALIZATION HOSTS (VMware ESXi, Hyper-V), and APPLICATIONS (Microsoft SQL Server, Microsoft Exchange Server, Microsoft Active Directory). At the bottom of the dialog, it says 'OFFLINE INSTALLER FOR WINDOWS' and 'Download all agents for installation in Windows: x32 / x64'.

Type	Name	Status
VM	exw.win8.dcon.local	Error
VM	HV12_Win2003 R2	OK
VM	Win2003R2x86_vm	OK
VM	bazure1	OK
VM	WIN-AMAZON001	OK
VM	10.250.40.187	OK
VM	HV12_CentOS7	Not protected
VM	HV12_Ubuntu15x64	Not protected
VM	HV12_RHEL7.2	Not protected
VM	HV12_CentOS6.7x64	Not protected
VM	HV12_RHEL6.7x64	Not protected
VM	HV12_Win2012R2Gen2	Not protected
VM	HV12_Win2008 R2	Not protected
VM	HV12_Win2012 R2	Not protected
VM	(Workload) Win2012R2 (template)	Not protected

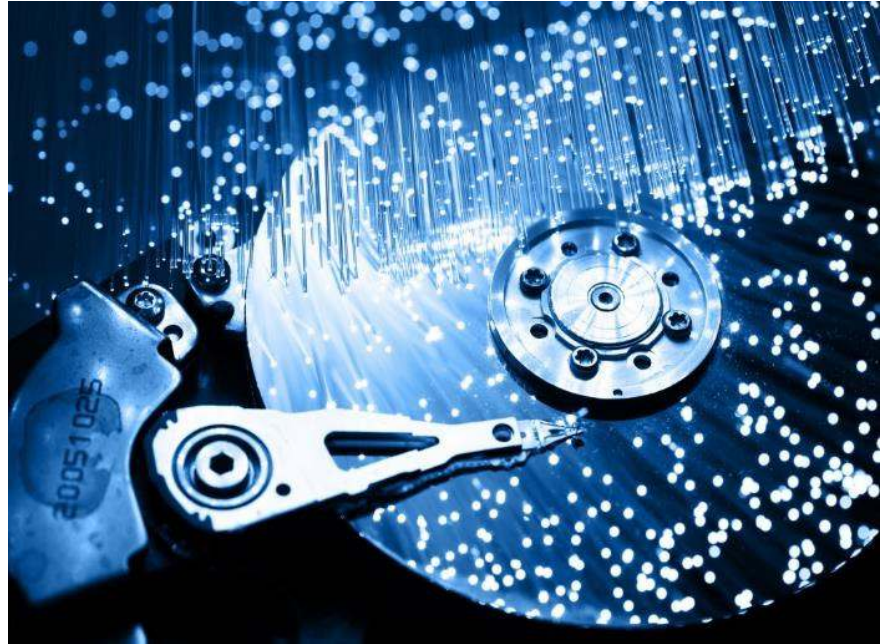
Acronis Universal Restore

- Anywhere to Anywhere migration
- Complete flexibility with Acronis
 - P2V, V2V, V2P, P2P, P2C, V2C, C2V, C2C, C2P
 - BIOS->UEFI/UEFI->BIOS, 32bit->64bit
- 50+ supported operating systems
 - Windows Server 2003/2008/2012/2016
 - Windows XP/Vista/8/8.1/10
 - RHEL/Ubuntu/SLES/CentOS/other
- VM, Azure VM, Amazon EC2 instance migrations



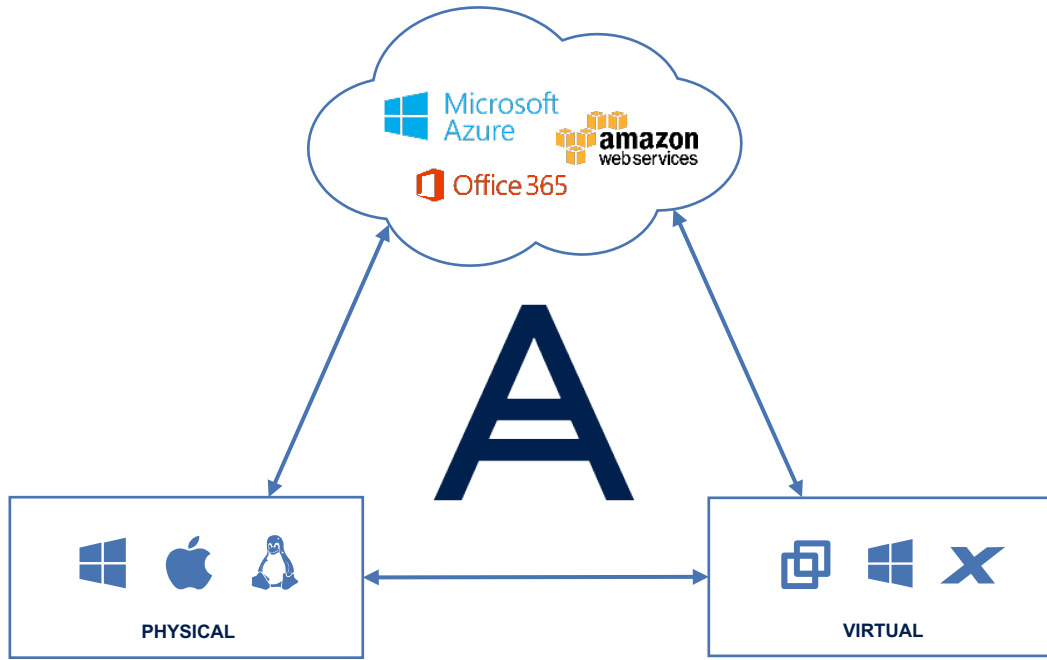
Acronis Universal Restore in Numbers

- **Support for all major file systems**
 - FAT16/FAT32/NTFS
 - ReFS/Ext2,3,4/ReiserFS/XFS/JFS/other
- **50+ supported operating systems**
 - Windows Server 2003/2008/2012/2016
 - Windows XP/Vista/7/8/8.1/10
 - RHEL/Ubuntu/SLES/CentOS/other
- **Dozens of supported migrations**
 - P2V/V2P/V2V/P2P/P2C/C2P/V2C/C2V/C2C
 - BIOS->UEFI/UEFI->BIOS
 - 32bit->64bit
- **Support for any driver**
 - Windows drivers in system folders
 - Linux drivers in modules folders
 - Custom driver location



Complete Control: Any-to-Any Migration

Migrate Data, Applications and Systems to Any Platform



- Any-to-Any
- Physical to Virtual
- Physical / Virtual to Cloud
- Cloud to Physical / Virtual
 - P2V, V2V, V2P, P2P
 - P2C, V2C, C2P, C2V
 - C2C

- ✓ Choose Platforms
- ✓ Change Platforms
- ✓ Control your IT

Built-in Backup Retention

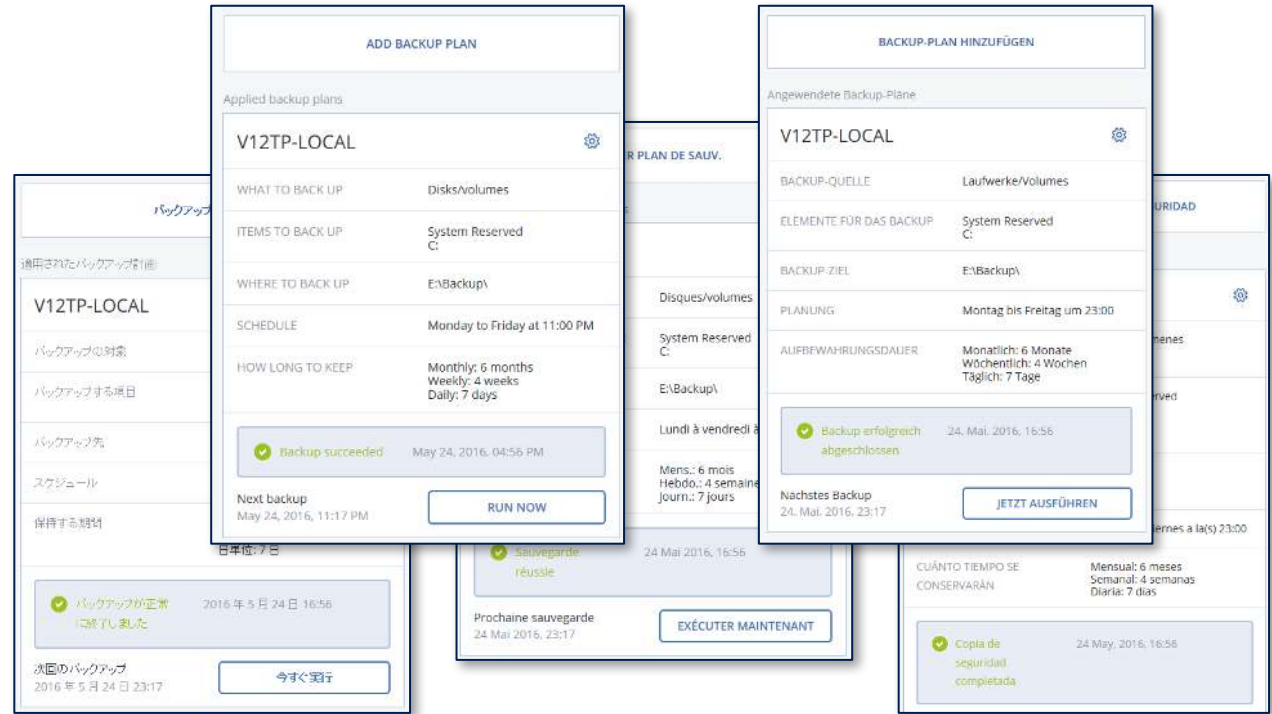
- Rotate backups
- Easy and flexible
- Automate storage management
- Customize to suite your business and IT needs

