Acronis

Develop Managed Cyber Protection Services For The Win

With Acronis Cyber Protect Cloud

Rick Hebly | Director of Product Management, Platform Integrations

1 June 2022, Vinkeveen

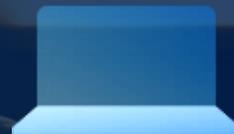# The threat landscape is becoming more complex

80%
of companies reported to have been attacked in H2, 2021

57%
of attacks are missed by traditional antivirus solutions

69%
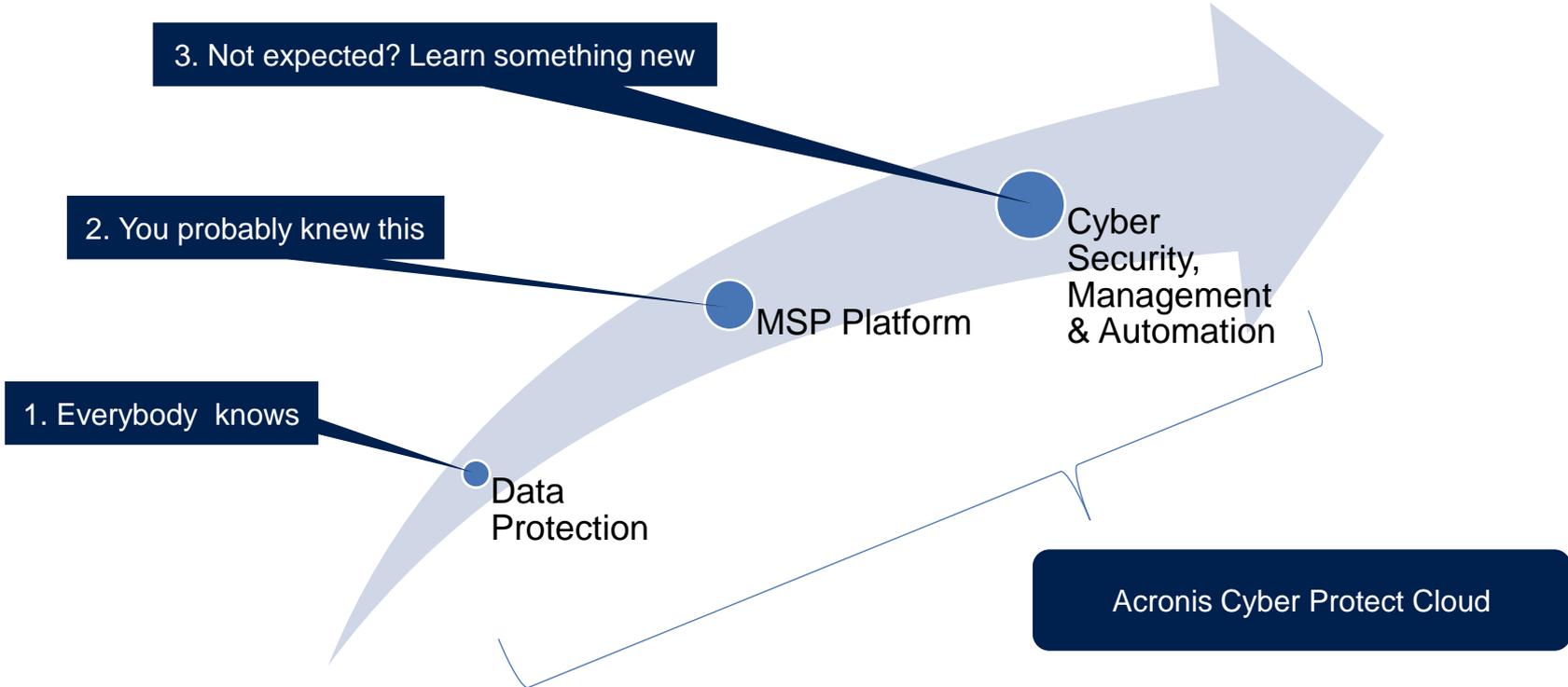of MSPs spend more time managing tools than defending against threats

Sources: Acronis Cyberthreats Report 2022, Acronis Cyber Readiness Report, 2020, FBI

