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Acronis Cyber Cloud

Acronis Cyber Cloud at a Glance

CUSTOMER OFFERINGS

- Backup
- Disaster recovery
- Ransomware protection
- Malware protection
- Vulnerability assessment
- Patch management
- URL filtering
- Threat alerts
- File sync and share
- Files notarization
- E-signature
- Secure storage

Acronis Cyber Cloud

CYBER PROTECTION SERVICES

- Acronis Cyber Protect Cloud
- Acronis Cyber Backup Cloud
- Acronis Cyber Disaster Recovery Cloud
- Acronis Cyber Files Cloud
- Acronis Cyber Notary Cloud
- Acronis Cyber Infrastructure
- Future Services

Management Console

PLATFORM COMPONENTS

- Accounts Management
- Audit
- Branding
- Features Management
- Identity Management
- Integrations
- Reseller Management
- RESTful API
- Usage Reporting

INTEGRATIONS

ActivePlatform
HostBill
interworks.cloud
aws
AppDirect
Microsoft Azure
Autotask
onapp
CloudBlue.
plesk
ConnectWise
RACKNAP
cPanel
resello
Google Cloud
WHMCS

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#1 Differentiate Your Offering and Grow

Stand out
by delivering complete cyber protection vs. commoditized data protection solutions

Increase revenue streams
by educating customers about modern threats and upselling more services to address data safety, accessibility, privacy, authenticity, and security

LEVEL OF PROTECTION VS. MODERN DATA THREATS

Cyber protection

Simple backup
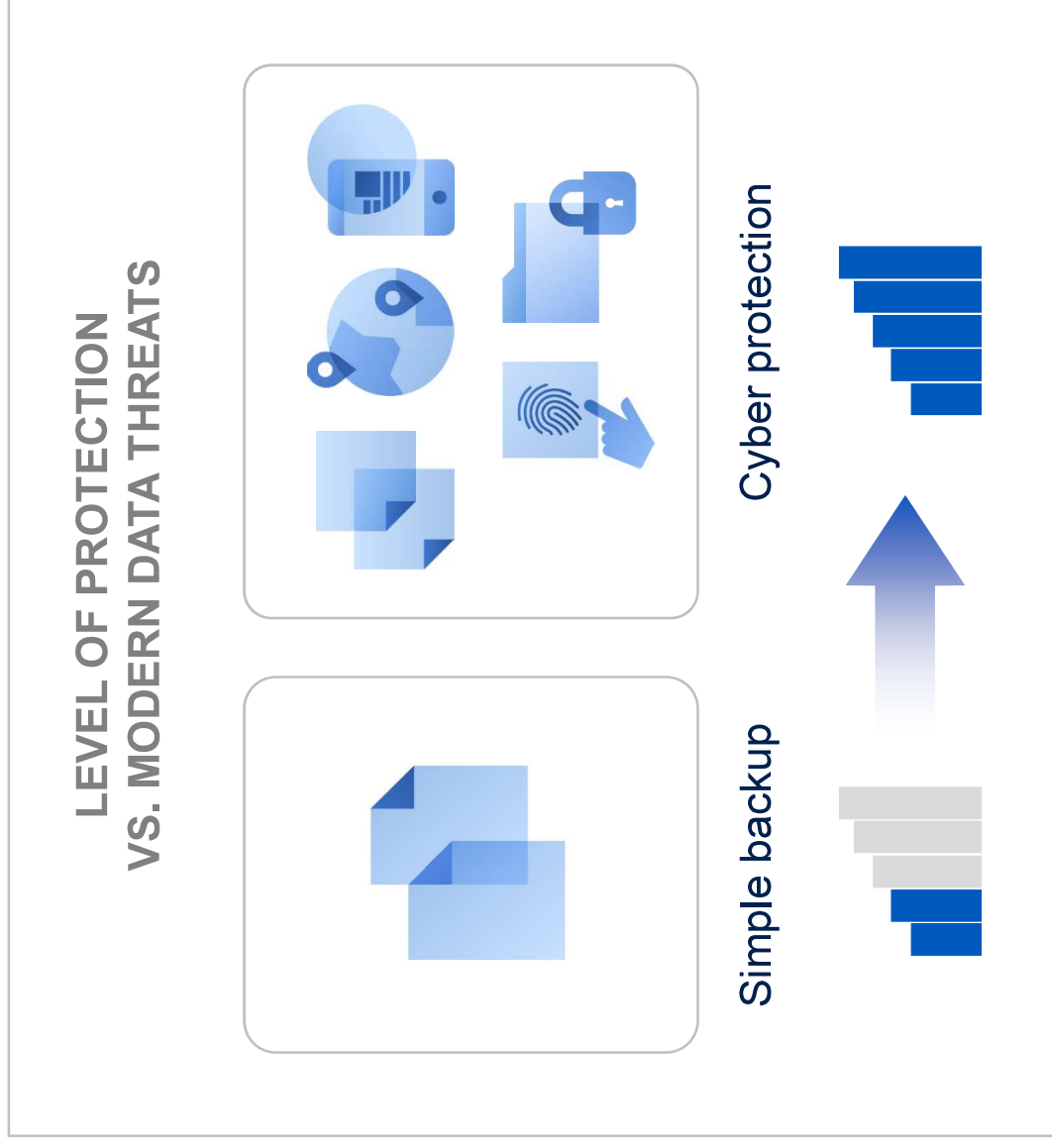
#2. Offer Affordable Cutting-edge Anti-ransomware Technologies