The screenshot displays the Acronis Backup interface. On the left, a sidebar contains navigation options: DEVICES, BACKUPS, ACTIVITIES, ALERTS, and SETTINGS. The main area shows a list of machines under the heading 'All machines'. The list includes columns for Type, Name, and Status. A 'Schedule' dialog box is open on the right, showing a dropdown menu for 'Backup scheme' with options: 'Always incremental (single-file)', 'Always full', 'Weekly full, Daily incremental', and 'Custom'. The 'Always incremental (single-file)' option is selected. Below the dropdown, there are options for 'Run Monday to Friday' and 'Start backup at: 11:00 PM'. A 'DONE' button is visible at the bottom right of the dialog.

Type	Name	Status
	10.250.40.187	OK
	10.250.40.180	Not protected
VM	WIN-5DV7F43GF	Not protected
VM	dcw.win8.dcon.local	Not protected
VM	exw.win8.dcon.local	Error
VM	bazure1	OK
VM	WIN-AMAZON001	OK
	iMac-Capitan-FD.local	Not protected
	Win2016TP4 (3163)	Not protected
	Win2008R2_AB (3163-WA)	Not protected
	VCSA 5.5	Not protected
	Ubuntu14.04x64_ym	Not protected
	HV12_Win2003_R2	OK
	HV12_RHEL6.7x64	Not protected
VM	WIN-2H5QDL4ASEF	Not protected

Support of Multiple Languages

- Speak your own language
- Eighteen languages are supported
- Switch on the fly



Scheduling Backup

- Time-driven
 - Hourly/Daily/Weekly/Monthly
- ✓ **Ultimate Flexibility**
- ✓ Fits the Business Schedule
- ✓ No Black-outs
- ✓ No Limitations



Complete Protection

The Broadest Offering Tailored for Small Businesses

Best-in-class Disk Imaging for Windows

- Invented and patented by Acronis
- Complete backup of entire disks or partitions on the sector level, except
 - Free space
 - Paging and hibernation files
 - Selected folders, files or file types
- Supports
 - 32-bit & 64-bit
 - BIOS & UEFI
 - FAT32
 - NTFS
 - ReFS
- Trusted by 500,000+ businesses and 5,500,000+ consumers to protect 5,000+ petabytes of data

Supported OS – Microsoft Windows

- **Windows 10**
- Windows 8.1
 - except RT
- Windows 8
 - except RT
- Windows 7
- Windows Vista
- Windows XP Professional
 - SP3

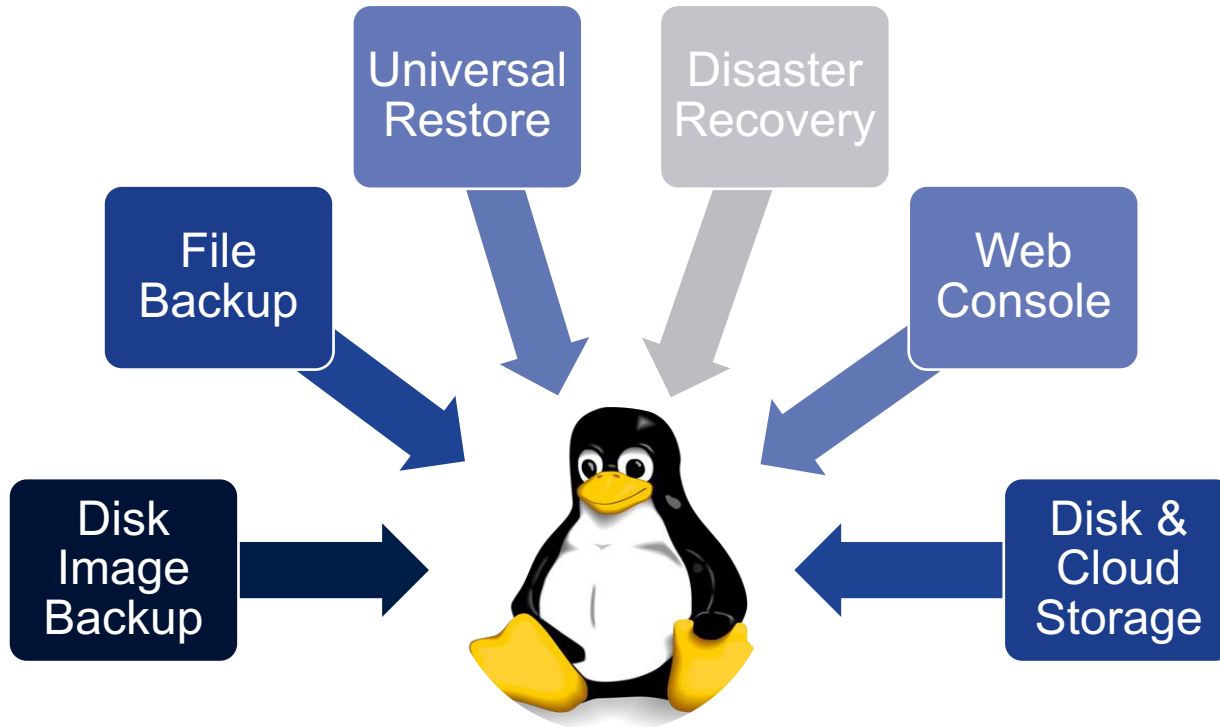


- Windows Server 2016
- Windows Server 2012 R2
- Windows Server 2012
- Windows Server 2008 R2
- Windows Server 2008
- Windows Server 2003 R2
- Windows Server 2003
- Windows Server 2012 Essentials
- Windows Server 2012 Foundation
- Windows MultiPoint Server 2010/2011
- Windows Small Business Server 2011
- Windows Small Business Server 2008
- Windows Small Business Server 2003 R2
- Windows Small Business Server 2003

Diverse Disk Imaging for Linux

- Invented and patented by Acronis
- Complete backup of entire disks or partitions on the sector level, except
 - Free space
 - Swap
 - Selected folders, files or file types
- Supports
 - 32-bit & 64-bit
 - BIOS & UEFI
 - Ext2/3/4
 - ReiserFS 3/4
 - XFS/JFS
- The best Linux disk imaging technology in the market

Complete Linux Support



Supported OS - Linux

- Linux with kernel from 2.6.9 to 4.9 and glibc 2.3.4 or later
- Various 32-bit and 64-bit Linux distributions, including:
 - Red Hat Enterprise Linux 4.x, 5.x, 6.x, 7.0, 7.1, 7.2, 7.3
 - Ubuntu 9.10, 10.04, 10.10, 11.04, 11.10, 12.04, 12.10, 13.04, 13.10, 14.04, 14.10, 15.04, 15.10, 16.04
 - Fedora 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23
 - SUSE Linux Enterprise Server 10 and 11
 - SUSE Linux Enterprise Server 12 – supported on file systems, except for Btrfs
 - Debian 4, 5, 6, 7.0, 7.2, 7.4, 7.5, 7.6, 7.7, 8.0, 8.1, 8.2, 8.3, 8.4, 8.5
 - CentOS 5.x, 6.x, 7, 7.1, 7.2, 7.3
 - Oracle Linux 5.x, 6.x, 7.0, 7.1, 7.2, 7.3 – both Unbreakable Enterprise Kernel and Red Hat Compatible Kernel
 - CloudLinux 5.x, 6.x, 7, 7.1
 - ClearOS 5.x, 6.x, 7, 7.1

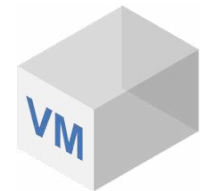


Complete Protection for VMware and Hyper-V

- All parts of virtual environment
- Virtual machines
 - Including non-VADP/VSS compliant – VMs with physical RDM, pass-through disks, independent disks, guest-initiated iSCSI
- Virtual applications
- Files and folders
- Hypervisor itself

