

Acronis Backup | Cloud Data Protection Services



Cloud File/Sync



Cloud Backup



Cloud DR



Cloud Archive



E-Discovery



Object Storage



Cloud Storage




Managed Backup



Protect | Manage | Monitor | Migrate | Archive | Analyze



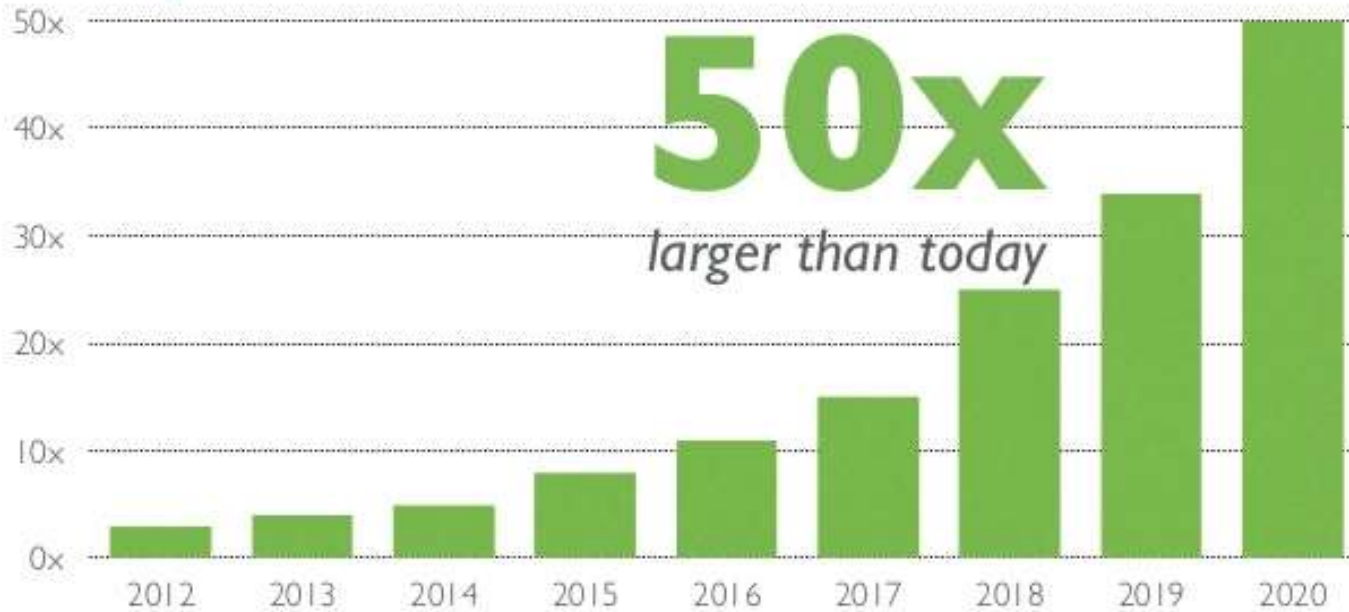
- 
- ☁ Market Research for Backup + Data Protection Market Size
 - ☁ Cloud Backup Overview: Our platform, technology and solutions
 - ☁ Why Cloud Backup – Business Need. Data Protection Challenges
 - ☁ What Acronis Cloud Backup Technology can do for you?
 - ☁ Acronis Cloud Backup - Security and Encryption
 - ☁ Many solutions in one: Skitnet Cloud Data Protection Services
 - ☁ Why business choose Acronis Cloud Backup