Acronis Active Protection is the backup industry's most advanced anti-ransomware technology:

- **AI- / ML-based techniques** and **behavior heuristics** detect and disarm ransomware

- **Self-defense mechanisms** avoid backup-file modification and disruption of Acronis software processes

- **Automatic recovery** of the affected files

200,000 ransomware attacks prevented

Daily events

4000	**Unique users**
3000	
2000	**180k**
1000	
0	

Unique events

200k

"Acronis provided excellent performance, is easy to use and has a rich feature set. On top of that it is the only solution in the test to provide dedicated protection from ransomware attacks. This earned Acronis the first ever **APPROVED BACKUP and DATA SECURITY certificate of AV-TEST.**"

David Walkiewicz, Director Test Research, av-test.org

"Our test of the personal backup software showed that their **self-defense is far from ideal. Only one of the seven products tested by us, namely Acronis True Image**, was able to demonstrate a good result."

Ilya Shabanov,
Managing Partner
at Anti-Malware Test Lab

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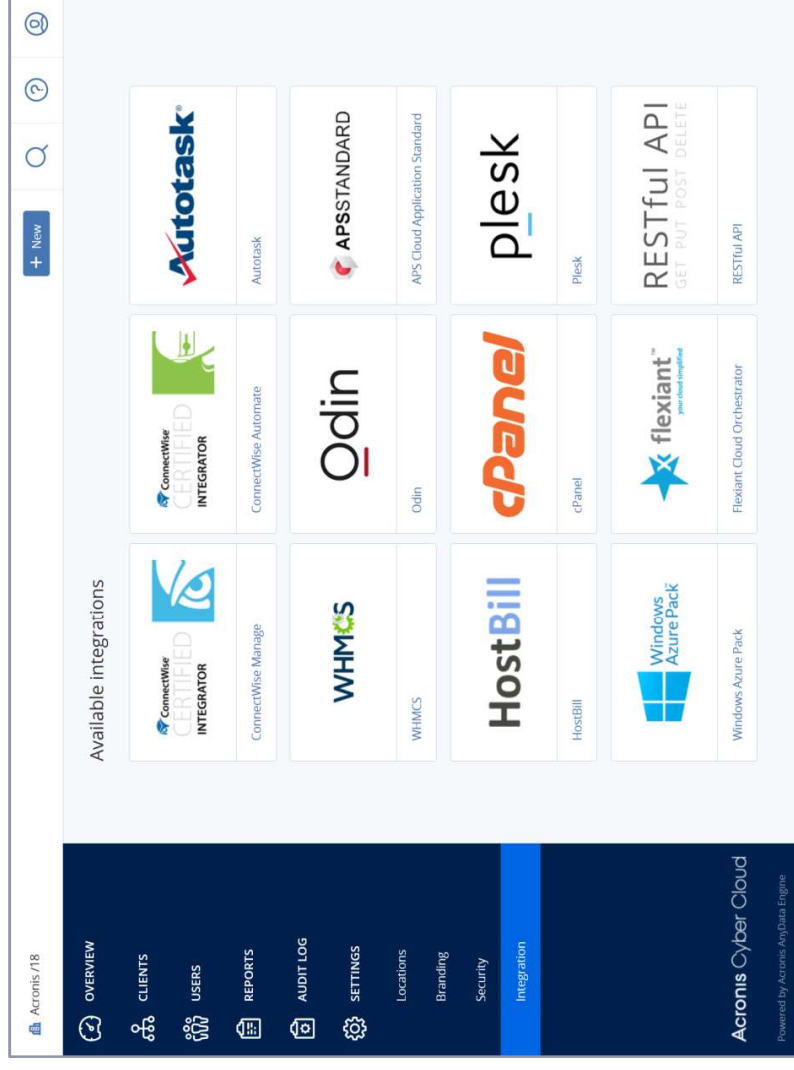
Dual headquarters
in Switzerland and Singapore

#3. Integration with RMM and PSA Systems

Need a solution that seamlessly integrates with your business automation systems?