- Backup and replication
- Replication with WAN optimization for fastest recovery
- Backup for versioning and offsite storage

- Local and cloud
- Local disk for faster recovery
- Acronis Cloud Storage for offsite protection
- Automatically copies local backup to the cloud



ESXi and Hyper-V Host Backup and Recovery

Hypervisor needs to be recovered before any VM can be restored

- Including settings and backup software

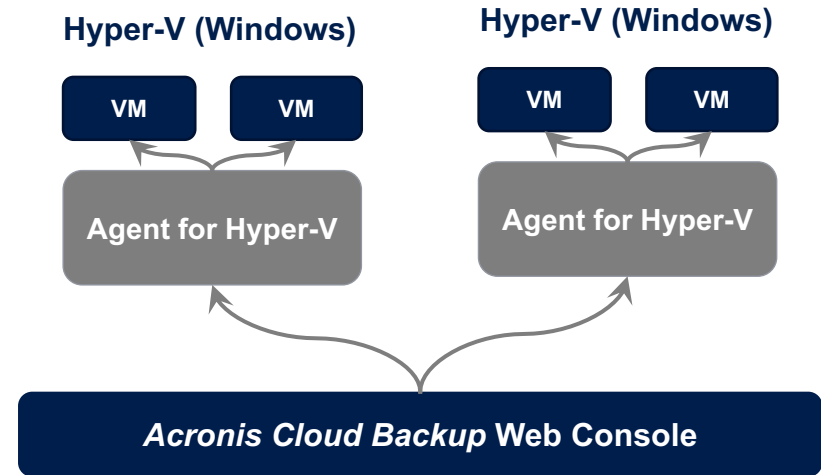
Trivial for experts, but complicated for small environment admins

Acronis Cloud Backup:

- Uses API's to backup hypervisor binaries and settings (while the host is running)
- The backup can be recovered to a bare metal server
- Recovery of the VM's start automatically

Microsoft Hyper-V Backup

- Agentless and agent-based backup of Microsoft Hyper-V VMs and hosts
- Application-aware backup
- Unified backup format
- No agent installation in guest OS required
- Agent-based protection is available for non-VSS compliant VMs:
 - VMs using pass-through disks
 - Guest-OS initiated iSCSI

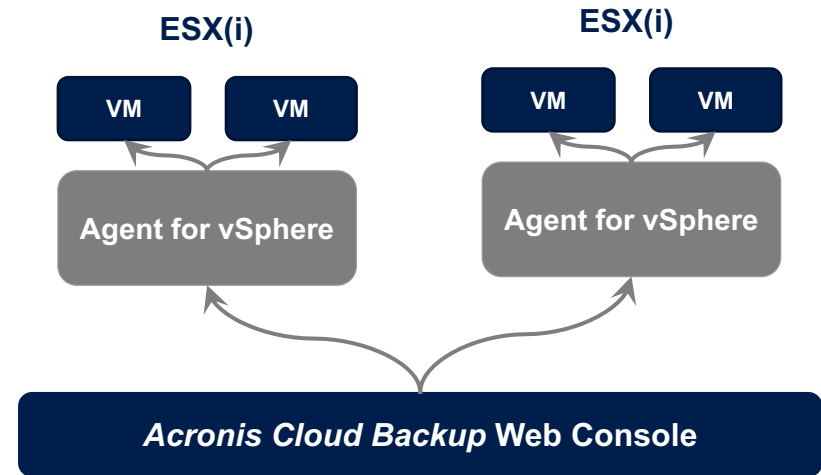


Supported Microsoft Hyper-V

- Microsoft Hyper-V Server 2016
- Microsoft Hyper-V Server 2012 R2
- Microsoft Hyper-V Server 2012
- Microsoft Hyper-V Server 2008 R2
- Microsoft Hyper-V Server 2008
- Microsoft Windows Server 2016 Technical Preview 4 with Hyper-V
- Microsoft Windows Server 2012 R2 with Hyper-V
- Microsoft Windows Server 2012 with Hyper-V
- Microsoft Windows Server 2008 R2 with Hyper-V
- Microsoft Windows Server 2008 with Hyper-V
- Windows 10 with Hyper-V
- Windows 8.1 with Hyper-V

VMware vSphere Backup

- Agentless and agent-based image backup of VMware vSphere VMs
- Application-aware backup
- Unified backup format
- No agent installation in guest OS required
- Agent-based protection is available for non-VADP compliant VMs:
 - Fault-tolerant VMs
 - VMs using physical RDMs
 - Independent disks
 - Guest-OS initiated iSCSI



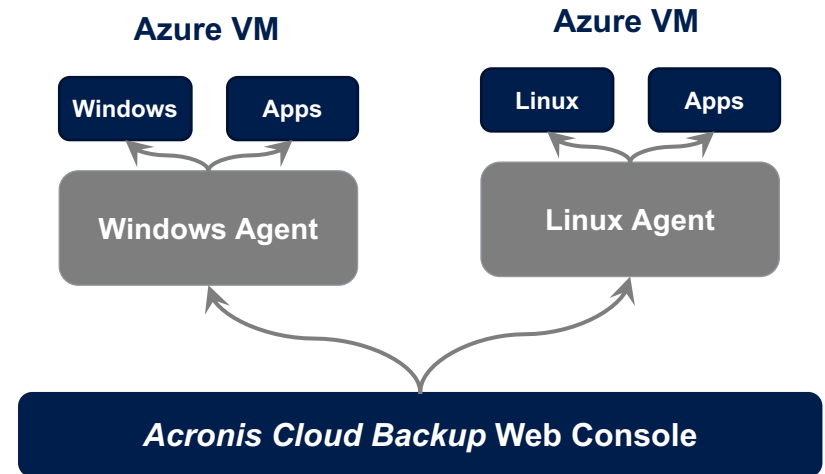
Supported VMware vSphere

- VMware vSphere 4.1 (ESX/ESXi)
- VMware vSphere 5.0 (ESXi)
- VMware vSphere 5.1 (ESXi)
- VMware vSphere 5.5 (ESXi)
- VMware vSphere 6.0 (ESXi)
- VMware vSphere 6.5 (ESXi)

** Free VMware Hypervisor is supported with built-in agent-based backup*

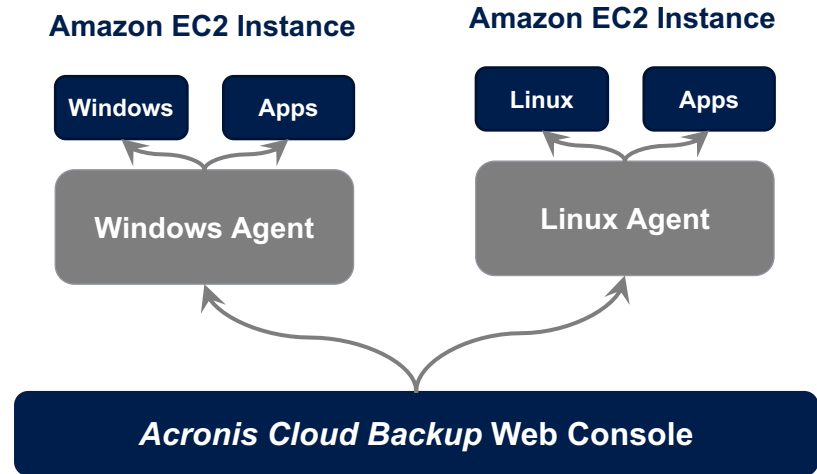
Microsoft Azure VM Backup

- Complete backup of Azure VMs
 - Image backup and recovery
 - File backup
- Application-aware backup
- Unified backup format
- Dissimilar hardware recovery
- C2P, C2V, C2C migration



Amazon EC2 Backup

- Complete backup of Amazon EC2
 - Image backup and recovery
 - File backup
- Application-aware backup
- Unified backup format
- Dissimilar hardware recovery
- C2P, C2V, P2C migration



Protect Office 365 with Acronis Cloud Backup

Ultimate protection of Office 365's emails, contacts, calendars, tasks, and attachments

Fast

- Quick provisioning
- Minimum configuration
- Rapid recovery
- Multi-stream backup

Flexible

- Local Disks
- NAS
- Acronis Cloud Storage

Easy

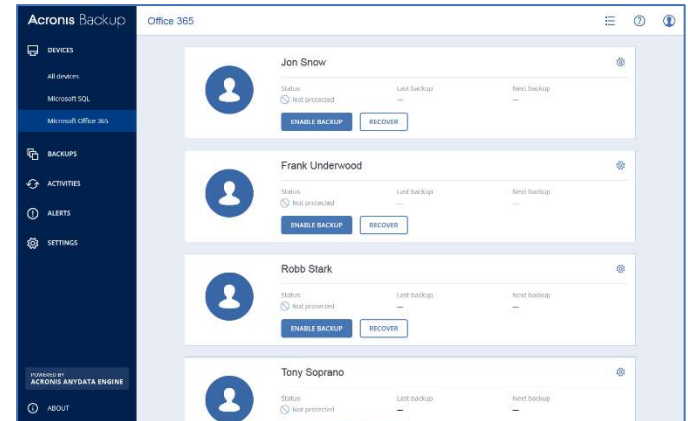
- Simple installation
- Touch-friendly web UI
- Mobile-enabled
- Search
- Preview