Market Research | Data Explosion

Data Universe will be 44 Zettabytes by 2020

In 2014 the amount of information stored worldwide exceeded 5 ZetaBytes

By **2020** *The total amount of stored data is expected to be...*



***Zettabyte = 35,000,000,000,000,000,000,000 bytes**

What is causing the data explosions



Social



Mobile



Analytics

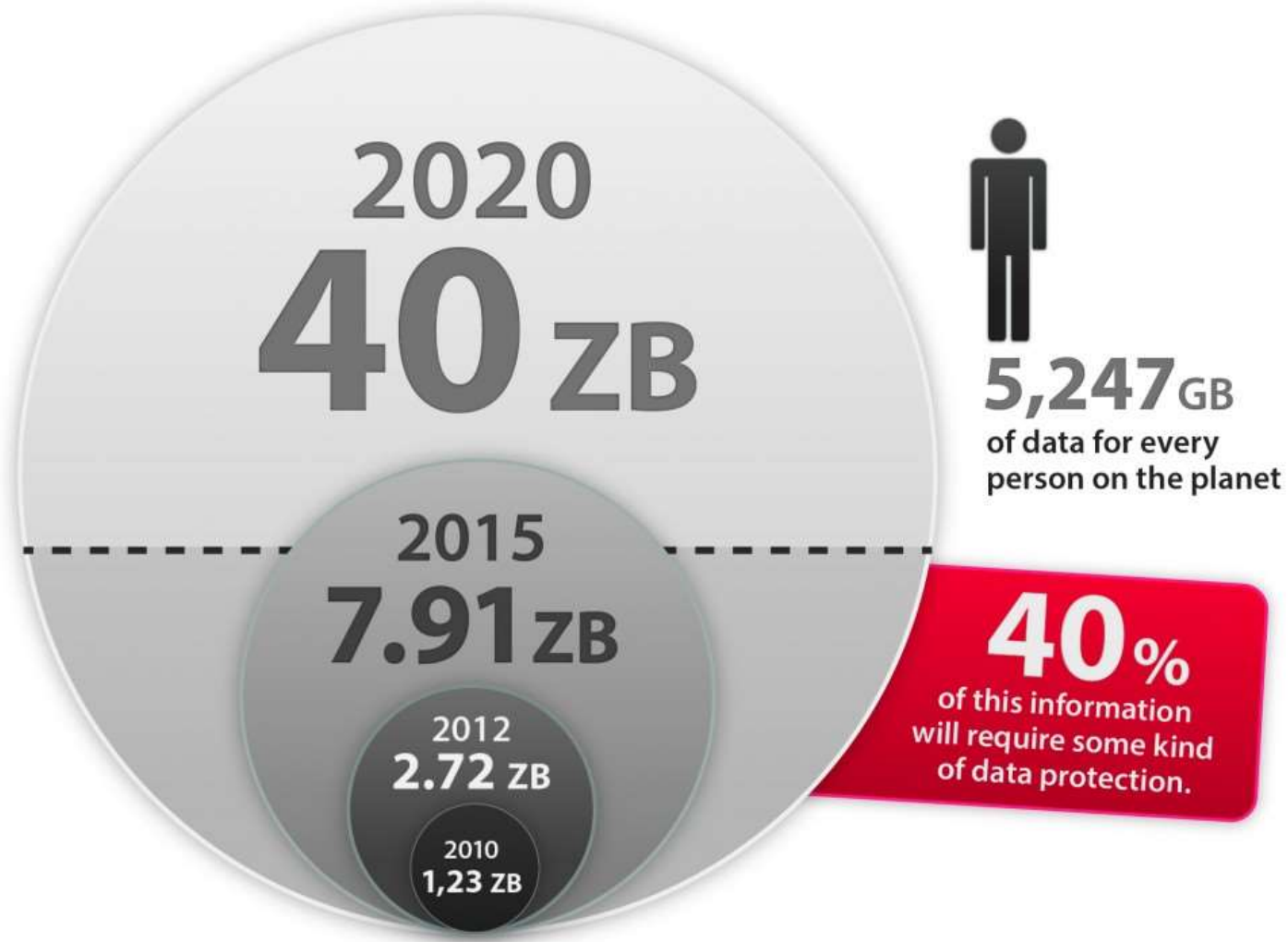


Cloud

Market Research | Digital Universe

Huge Opportunity for Data Storage + Protection

Quantity of global digital data



SKITNET | Backup is Critical Ransomware Defense

Ransomware is #1 Threat which causes Data Loss

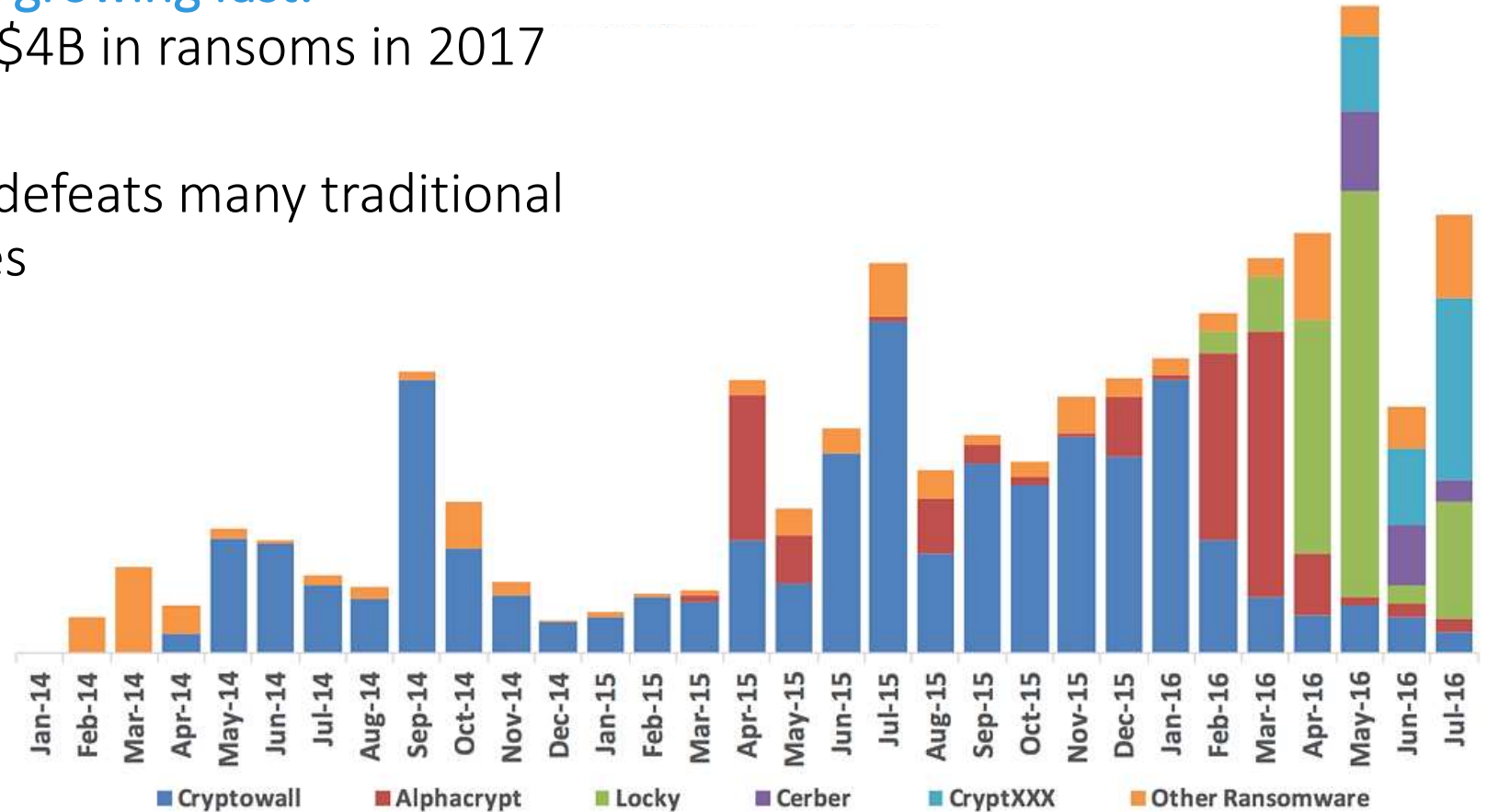


Ransomware infections are growing fast:

Cybercriminals will collect \$4B in ransoms in 2017

Getting smarter: Software defeats many traditional endpoint security measures

Backups are a line of defense



Data is as important to a business as air is to a person

A person cannot survive more than...

... 3 minutes without air

... 3 days without water

... 3 weeks without food

Data loss can be fatal for businesses

40% of businesses do not reopen after a disaster
(source: FEMA)

SKITNET | Technology Shift

The World is Converting to be 100% Digital. Your backup tool needs to be Next Gen



You need **Next Generation Data Protection** Solutions for your Business



Cloud, Mobile,
Social



Every process
is digital



Massive
data growth



Multiple
devices

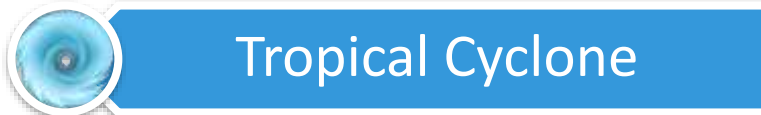


Always on
and connected

Why Backup | Types of Natural Disasters

Act of God. When God gets angry 😊

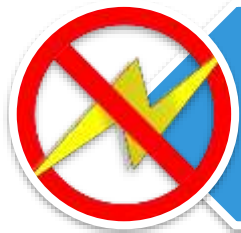