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#CyberFit

Acronis Remarkable Evolution

3. Not expected? Learn something new

2. You probably knew this

1. Everybody knows

Cyber Security, Management & Automation

MSP Platform

Data Protection

Acronis Cyber Protect Cloud

AI-powered integration of data protection and cybersecurity
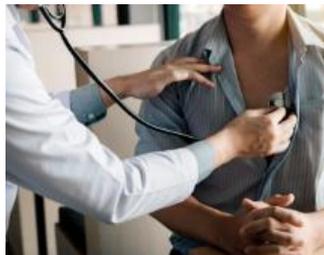
Prevention

Smart protection plans based on Acronis threat alerts

Detection

AI/ML-based threat detection and behavior analysis

Response

Attack response with complete AI-assisted visibility on the edge

Recovery

Attack remediation without data loss and with integrated patching

Forensics

Fast and precise investigations with forensic-rich backups

Protect everything

Microsoft									Google
Azure	Windows Server	Windows PC	Exchange	SQL Server	Share Point	Active Directory	Hyper-V	Microsoft 365	Google Workspace

Amazon EC2	Linux Server	Mac	iPhone	iPad	Android	SAP HANA	MariaDB	MySQL

VMware vSphere	Oracle x86 VM Server	Oracle Database	Red Hat Virtualization	Linux KVM	Citrix XenServer	Virtuozzo	Nutanix

Streamline delivery of cyber protection using just one solution

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Selling backup? Upsell to Acronis Cyber Protect

More than backup: The most secure, easy and reliable backup solution for MSPs

Proactive Protection

- Vulnerability assessment and patch management to avoid downtime and maintenance
- Malware removal from backups
- Prevention of reoccurring infections (patch on recovery)
- Prevention of backup deletion (immutable backups)

Active Protection

- Continuous data protection (CDP) to avoid any data loss
- Active protection against ransomware and other malware to avoid downtime
- Self-defense for the agent and backup storage

Reactive Protection

- Integrated disaster recovery capability
- Instant recovery: no data loss, near zero RTO & RPO
- Metadata storage for forensics and investigation of incidents

Productivity Improvements

- Maximum number of workloads protected per an MSP technician
- Integrated remote management for quick access to the protected workloads
- Pre-configured protection plans for remote workers

Selling security? Move to Acronis Cyber Protect

Unique capabilities deliver the most complete cyber protection solution for MSPs

Protection	Security	Performance
• Protection for collaboration applications – Zoom, WebEx, Microsoft teams • AI-based hard-drive failure prediction • Integrated, secure file sync and share solution for collaboration	• AI-based injection detection • Entropy analysis against advanced ransomware • Rootkit detection by scanning cold backup data • Aggressive heuristics enabled by allowlists created from backups	• Antivirus scans in backups, decreasing the load on protected devices • Reduced downtime with fail-safe patch management • Allowlisting applications by scanning backups

Productivity benefits	• Quick assessment of a device's protection status with built-in #CyberFit score • Data protection map to discover and protect important data • Remote Desktop connection to office networks for end customers

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Best-in-breed backup combined with integrated security and management

GAME-CHANGING PROTECTION

Acronis Cyber Protect Cloud

SECURITY
- #CyberFit Score
- Vulnerability assessment
- Active protection
- Antivirus and anti-malware protection without local signature-based detection
- Device control

NOTARY (PAY-AS-YOU-GO)

MANAGEMENT
- Group management of workloads
- Centralized plans management
- Remote desktop
- Remote assistance
- Hardware inventory

BACKUP (PAY-AS-YOU-GO)
- File backup
- Image backup
- Applications backup
- Network shares backup
- Backup to cloud storage
- Backup to local storage

DISASTER RECOVERY
- Test failover
- Cloud-only VPN connection

FILE SYNC AND SHARE (PAY-AS-YOU-GO)

A

Workload

Protect every workload at no charge

Best-in-breed backup included

Strengthens your AV against zero-day threats

Accelerate security and manageability

Add Advanced packs: Security, Management, Backup, Disaster Recovery, Email Security, File Sync and Share

ADVANCED MANAGEMENT
- Patch management
- HDD health
- Software inventory
- Fail safe patching
- Cyber scripting*
- Toolbox for MSP*
- Machine intelligence based monitoring*
- Software deployment*