Safe

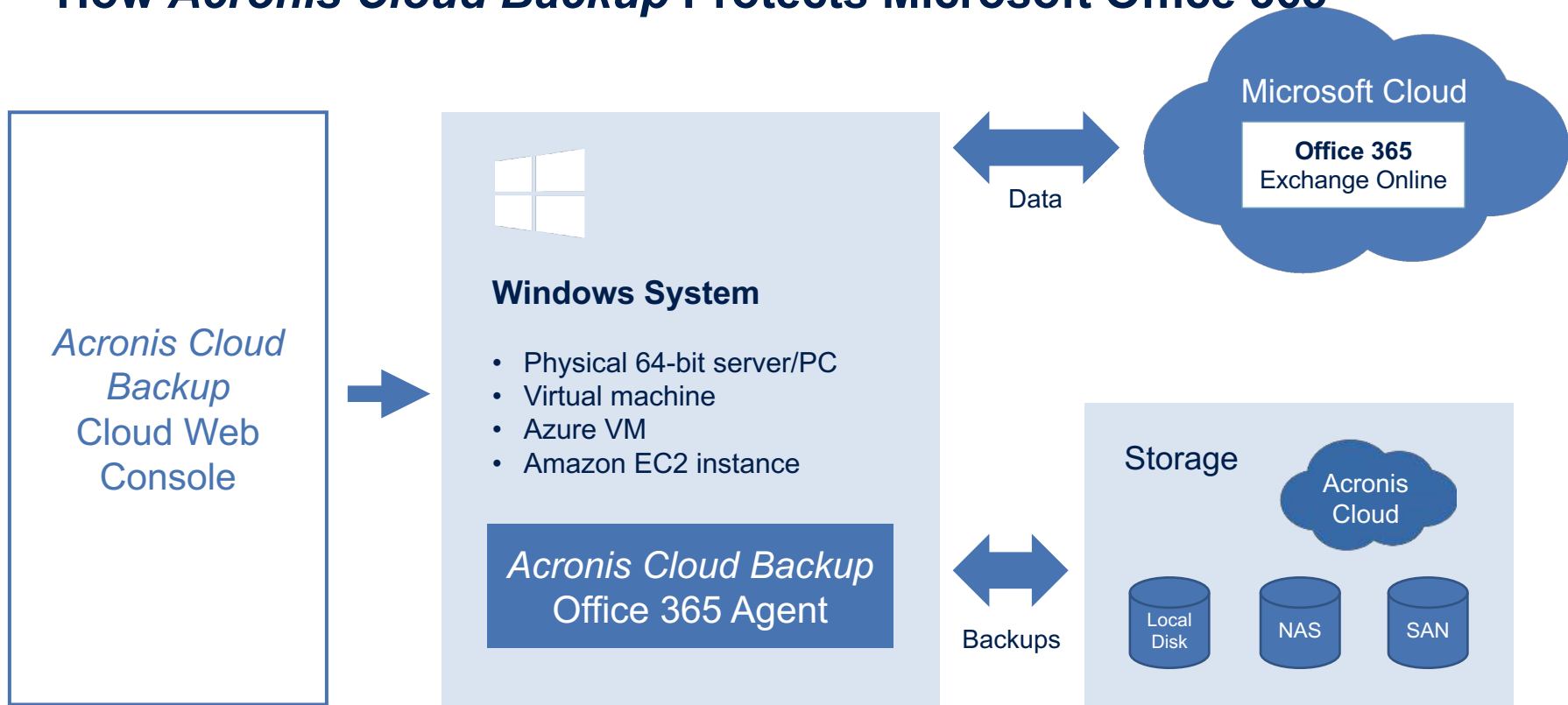
- Encryption
- Password Protection

Complete

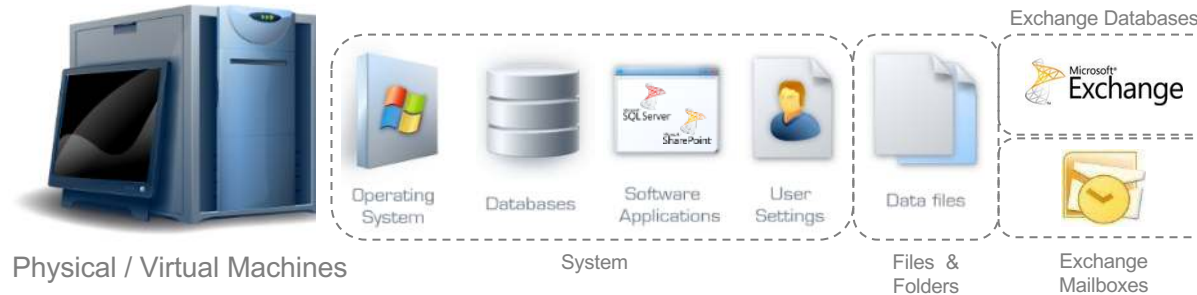
- Shared mailboxes
- Emails
- Contacts
- Calendars
- Tasks
- Attachments



How Acronis Cloud Backup Protects Microsoft Office 365



Single-Pass Application-Aware Backup



- Back up entire system in one pass
 - OS
 - Applications
 - Databases
 - Files
- Physical, virtual, and cloud
- **Easy** to use
- **Complete** backup
- **Safe** recovery of any data
 - Entire system
 - Single file
 - Single e-mail or document
 - Database

On-Premises Application Support



Microsoft Exchange

- Single-Pass backup
- Granular recovery of mailboxes, emails, contacts, tasks
- Truncate logs



Microsoft SQL

- Single-pass backup
- Granular recovery of databases
- Truncate logs



Microsoft SharePoint

- Single-pass backup
- Granular recovery of documents via SharePoint Explorer tool



Microsoft Active Directory

- Single-Pass Backup
- Granular Recovery of databases and SYSVOL

SUPPORTED BY Acronis Cloud Backup

Microsoft Exchange Support



Microsoft Exchange

- ✓ Protect company email
- ✓ Improve user productivity with quick mailbox recovery
- ✓ Enhance service with e-mail catalog search and recovery
- ✓ Reduce recovery time

- Unified solution for backup, management and recovery OS and Microsoft Exchange data
- Search and recover
 - Entire server
 - Databases
 - Mailboxes
 - Individual e-mails
- Supported versions: 2007, 2010, 2013, 2016

Microsoft SQL Support



Microsoft SQL

- ✓ Simplify the data protection with single-pass backup
- ✓ Get flexible recovery with server, files or databases recovery
- ✓ Reduce risk of low disk space with built-in log truncation

- Unified interface for backup, management and recovery OS and SQL databases
- Scheduling and backup replication
- SQL transaction log truncation
- Selected SQL DB recovery
- Supported versions: 2005, 2008, 2008 R2, 2012, 2014, 2016

Microsoft SharePoint Support



Microsoft SharePoint

- ✓ Simplify the data protection with Single Pass Backup
- ✓ Improve User productivity with granular recovery of documents
- ✓ Reduce recovery time by restoring the entire server

- Unified interface for backup, management and recovery SharePoint servers and farms
- Scheduling, monitoring
SharePoint SQL DB protection
- Granular recovery of items and documents
- Supported versions: 3.0 SP2, 2007 SP2, 2010 SP1, 2013

Microsoft Active Directory support



Microsoft Active Directory

- ✓ Simplify the data protection with single-pass backup
- ✓ Reduce recovery time with support of authoritative and non-authoritative restore

- Unified interface for backup, management and recovery of Active Directory domain controllers
- Scheduling, monitoring
- AD DB and SYSVOL recovery
- Authoritative and non-authoritative restore
- Supported Windows Server versions: 2003, 2008/R2, 2012/R2, 2016

End-user Device Backup

Complete protection for
every end-user:

- Windows PC
- Mac
- iPhone
- iPad
- Android



Microsoft Windows PC Backup

Complete Protection

- Disk-imaging backup
- File backup
- Bare-metal recovery
- Dissimilar hardware recovery
- Flexible storage support
 - NAS
 - USB HDD
 - Acronis Cloud

Supported Windows

- **Windows 10 (including tablets)**
- Windows 8.1
 - except RT
- Windows 8
 - except RT
- Windows 7
- Windows Vista
- Windows XP Professional
 - SP2+

Mac Backup

Complete Protection

- Disk-imaging backup
- File backup
- Bare-metal recovery
- Dissimilar hardware recovery
- Flexible storage support
 - NAS
 - USB HDD
 - Acronis Cloud