Natural Disasters



Man Made Disasters



IT Disasters



Power failure



IT Hardware failure



Network failure



IT Software failure



Human errors

SKITNET | Why Cloud Backup

You need a Backup and Disaster Recovery Plan in place !

1 Humans Make Mistakes

2 Nature is Unpredictable

3 Antivirus & Ransomware Threat

4 Compliance Requirement

5 Machines & Hardware Fail

6 Customers Want Access 24/7/365

7 Hardware damage/stolen

8 Data Security



- ☁ Infrastructure is getting more complex
- ☁ Data is stored in more locations
- ☁ Volume of data is growing
- ☁ More devices to manage
- ☁ More focus on business production systems
- ☁ Less resources to protect it all

A recent IDC study conducted with Acronis, meanwhile, found that more than



3/4 of companies estimated that every hour of downtime for critical application costs more than **\$20,000**

Cloud managed data protection is the solution!

STATE OF FLUX:

Backup in Today's Organizations

No one loves their backup. It's expensive, complex and often unreliable. Yet it is necessary. The technology exists because the alternative is worse. Losing files or other data is one of those job-ending and potentially career-ending events in IT.

82%

of IT professionals don't think their current data protection will meet all their expected challenges in the coming year.¹

“

After all these years, backup is often still very complex and sometimes still quite brittle.

– Gartner's 2016 Magic Quadrant for Data Center Backup and Recovery Software

Backup 3-2-1 Rule | Golden Rule of Backup

What is the 3-2-1 Backup Rule and Why Does Your Business Need it?