ADVANCED BACKUP
- Microsoft SQL Server and Microsoft Exchange clusters
- Oracle DB
- SAP HANA
- Data Protection Map
- Continuous Data Protection
- MySQL/MariaDB backup
- Off-host data processing

ADVANCED SECURITY
- Antivirus and anti-malware protection with local signature-based detection
- URL filtering
- Forensic backup, scan backups for malware, safe recovery, corporate allowlist
- Smart protection plans
- Exploit prevention

ADVANCED DISASTER RECOVERY
- Production and test failover
- Cloud-only and site-to-site VPN connections
- Multiple templates
- Cyber Protected Disaster Recovery*
- Runbooks

ADVANCED EMAIL SECURITY
- Anti-phishing
- Anti-spam protection
- Anti-malware
- APT and zero-day protection
- Impression (BEC) protection
- Attachments deep scanning
- URL filtering
- Threat intelligence
- Incident response services

ADVANCED FILE SYNC AND SHARE
- Notarization and eSignature
- Document templates*
- On-premises content repositories (NAS, SharePoint)*
- Backup of sync and share files*

GAME-CHANGING PROTECTION

Acronis Cyber Protect Cloud

Workload

Optimize for every workload   **Easy to upsell**   **Vendor consolidation**

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2022 Roadmap for Service Providers

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ADVANCED SECURITY + EDR
- Events collection
- Automated response
- Security incident management
- Advanced Security

ADVANCED DATA LOSS PREVENTION
- Content flows control
- Content discovery*
- User activity monitoring*

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Q1 2022 · Q2 2022

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A Workload

* Coming soon

#CyberFit

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Integration with Service Provider Tools

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

- Remote Monitoring & Management
- Professional Services Automation
- Hosting Control Panels
- Cloud Commerce & Marketplace
- Hyper Converged Compute & Storage
- Remote Access

- RESTful management API

Error-proof immutable backups

Prevent accidental and malicious data loss

Ensure backups cannot be encrypted or deleted by a ransomware attack on the endpoint through immutable storage, enabling you to recover quickly to the most recent clean state.

The immutable storage is currently available in a governance mode, enabling admins to modify the retention settings and delete the backups.

The governance mode can be used for testing immutability or in case you want to protect backups from "regular" users (not admins).

Hackers

Ransomware attacks

Accidental deletion
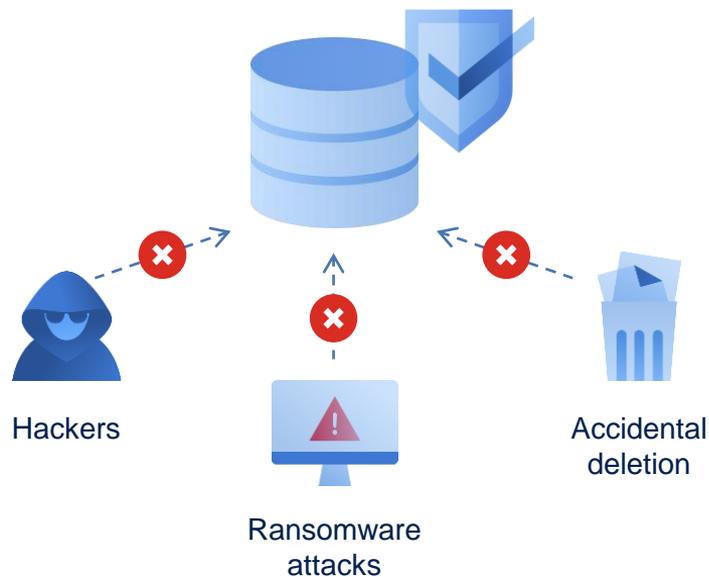
Why?   Prevent backups from being deleted by malware or malicious users

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What if you could rely on just one integrated solution?