Supported Mac OS X

- OS X Mountain Lion 10.8
- OS X Mavericks 10.9
- OS X Yosemite 10.10
- OS X El Capitan 10.11
- macOS Sierra 10.12

Mobile Backup



- iOS 8+
- Android 4.1+

Acronis Cloud Storage

Complete backup of everything supported by native API

- Messages
- Photos
- Contacts
- Etc

Backup Storage options

- Local hard disks
- Acronis Secure Zone
- USB hard disk
- NAS - SMB / CIFS / NFS
- Acronis Cloud Storage

- ✓ **Improve RTO and RPO** with flexible storage combinations
- ✓ **Reduce costs** by choosing storage right for your business
- ✓ **Implement reliable** off-site backup with Acronis Cloud

Acronis Secure Zone



Easy

- Created by Acronis Cloud Backup
- Automatic existing partitions resizing

Complete

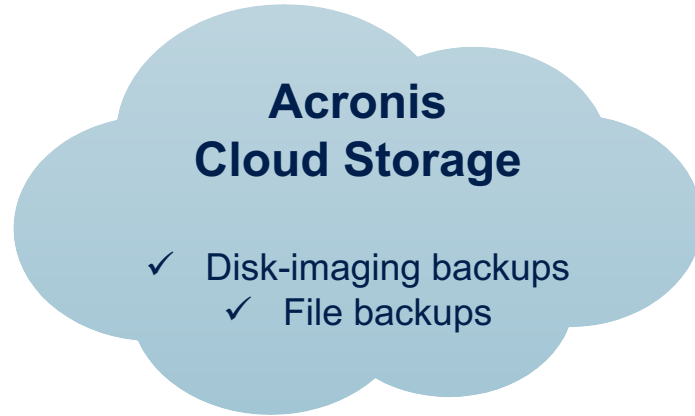
- All operations - backup, restore, explore, mount

Safe

- Special hidden partition
- Not accessible by Windows, applications, or users

Acronis Cloud Storage

- Easy to use cloud storage
 - Integrated into *Acronis Cloud Backup*
- Complete data protection
 - File backup
 - **Disk image** backup
 - Bare-metal recovery
- Extremely safe and reliable
 - AES-256 encryption at-rest and in-flight
 - Highly-secure data centers

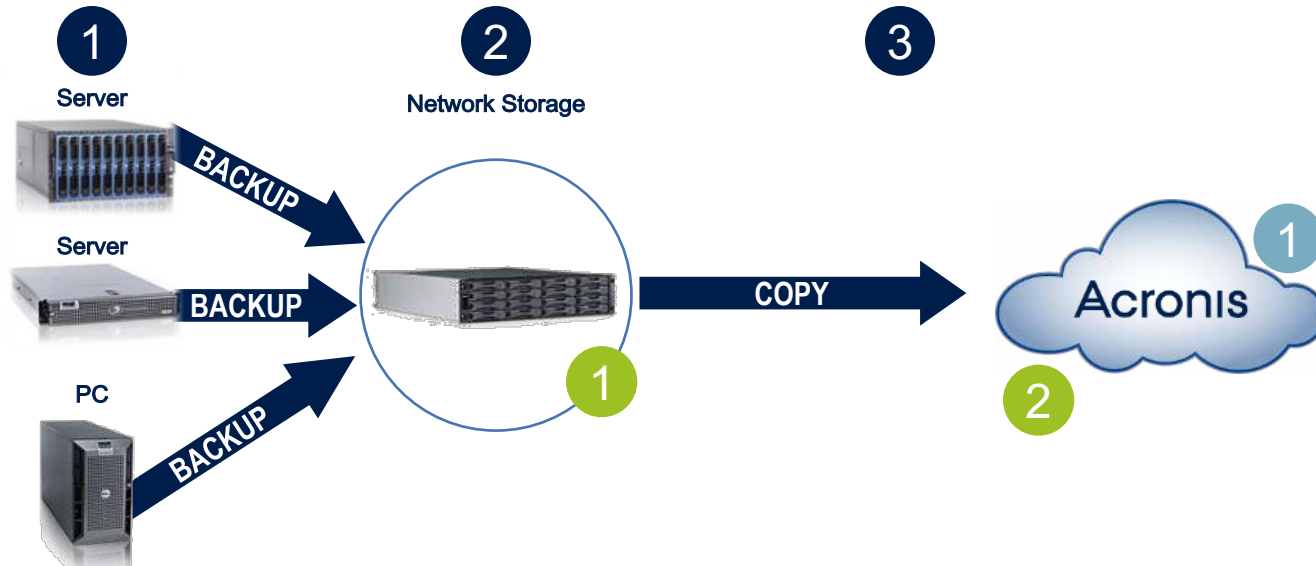


**Easiest way to implement off-site
backup for cold disaster recovery**

Safe Solution

Ultimate Peace of Mind at Every Step - You are in Control

Best Backup Practice – Acronis 3-2-1 Rule



- ✓ **Quickly recover** single server – no recalling tapes/download
- ✓ **Eliminate bottlenecks** when saving backups to cloud
- ✓ **Reliably recover** whole environment after a disaster

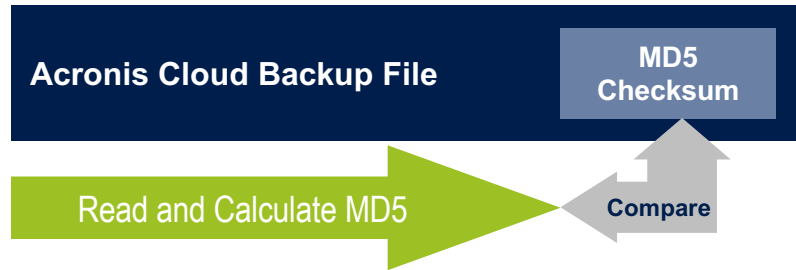
3 Locations for data
2 Types of media
1 Off-site

Encryption

- Industrial-grade encryption options
 - **AES-128**
 - **AES-192**
 - **AES-256**
 - **GOST**
- Reliable encryption for any scenario



Validation



- Read backup and check MD5 checksum
 - Image is readable and media is good
- Compare MD5 checksum with original
 - No corruption of image
- Schedule to run periodically

Easy

- No complex “Virtual Labs” or “Sandboxes”
- No separate validation tasks/plans

Complete

- Full image, not just bootable parts

Safe

- Ensure success of future disaster recovery

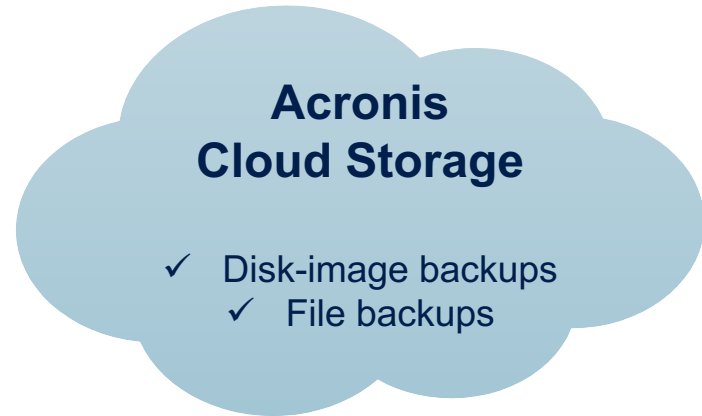
Compression

- **Save** storage space
- **Reduce** network traffic
- **Flexible** compression levels

Level	Speed	Compression	Best For
None	Fastest	N/A	Hardware dedup or WAN acceleration
Normal	Fast	Average	Default setting
High	Average	Significant	Fast CPU busy network / storage
Maximum	Slowest	Highest	Optical media, WAN

Acronis Cloud Storage

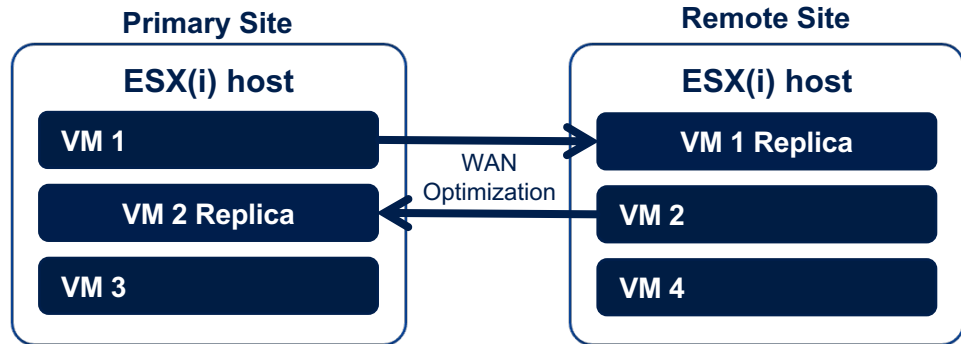
- Easy to use Cloud Storage
 - Integrated into *Acronis Cloud Backup*
- Complete Data Protection
 - File backup
 - **Disk-imaging** backup
 - Bare-metal recovery
- Extremely Safe and Reliable
 - AES-256 encryption at-rest and in-flight
 - Highly secure data centers



**Easiest way to implement off-site
backup for cold disaster recovery**

VMware VM Replication

- Create and update copy of the VM
- Reduce RTO to seconds



Failover

Turns on the VM replica, and connects it to the network. Original VM is shut down. The replica can be later failed back to original machine, or failover can be made permanent – making replica a primary VM.