Create **3** copies of data
(1 primary and 2 back ups)

Keep data on at least **2**
types of storage media
(local drive, NAS, tape etc)

Store **1** of these offsite
(secure storage, cloud etc)



[Click here to view video](#)

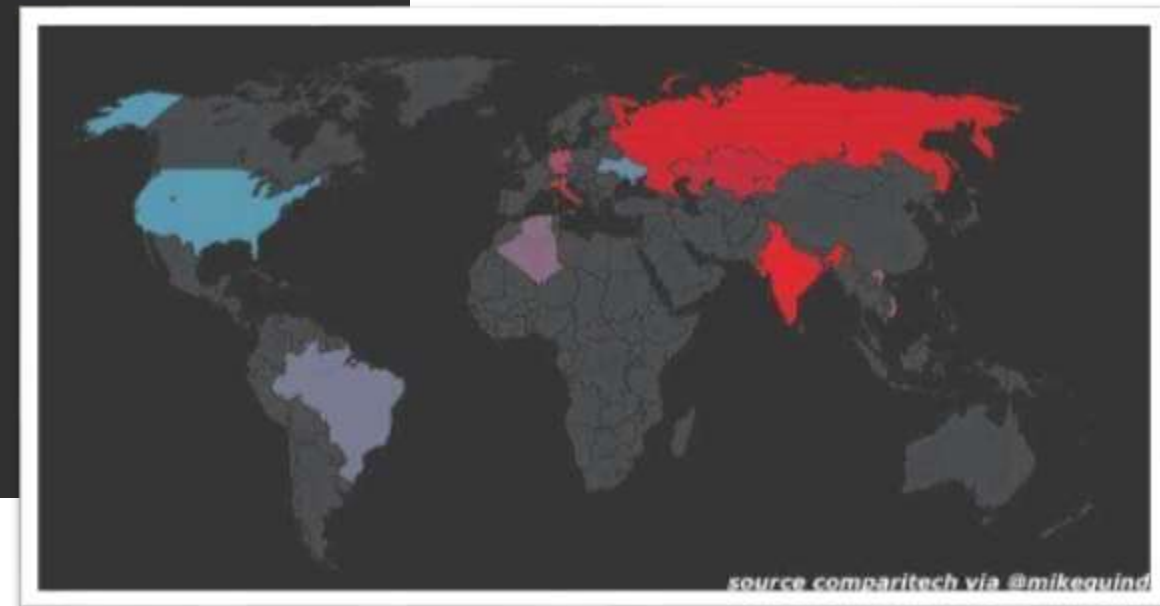
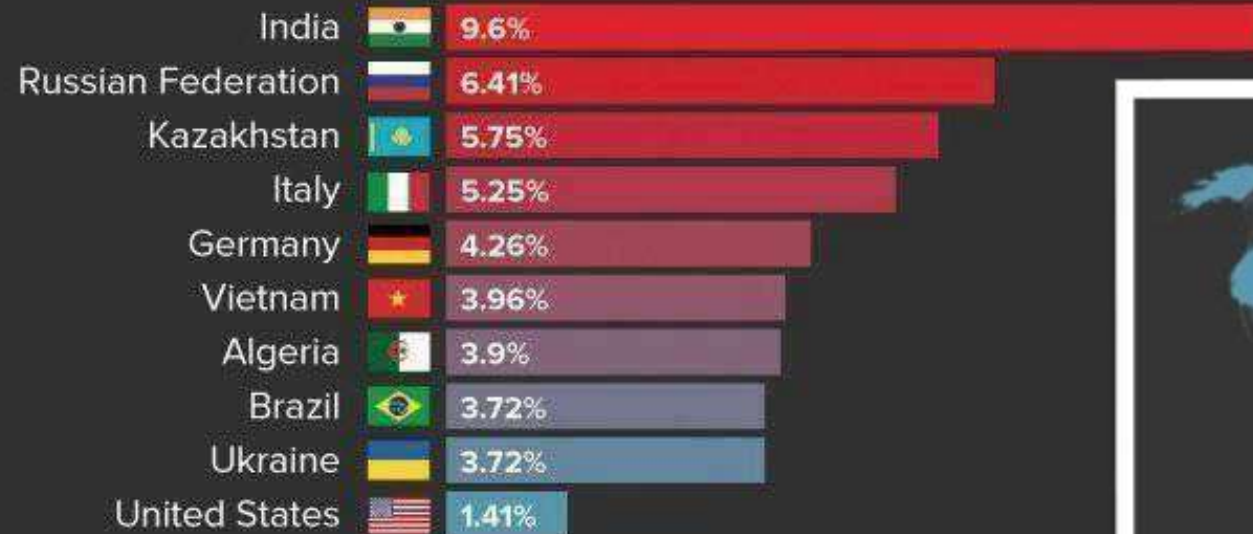
Acronis Backup Cloud | WannaCry RansomWare

Protects your data for ransomware in real time



Countries with the **Highest** Number of Users Attacked with Ransomware ^[3]

