Microsoft Partner
Gold Application Development

Acronis
Backup Cloud

Extension for Microsoft Azure and Azure Stack

Acronis provides a full range of cloud solutions to help service providers quickly tap into the growing market for data protection solutions, including backup, disaster recovery, and secure file access. By plugging Acronis Backup Cloud into your existing Microsoft Azure™ and Azure Stack environment, you can offer sought-after data protection services to new and existing customers.

With the Acronis Backup Cloud Extension for Microsoft Azure Stack, you can easily provision and manage data protection services for your customers. You can rebrand the services as your own or resell Acronis-hosted services without any upfront costs. You can offer your customers highly flexible storage options, including Azure storage accounts, Acronis-hosted storage, or service provider-hosted storage, providing an additional revenue stream and reducing customer churn.

HOW IT WORKS
Extension for Microsoft Azure and Azure Stack
Acronis Backup Cloud Extension for Microsoft Azure and Azure Stack is part of an exciting multi-tenant, multi-tiered service that lets you quickly reduce costs and scale your business while ensuring your customers enjoy optimal protection of their cloud infrastructure's data.

VM Extensions deploy agents inside your Azure virtual machines (VMs) so you can centrally subscribe and deploy the

backup service through the Azure Stack portal, reducing management overhead and improving reducing management overhead and improving IT productivity. You can also deploy agents using Azure PowerShell APIs and manage the backup service centrally using the Acronis Backup Console.

Your customers can securely back up both cloud virtual machines and their on-premise infrastructure to Acronis storage, your own storage, or utilize your existing Azure storage account. As your customers' storage requirements increase, you can sell additional storage and realize additional revenues. Depending on the storage option you choose, you can capitalize (CAPEX) or expense (OPEX) your storage investment and take advantage of any excess capacity in your existing infrastructure.
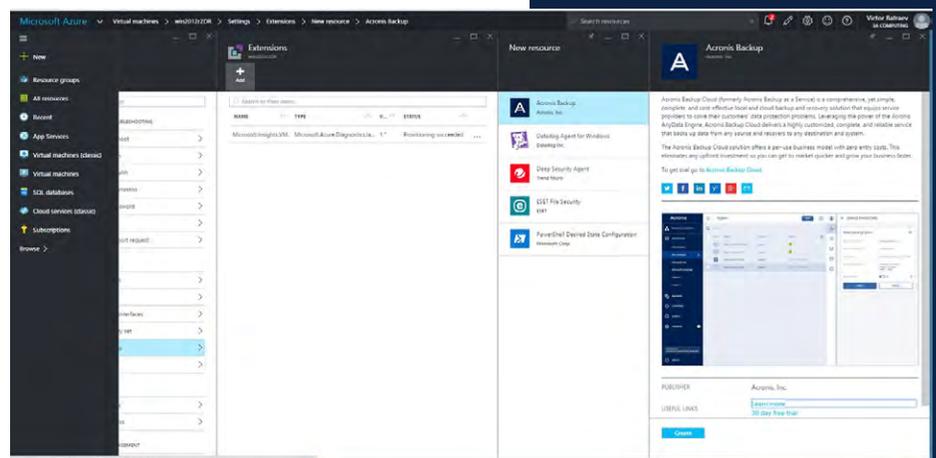
CREATE NEW SOURCES OF AZURE STACK STORAGE USAGE AND REVENUE

Back up physical and virtual machines in on-premise or cloud locations directly to Microsoft Azure or Azure Stack storage accounts.

Back up and recover Azure Stack hosts and virtual machines.

Further build your business by migrating your customers' on-premise or private cloud workloads to the Azure Stack environment.

Host Microsoft applications or build Azure Stack public/private workloads to deliver a profitable source of attached revenue.

Figure 1. Easy-to-deploy backup application from within Microsoft Azure and Azure Stack

Backup Service Subscription

Customer subscriptions are based simply on how much storage your customer needs and how many servers your customer has. Easily configure Acronis Backup Cloud using the Azure Stack portal and include the service in the customer's Azure subscription plan. Specify the secure cloud locations where your data will be stored to ensure compliance with regional regulations.

Account and Subscription Management

You can easily enable/disable a customer's backup service subscription account from the Microsoft Azure Stack portal as needed. Removing a customer's subscription in the portal will delete their account in Acronis Backup Cloud and let you recover all storage associated with the subscription.

Usage Reporting

Acronis Backup Cloud reports customer utilization in the Microsoft Azure Stack portal so you can easily monitor usage from a single interface and proactively upsell capacity.

Private Label

You can customize or white label the solution to further promote and improve your brand image while leveraging the strength of the Acronis brand. Using the "Powered by Acronis" logo shows customers your solution is built on a trusted data protection platform.

Subscribing to the Backup Service

The customer onboarding process is flexible so it can easily adapt to your business operations. You can onboard a customer using the Microsoft Azure Stack portal or you can integrate Acronis Backup Cloud backend with your existing provisioning and billing systems and use those systems to onboard and manage customers. A customer can also Subscribe to the service directly using the Azure Stack portal. After onboarding, the customer has access to the Acronis Backup Cloud backup console and can manage their own backups.

Scalable Resource Management

Acronis Backup Cloud simplifies business operations with cloud automation. Customers may increase or decrease the level of resources in their current plan as their business dictates, using the Azure Stack portal. Acronis Backup Cloud will automatically update subscription quotas so you can easily track and bill for more or less service.

Self-Service File Recovery

Customers can easily recover their own files or folders by simply logging onto the Acronis Backup Cloud backup console and selecting the files and folders they need to recover. The efficient web-based console lets you easily recover using any browser from any location.

Virtual Machine Recovery

Customers can recover their entire virtual machine(s) by logging into the Acronis Backup Cloud backup console and selecting the virtual machines they need to recover. Acronis Universal Restore lets you completely recover or migrate to the same or disimilar hardware (P2V, V2V, V2P, and P2P). Any physical or virtual machine can be easily recovered and migrated to an Azure-

SIMPLIFYING DATA PROTECTION

Setting up data protection is simple. Your customers can easily install the Acronis backup agent using Azure VM extensions or by downloading the agent installer. Once installed, default or custom backup plans can be quickly implemented.

SAMPLE: BACKUP SERVICE PLAN CONFIGURATION

Storage Location: **France**

Quotas:
Storage	**850 GB**
Virtual Machines	**15**
Servers	**5**
PCs	**10**

When your customer purchases a subscription, Acronis Backup Cloud creates an enduser customer account with quotas as per the plan.

For additional information, please visit **www.acronis.com**

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