Failback

Returns the data from failover replica to the original VM, shutting down the replica. Permanently failed over replicas cannot be “failed back” – they need to be replicated anew.

Testing

Starts the replica, usually with disconnected network, for testing and failover exercise purposes. Replication is suspended for testing, and resumes when testing is complete.

Seeding

Large VMs may take long time to replicate over the wire. Seeding allows to back up the VM, store the files on alternative media, like USB HDD, and physically ship the VM to the remote site.

Alerts

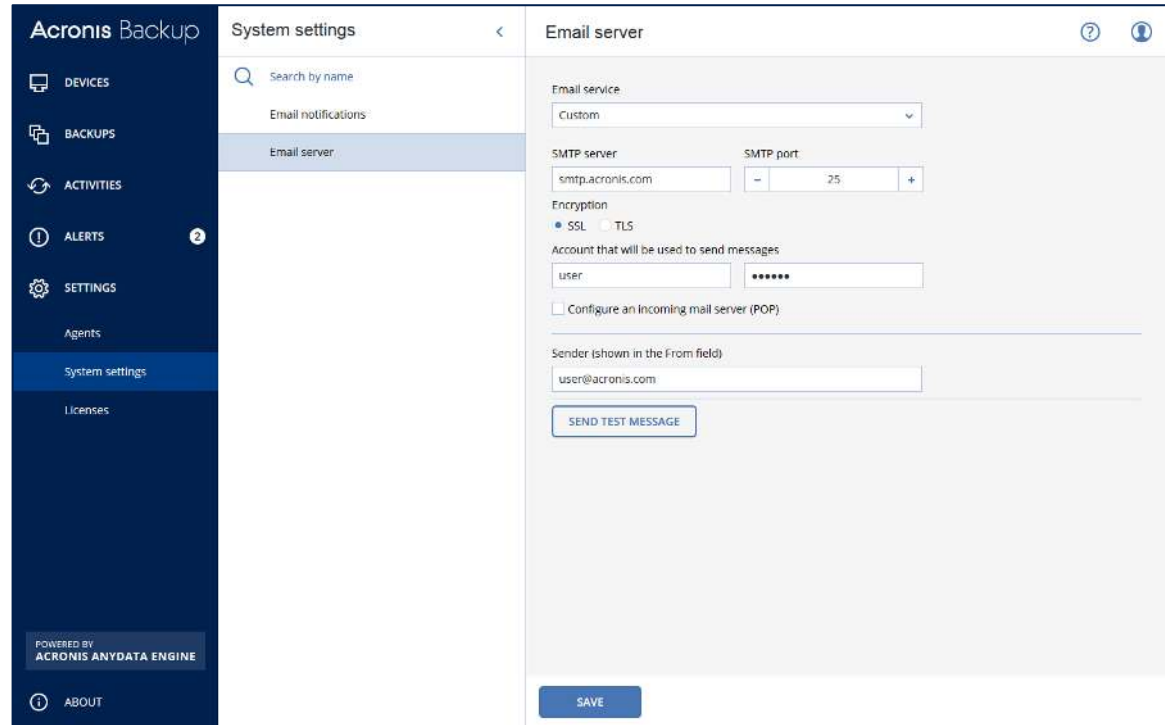
- Centralized alerts for all the issues in the entire infrastructure
- Keeps administrator updated
- Facilitates quick and targeted response
- No scouring through the logs

The screenshot displays the Acronis Backup Alerts interface. On the left is a dark blue sidebar with navigation options: DEVICES, BACKUPS, ACTIVITIES, ALERTS (highlighted with a notification badge '4'), and SETTINGS. At the bottom of the sidebar, it says 'POWERED BY ACRONIS ANYDATA ENGINE' and 'ABOUT'. The main area is titled 'Alerts' and shows a list of alerts categorized into 'Critical issues' and 'Warnings'. Under 'Critical issues', there is one alert: 'Backup failed' with a count of 3. Under 'Warnings', there is one alert: 'Backup is canceled' with a count of 1. A search bar and a 'Status' filter are visible. A modal window titled 'Backup failed' is open on the right, showing details for an alert from May 18, 2016, 05:58 PM. The modal indicates 'Operation timed out' and lists the following details:

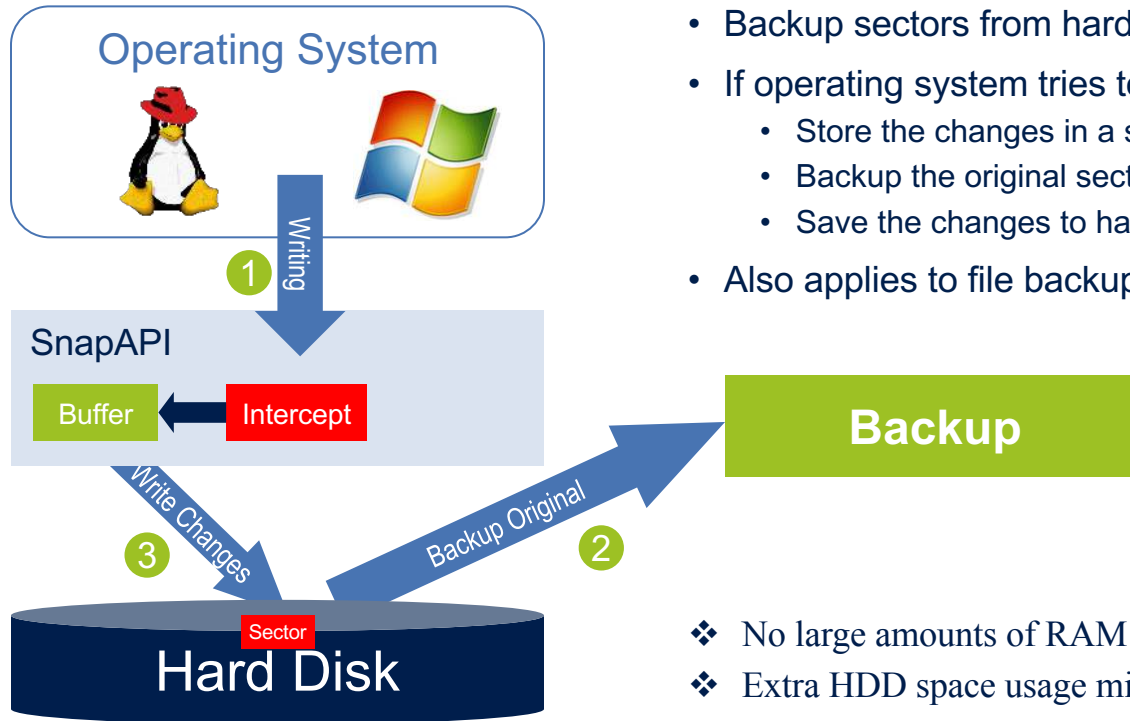
Device	tests MacBook-Air.local
Backup plan name	Disks/Volumes to nfs://10.251.50.24 /home/nfs_test/image_backup
What to back up	EFI system partition
Where to back up	nfs://10.251.50.24 /home/nfs_test/image_backup
Show activity	Ignore

E-mail notifications

- Receive notifications on backup results – success, errors, warning
- Receive all the logs in e-mail on any device immediately
- Notify Backup Administrator or the Log collection tools