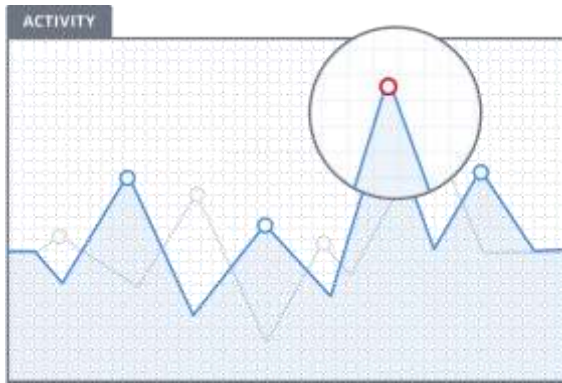
The countries below had the highest number of users attacked with ransomware (a malicious piece of software that will block a user's access to their computer until they pay a certain amount of money):



Anti-Ransomware feature build in Backup Agent at no extra cost.

How Acronis Active Protection™ works

Acronis Active Protection is an advanced ransomware protection technology. It actively protects all of the data on your computer – documents, data of all types, and your Acronis Backup Files. (This is currently a Windows-only feature.)



Pattern detection



Whitelist and blacklist



Self-defense of backup files

Protection from future threats

The methodologies in Acronis Active Protection detect, deflect, and restore in advanced ways. These protection approaches not only stay ahead of the criminals, but they are more innovative and advanced than any other anti-ransomware methodology available. The solution addresses:

Attackers that try to infect or compromise local or cloud backups

Attacks that are smaller and harder to notice, for example changing only a small part of a document or photo deep in your hard drive

Attackers coming up with creative new ways to attempt to surreptitiously change your files without your knowledge

SKITNET | Acronis Unified Data Protection Platform

Protects all your Data – On-premises, Remote, Private Cloud, Public Cloud, Mobile



Acronis Unified Data Protection



Acronis Backup Cloud | Unified Data Protection

NxtGen Backup Platform which is future proof

Unified Centralized Web Console

User Interface Deployed On-premises or in the Cloud

Any Protection

- Archiving
- Backup
- Cloud Storage
- Disaster Recovery
- e-Discovery
- File Sync and Share
- Monitoring

Any Workload



Any Storage



Any Recovery

- ✓ Data Recovery
 - ✓ File Recovery
 - ✓ Mailbox & E-mail Recovery
 - ✓ Database Recovery
- ✓ System Recovery
 - ✓ Bare-Metal Recovery
 - ✓ Active Restore
 - ✓ Instant Restore™
 - ✓ vmFlashBack
- ✓ Dissimilar Hardware Recovery & Migration
 - ✓ P2V, V2V, V2P, P2P
 - ✓ P2C, V2C, C2C, C2V, C2P
- ✓ Physical Data Shipment
- ✓ Cloud Disaster Recovery
- ✓ Replication
- ✓ High Availability

Acronis Protects all your Data – On-premises, Remote, Private Cloud, Public Cloud, Mobile

