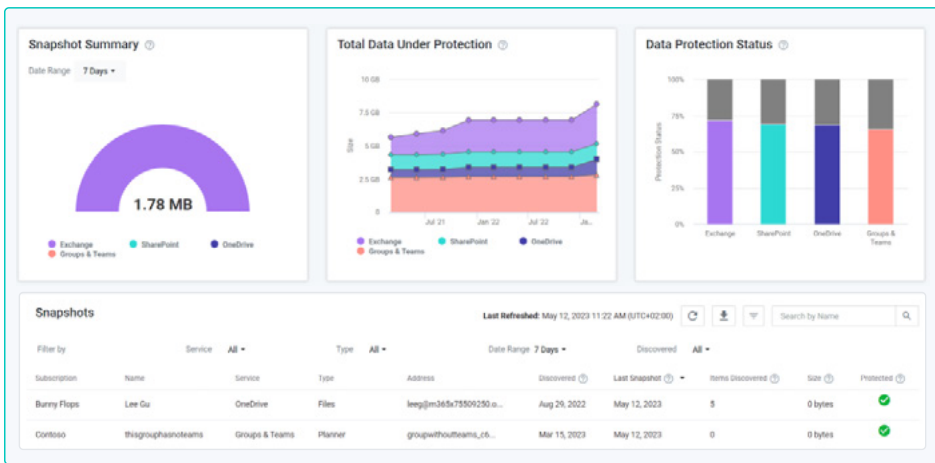




Problem

- SMB Customers are adopting the cloud, and productivity data (across users and collaboration apps) is exploding
- Teams usage is surging, especially Teams Chat, and newer applications like Microsoft Planner are being introduced and adopted by employees at an exciting pace
- Legacy backup solution (on-premises or “set & forget”) vendors cannot keep up with the pace of change
- MSP operations are burdened with increased data risk, heightened customer expectations, and the need to do more with less

Solution



Microsoft 365

User Data across Exchange Online and OneDrive For Business, Teams Chat & Planner Tasks

Collaboration Data across Shared Resources (Shared Mailboxes / Public Folders), SharePoint Online, Microsoft Groups & Teams & Planner

Value Proposition

Features

Benefits

Customer Centric
Maximum impact

- ✓ Smart Insights
- ✓ SnapSearch
- ✓ Persistent Backup (up to 6 & fully retained)

- ✓ Data-driven customer communication
- ✓ Fast customer response time
- ✓ Freshest customer data to recover from

Automated
Do more with less

- ✓ Cloud-Native
- ✓ Auto-Scaling Storage
- ✓ Groups Management
- ✓ Branded Customer Self-Service

- ✓ Nothing to install - no appliances required
- ✓ Zero costs associated with storage management
- ✓ Automatic on-boarding and off-boarding at scale
- ✓ Drive transparency & differentiated offering

Secure
Deliver enterprise-grade peace of mind

- ✓ Modern App-Only Authentication
- ✓ Enterprise-Level Certifications
- ✓ Comprehensive Recovery Options
- ✓ Engineered in the Microsoft Cloud

- ✓ Safest start to customer journey
- ✓ HIPAA, GDPR, ISO, CSA, DataPro
- ✓ Go from covered to recovered in seconds
- ✓ Secured within the Microsoft ecosystem