Snapshot with SnapAPI



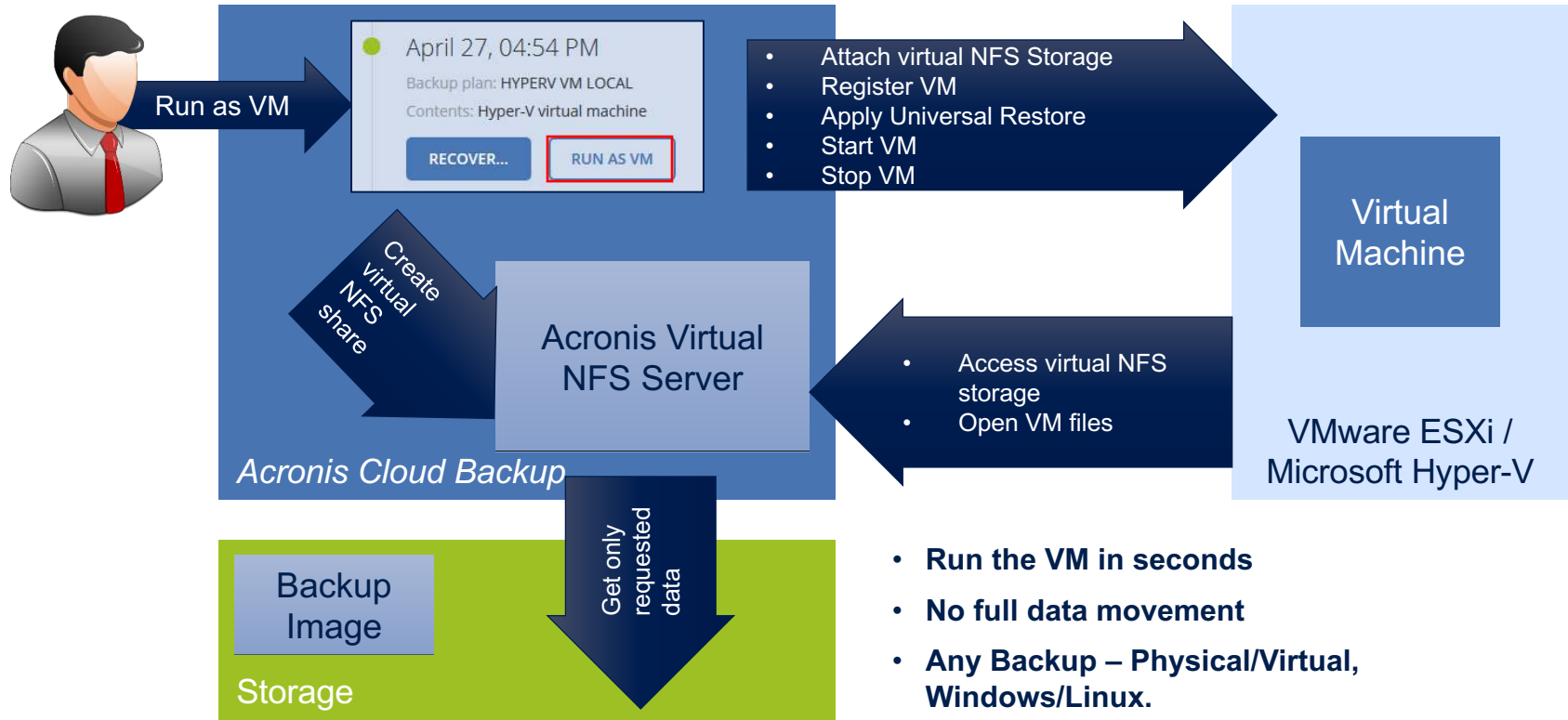
- Backup sectors from hard disk
- If operating system tries to write the data:
 - Store the changes in a small buffer
 - Backup the original sector
 - Save the changes to hard disk
- Also applies to file backup

- ❖ No large amounts of RAM required
- ❖ Extra HDD space usage minimal

Fast Solution

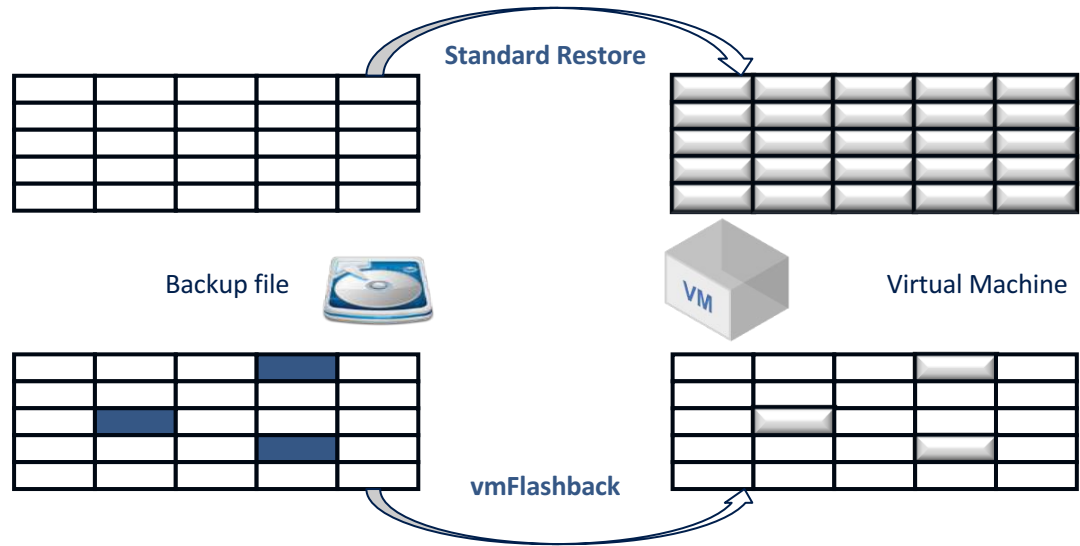
World's Fastest Backup

Acronis Instant Restore™



vmFlashback

- 100X Faster Recovery
- Restores only changed blocks
- Usually not more than 1-5% of total data
- Especially efficient when recovering from a cloud



Modern Technologies

Dependable Solution Safeguarding Millions of Users

Recovery

- **Online** (in Operating System)
 - Files and application Data (granular)
 - *Easy and quick*
- **Offline** (using Bootable Media)
 - Bare-metal recovery
 - Recovery to dissimilar hardware with Acronis Universal Restore
 - *Complete and reliable*
- **Acronis Active Restore**
 - Start in bootable media
 - Continue in operating system
 - *Best of both worlds*
- **Acronis Instant Restore**
 - Run any system backup as a VM
 - Supported with VMware and Hyper-V
 - *Recovery in seconds*



Bare Metal Recovery



- **Bare Metal** - computer with empty hard disk (no OS)
- Rebuilding system from *bare metal* to full operation
- Starting from empty hard disk – no OS or data

Acronis Incremental and Differential Backup

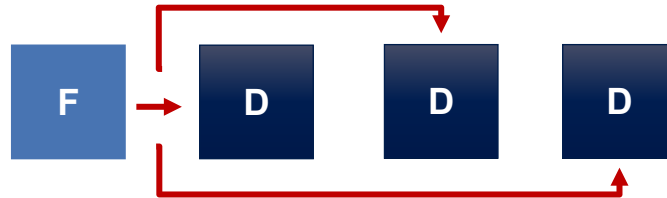
- **Full backup** - independent backup files
✓ **Complete** and safe option



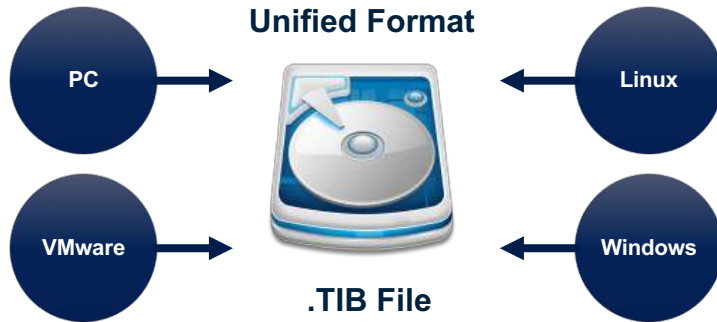
- **Incremental backup** - chain of backup files.
Contains the changes from previous backup.
✓ **Save** time and space on storage



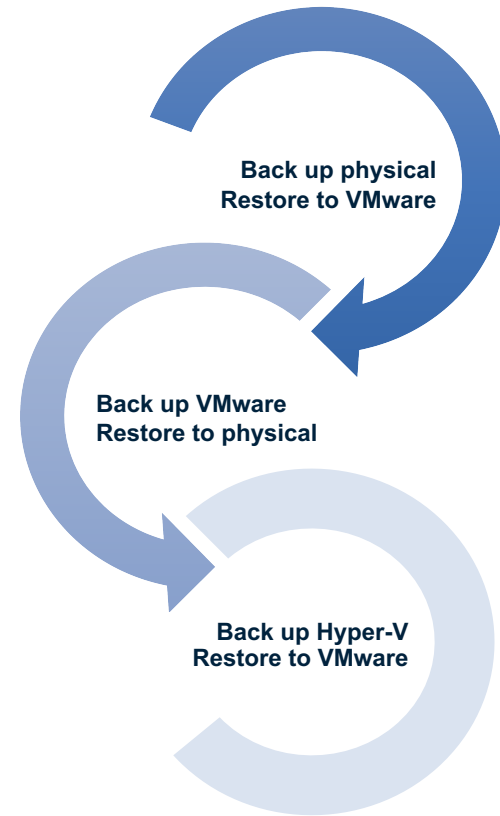
- **Differential backups**, non-chain backup file.
Each differential file contains changes since the full backup.
✓ **Get the best** of both worlds