Migrate Data, Applications and Systems to Any Platform

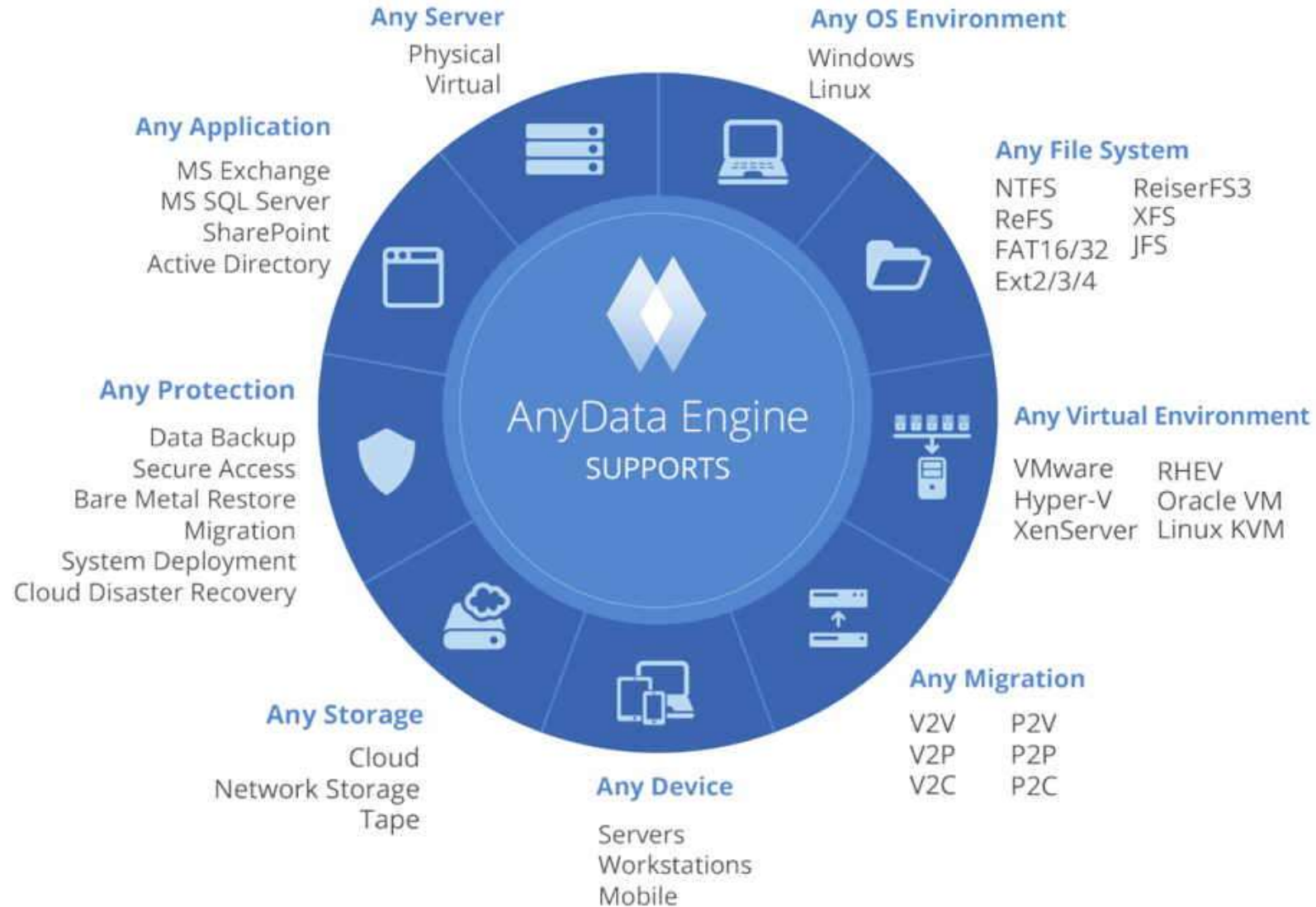


- Any-to-Any
- Physical to Virtual
- Physical / Virtual to Cloud
- Cloud to Physical / Virtual
 - P2V, V2V, V2P, P2P
 - P2C, V2C, C2P, C2V
 - C2C

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

Acronis Backup Cloud | Any Data Engine

Protect major File Systems, Applications, OS, Devices



Acronis Backup Cloud | Backup Dashboard

Real Time View of your Backup Infrastructure

Acronis Backup

- DASHBOARD
- DEVICES
- PLANS
- BACKUPS
- REPORTS
- ACTIVITIES
- ALERTS 4
- SETTINGS

POWERED BY
ACRONIS ANYDATA ENGINE

ABOUT

Dashboard



Send Download Add widget



UNPROTECTED RESOURCES

Resources: All

Resources: **30** [Show all](#)

acronis_cms_logs	MS SQL database
acronis_cms_archives	MS SQL database
acronis_dml_objects	MS SQL database
System Databases	MS SQL database folder
model	MS SQL database

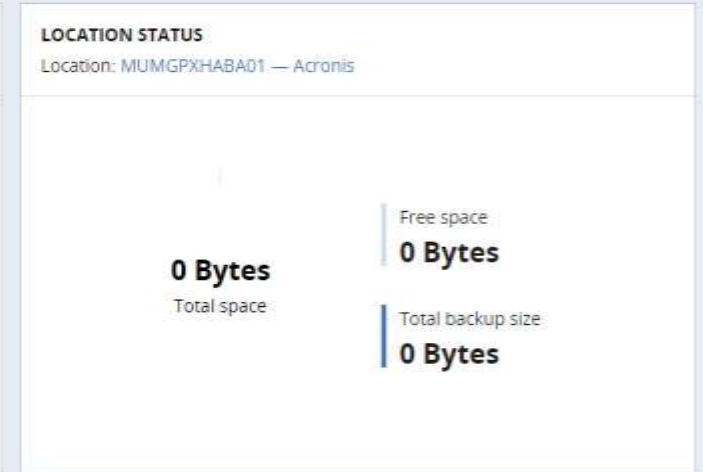
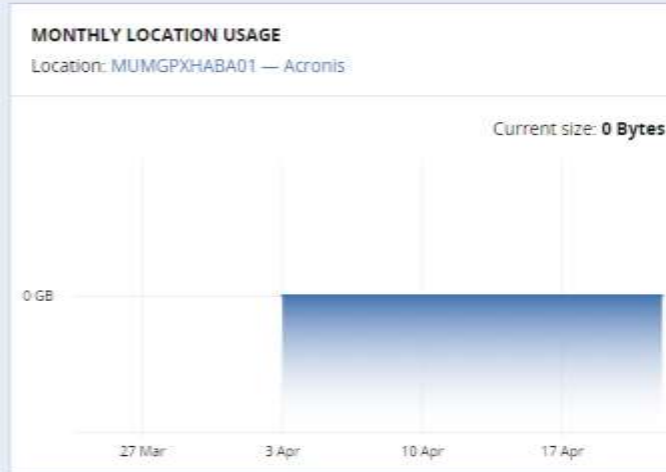


ACTIVE ALERTS

Alerts: All

Alerts: **4** [Show all](#)


MUMGPXPSYM01	ActiveProtectionBlocksSuspicio...
MUMGPXPSYM01	ActiveProtectionBlocksSuspicio...
MUMGPXPSYM01	ActiveProtectionBlocksSuspicio...
MUMGPXPSYM01	ActiveProtectionBlocksSuspicio...