- **Configure integrations** with a variety of third-party professional services automation (PSA) and remote monitoring and management (RMM) systems, including:

  - Autotask
  - ConnectWise Automate
  - ConnectWise Manage
  - Kaseya

- Utilize a powerful **RESTful management API** for custom integrations

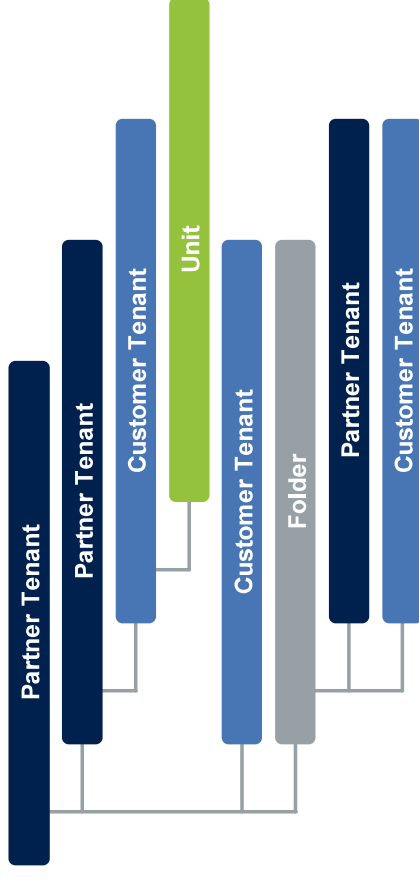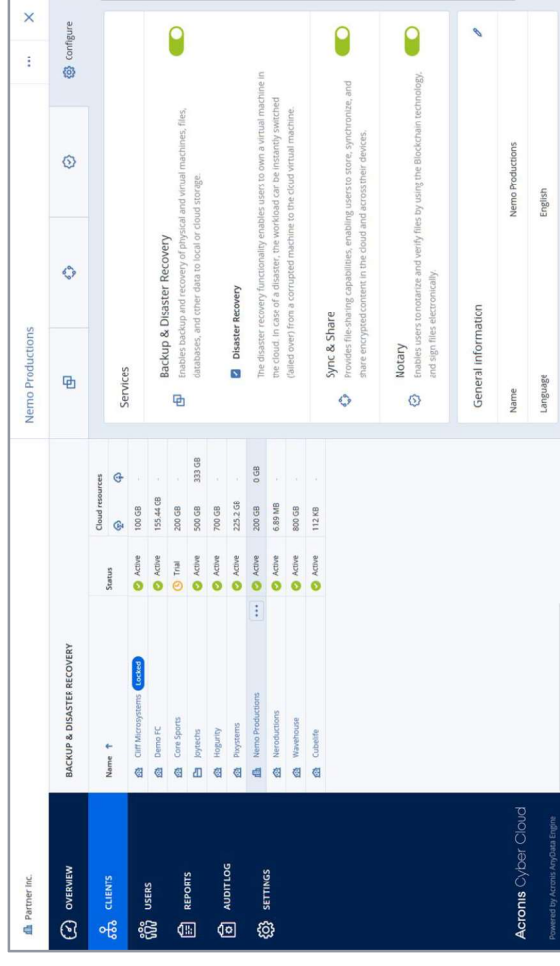Acronis

Dual headquarters
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#4. Multi-Tenant Management

Want to quickly provision services and minimize time spent managing customer and partner accounts?

Acronis Cyber Cloud's multi-tier, multi-tenant architecture ensures optimal administrative efficiency:

- Create customer or partner accounts in seconds
- Customize unique offerings, replicating any desired nuances (like specific services, features and branding) to child tenants
- Manage quotas, available features and administrative privileges using vertical grouping:
  - Units (inside the end-customer organization) or
  - Folders (to group customer and partner tenants)

Accounts hierarchy in Acronis Cyber Cloud

#5. Reduce Churn with Easy Upsell and Cross-sell Opportunities

Studies show that a mere 5% increase in customer retention can increase profits up to 95%.

– Bain & Co.

Q: How do I reduce churn?