Boost your monthly recurring revenue

Easier upsells
using integrated solutions

Simplified renewals
with integrated reporting

Greater ROI via pre-built
marketing campaigns

Cut cyber protection costs by up to 50%

**One console,
one license, one agent**

Integration drives
deeper automation

Consolidate vendor
expenses

Deliver unmatched cyber protection

Reduce risk with 100%
coverage of client workloads

Unique capabilities not available
from your current security vendors

**Leader in independent
testing** (VB100, AV-Test,
AV-Comparatives)

Acronis

Ensure Compliance and a Local Presence

Choose from 43 data centers worldwide to store data – Acronis Hosted, Google Cloud, and Microsoft Azure

44+7

DATA CENTERS
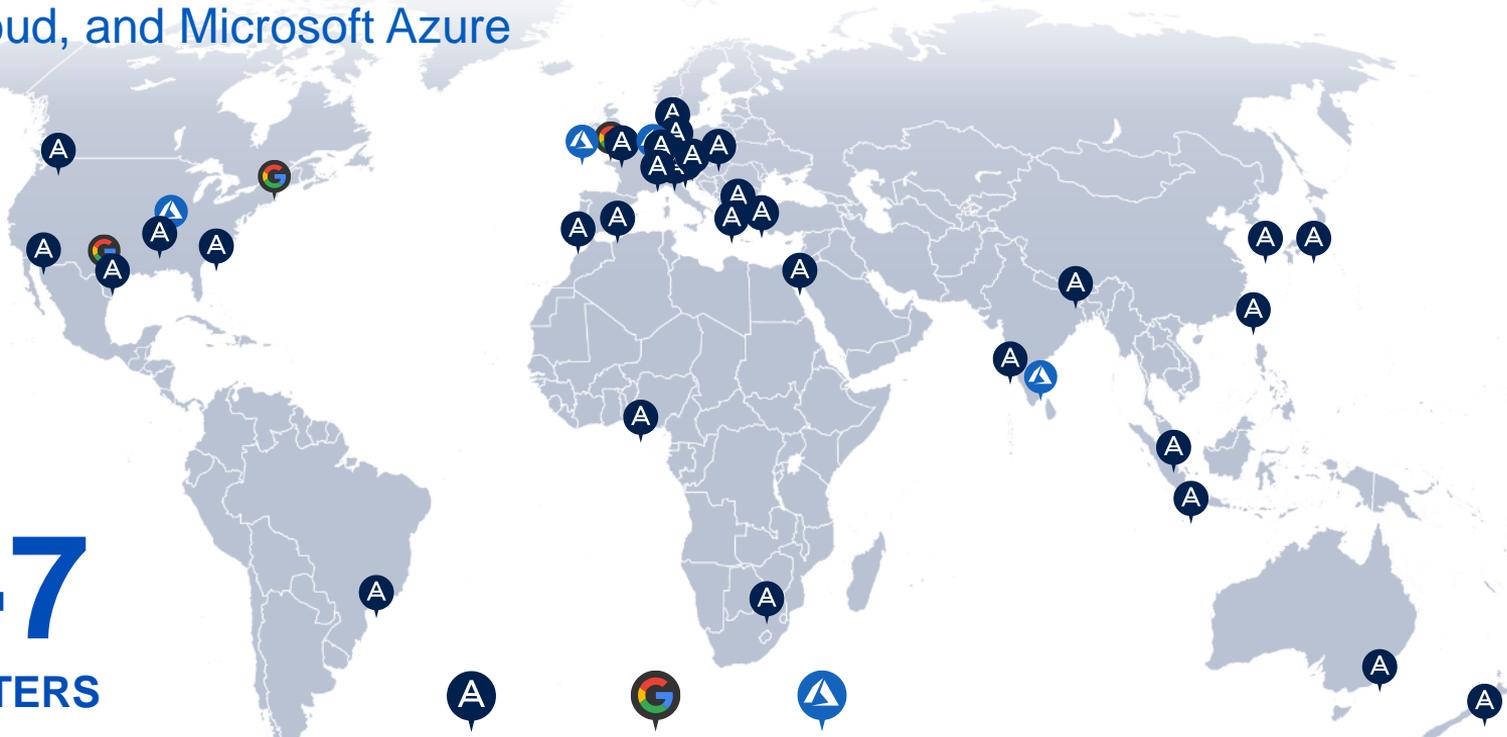
Acronis Data Centers   Google Data Centers   Azure Data Centers

Acronis
Cyber Foundation

Building a more knowledgeable future

#CyberFit

Create, Spread and Protect Knowledge With Us!

- Building new schools
- Providing educational programs
- Publishing books

www.acronis.org