Easy Agent Installation

Real Time View of your Backup Infrastructure

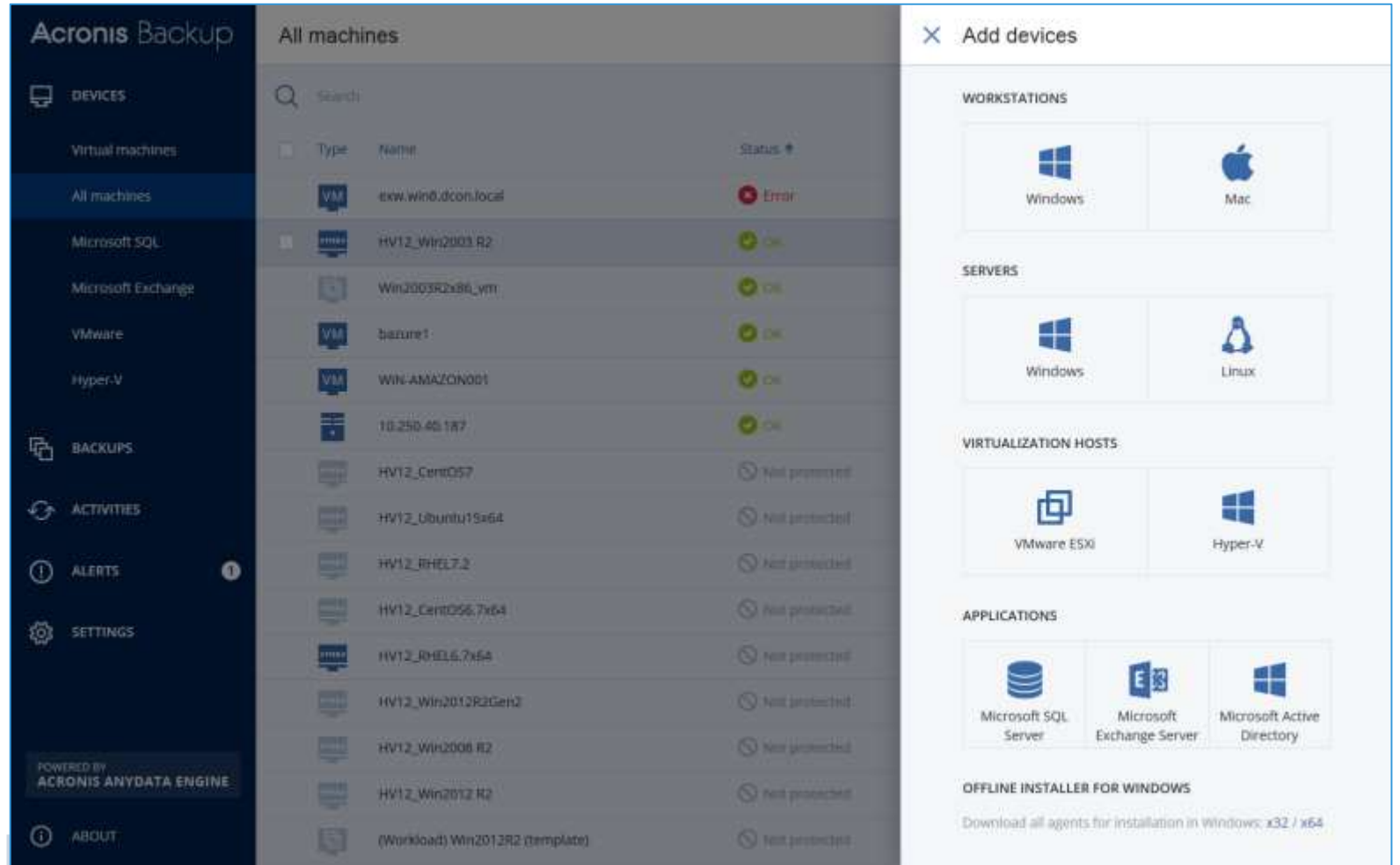
 Provision data protection quickly

 Protect any workload

 Physical

 Virtual

 Cloud



The screenshot displays the Acronis Backup management interface. On the left is a dark sidebar with navigation options: DEVICES, BACKUPS, ACTIVITIES, ALERTS, SETTINGS, and ABOUT. The main area shows a table of machines under the heading 'All machines'. The table has columns for Type, Name, and Status. One machine is marked as 'Error', while others are 'OK' or 'Not protected'. On the right, a sidebar titled 'Add devices' offers categories for Workstations (Windows, Mac), Servers (Windows, Linux), Virtualization Hosts (VMware ESXi, Hyper-V), and Applications (Microsoft SQL Server, Microsoft Exchange Server, Microsoft Active Directory). It also includes an option for an 'Offline Installer for Windows'.