Unified Backup Format



- Recover to any platform – physical, virtual, cloud
- Migrate any-to-any – P2V, V2V, V2P, P2P, etc
- Reduce recovery times and risks
- Improve servers without nasty surprises
- Effortless upgrade of production systems

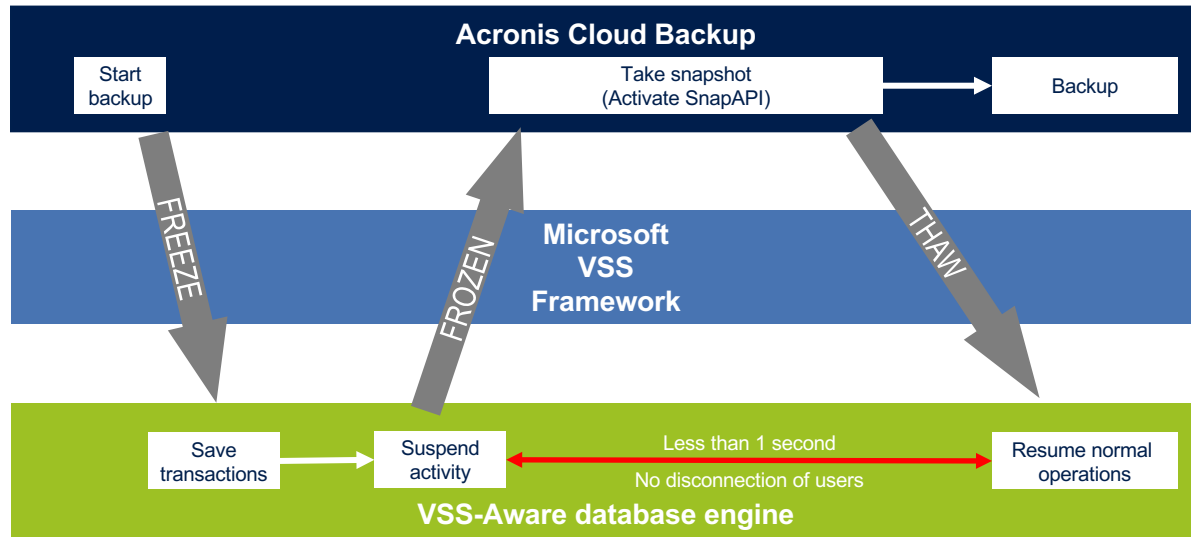


Appendix

Extra details

Protecting Applications: Using Microsoft VSS

Backup Start



OS:

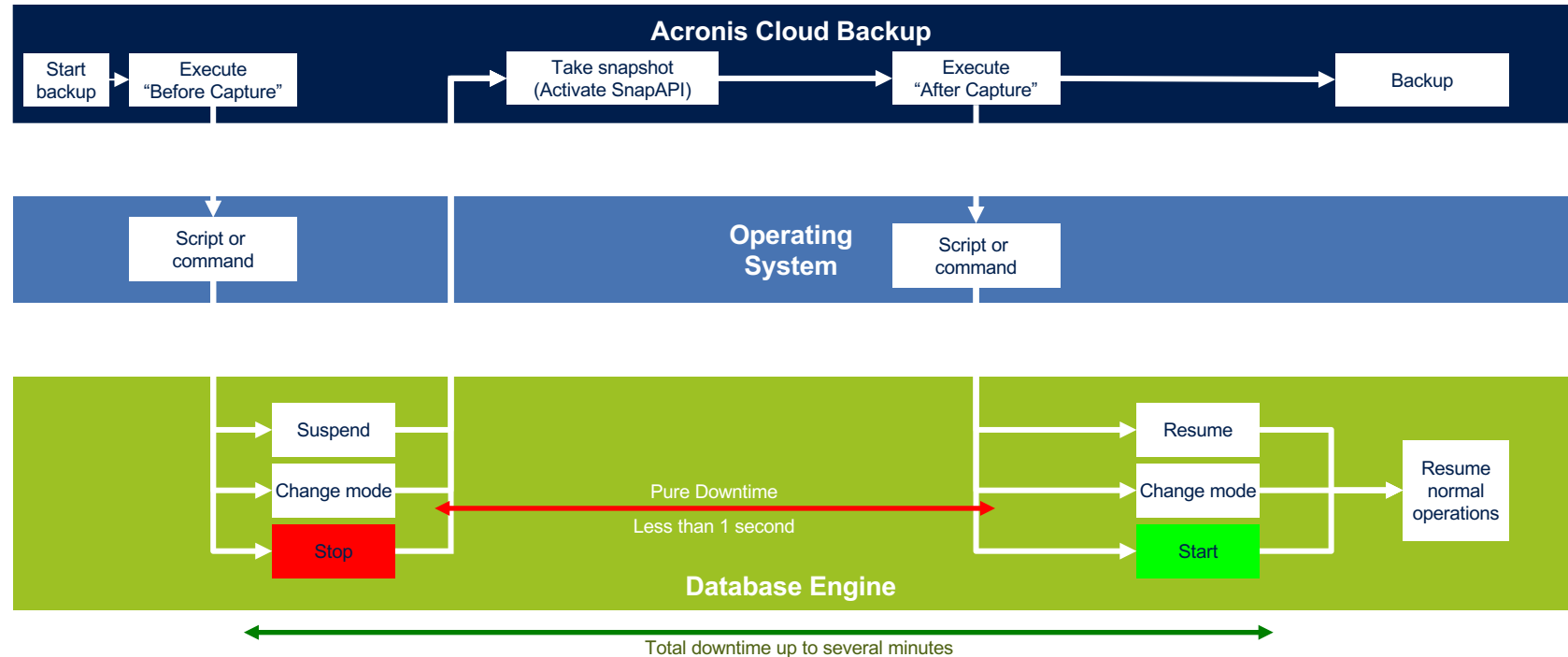
- Windows 2003/R2
- Windows 2008/R2
- Windows 2012/R2
- Windows 2016
- Windows Vista,7,8,8.1,10

DBs:

- Microsoft SQL Server
- Microsoft Exchange
- Microsoft SharePoint
- Microsoft Active Directory
- Oracle 10g+

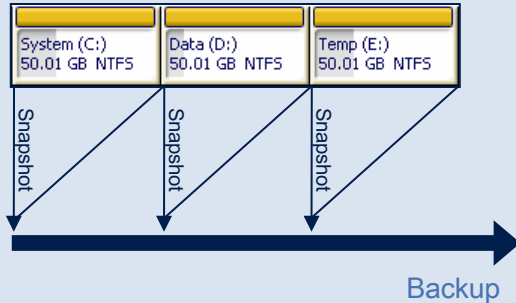
Protecting Applications: Scripting

Backup Start



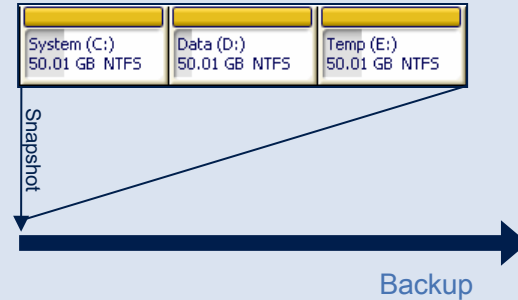
Multi-Volume Snapshot

Disabled



- More efficient
- Faster
- Not for complex databases

Enabled



- Snapshot all partitions simultaneously
- Backup of complex databases
- **Default Setting**

Local Hard Disk

Strengths

- Convenient
 - no connectivity/password/firewall issues
- Fast
- No impact to shared resources (e.g. network)



- Same machine as production
- Does not protect from major disasters
- 1-to-1 management

External Hard Disk (USB)

Strengths

- Convenient
 - No connectivity / password / firewall issues
- Fast
- No impact to shared resources
- Mobile



- Does not protect from major disasters
- 1-to-1 management

Network Storage

Strengths

- Relatively Fast
- Protects from hardware failure
- Centrally managed
- Supports SMB/CIFS and NFS



- Uses shared resource, like LAN
- Not mobile

Acronis Cloud Storage

Strengths

- Reliable off-premise location
- Highly secure data centers
- Accessible anywhere
- Centrally managed



- Performance depends on Internet bandwidth

Bootable Media



- **Bootable** CD, DVD, ISO file, Flash Drive, PXE Server
 - Can be created by user anytime
- **Standalone** Acronis Cloud Backup
 - Does not require pre-installed OS
- Contains **drivers**
 - SAN, NAS, SCSI, RAID, USB, IEEE1394, Network
- **Universal** (generic)
 - Works on any hardware - no individual disks for each machine
- Supports **all major operations**
 - Backup, Recovery, Cloning, Disk Management
- Flexible core
 - Linux – Default media created in Acronis Cloud Backup
 - Windows – Created with Windows PE