A: Upsell and Cross-sell → Increase customer retention → Reduce churn

Acronis Cyber Cloud customer offerings

✓ **Backup**

✓ **Disaster recovery**

✓ **Anti-ransomware protection**

✓ **File sync and share**

✓ **Files notarization**
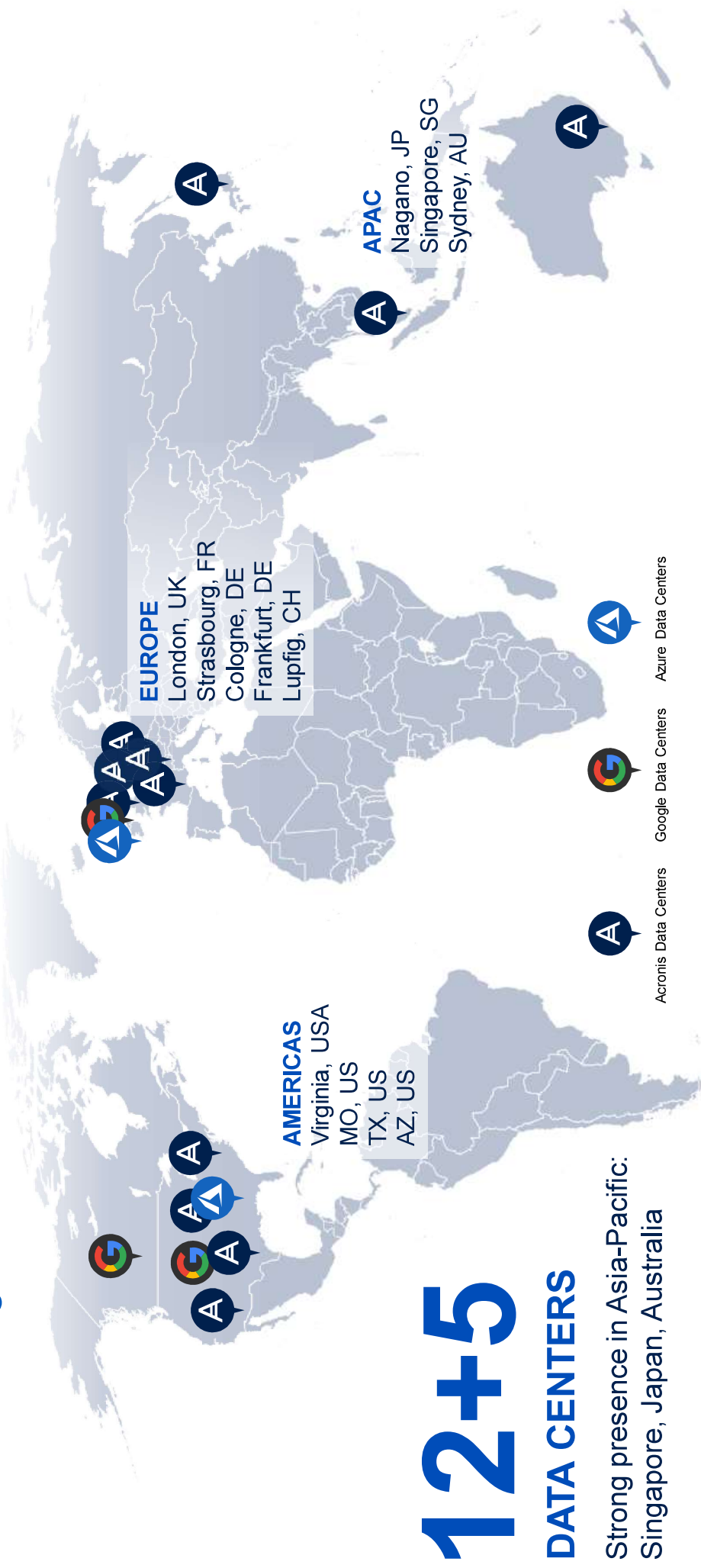
✓ **E-signature**

✓ **Software-defined infrastructure**

Cloud Data Centers

Acronis, Google Cloud and Microsoft Azure

EUROPE
London, UK
Strasbourg, FR
Cologne, DE
Frankfurt, DE
Lupfig, CH

APAC
Nagano, JP
Singapore, SG
Sydney, AU

AMERICAS
Virginia, USA
MO, US
TX, US
AZ, US

Acronis Data Centers   Google Data Centers   Azure Data Centers

12+5

DATA CENTERS

Strong presence in Asia-Pacific:
Singapore, Japan, Australia

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Acronis Cyber Protect

Backup and Recovery

Fast and reliable recovery of your apps, systems and data on any device from any incident

Anti-Malware

Full stack, next-generation AI/ML-based protection against malware, including ransomware and cryptominers

Security and Management

Comprehensive yet simple endpoint management toolkit, which saves IT resources

One solution integrates backup, disaster recovery, AI-based protection against malware and ransomware, remote desktop, and security tools in a single agent

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Acronis Cyber Protect Cloud: Key Features

Cover all capabilities without a mess of tools

Identify

- Infrastructure and devices auto-discovery
- Vulnerability assessment
- Data protection map

Protect

- Remote agent installation
- Backup and Disaster Recovery
- Unified protection policies management

Detect

- Defenses against malware / ransomware
- Hard drive health control
- Dashboards and reports

Respond

- Patch management integrated with backup
- Malware quarantine
- Rescue with bootable media

Recover

- Backup and Disaster Recovery
- Forensic information in backups
- Remote desktop

CYBERSECURITY FRAMEWORK VERSION 1.1 — IDENTIFY, PROTECT, DETECT, RESPOND, RECOVER

Function areas are grouped according to the NIST Cybersecurity Framework