Type	Name	Status
VM	ekw.win0.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 Backup Cloud | Customer Panel

Real Time Customer Backup View



Acronis

MANAGE ACCOUNTS

DEVICES

All devices

Hyper-V

Microsoft SQL

EC-Atlantic

BACKUPS

ACTIVITIES

ALERTS

POWERED BY
ACRONIS ANYDATA ENGINE

ABOUT

All devices

ADD



SERVER			
	Status 27% (Backing up)	Last backup —	Next backup Apr 18, 2017, 10:29 PM
	RECOVER	CANCEL	

ATSRVMUM03.sbs.com			
	Status OK	Last backup Apr 21, 2017, 11:49 PM	Next backup Apr 22, 2017, 10:57 PM
	BACK UP NOW	RECOVER	

SGSPLTU.sgsturb.local			
	Status OK	Last backup Apr 22, 2017, 02:15 PM	Next backup Apr 22, 2017, 10:08 PM

1.05 TB used of 2.00 TB



YOU'RE IN CONTROL

XcellHost guarantees you get the best infrastructure to back up, store and restore your data without a glitch.



Secure Cloud Storage in
SOC2 Type II-Compliant Tier
3+ Datacenters



Total Visibility and Control on
Your Backups



Free to Choose Between
Storage Locations in the India,
Dubai & Singapore.



High Bandwidth for Fast
Backup & Recovery

Acronis Subscription Plans

Acronis Cloud Storage Subscription - 250 GB

Acronis Cloud Storage Subscription - 500 GB

Acronis Cloud Storage Subscription - 750 GB

Acronis Cloud Storage Subscription - 1 TB

Acronis Cloud Storage Subscription - 1.5 TB

Acronis Cloud Storage Subscription - 2 TB

Acronis Cloud Storage Subscription - 3 TB

Acronis Cloud Storage Subscription - 4 TB

Acronis Cloud Storage Subscription - 5 TB

Acronis Cloud Storage Subscription - 10 TB

SKITNET | In-house Backup vs Cloud Backup

Key differences + why you should put your data in Secure Cloud Facility



THE ONLY WAY TO ENSURE YOUR DATA IS 100% PROTECTED

In-house Backups

- ✘ Time-consuming
- ✘ High cost
- ✘ Low security/high risk of breach
- ✘ Slow data recovery
- ✘ Low accessibility to data
- ✘ Limited IT support
- ✘ Requires transportation & storage space
- ✘ High risk of theft, fire, flood or other disaster

Online Backup

- ✔ Automatic backups; set it and forget it
- ✔ More affordable than physical backups or other business online backup plans
- ✔ Data can be recovered in 3 different ways, usually in seconds
- ✔ Data can be accessed and shared from anywhere in the world, at any time
- ✔ Dedicated, expert 24/7 customer and data recovery support
- ✔ Our Tier 3+, SOC 2 Type II certified and secure datacenters keep your business data safely stored and protected against disasters

SKITNET | Top Ten Cloud Backup Myths Busted

Key differences + why you should put your data in Secure Cloud Facility

- 🤔 IT DOESN'T REALLY NEED TO BACKUP ENDPOINTS – THAT'S THE USERS' RESPONSIBILITY
- 🤔 OUR USERS BACKUP THEIR DATA TO EXTERNAL HARD DRIVES
- 🤔 I DON'T NEED A SEPARATE SOLUTION FOR ENDPOINT BACKUPS. OUR USERS KEEP ALL THEIR IMPORTANT FILES ON OUR SERVERS.
- 🤔 DO ENDPOINT BACKUP SOLUTIONS REALLY WORK?
- 🤔 WON'T AN ENDPOINT BACKUP SOLUTION SLOW DOWN MY ENDPOINTS?
- 🤔 IF I HAVE CLOUD STORAGE, I DON'T NEED BACKUP
- 🤔 CLOUD BACKUP IS EXPENSIVE
- 🤔 CLOUD BACKUPS AREN'T SECURE
- 🤔 RESTORING DATA IS COMPLICATED WITH A BACKUP SOLUTION
- 🤔 I HAVE AN ENDPOINT ANTI-VIRUS SOLUTION THAT PROTECTS ME FROM RANSOMWARE



SKITNET | Cloud Backup Vs Cloud Storage

Key differences to be explained to Customers



Cloud Backup



VS

Cloud Storage



Why as a business you need Cloud Backup NOT Cloud Storage to protect your data.

SKITNET | Thank You 😊

Questions. Contact Us

