



Konekt

The opportunity of Backup

Acronis

Will reselling backup as a service work for your business?

A few questions can help determine if cloud-based solutions are a fit

- Do you have regular customers who trust you to find the right solutions for their needs?
- Do you want to develop a recurring revenue stream from new and existing customers?
- Do the advantages of offering managed cloud-based services make sense to you?
- Do you think you and your team could convincingly resell backup as a service?
- Does your business already offer storage and monitoring solutions?

Remember:

Your business clients are likely using the cloud already for storage, workload and productivity solutions. Since every customer needs to protect their data, backup as a service is an essential and easy offering for VARs to add.

If you answered “yes” to most of these questions, then consider reselling backup as a service.



Why sell Acronis Cyber Backup Cloud

A platform made specifically for cloud providers

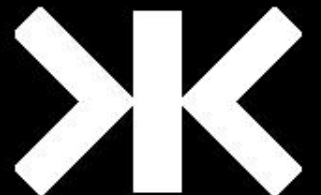
Selling cloud services requires both the services and a delivery platform.

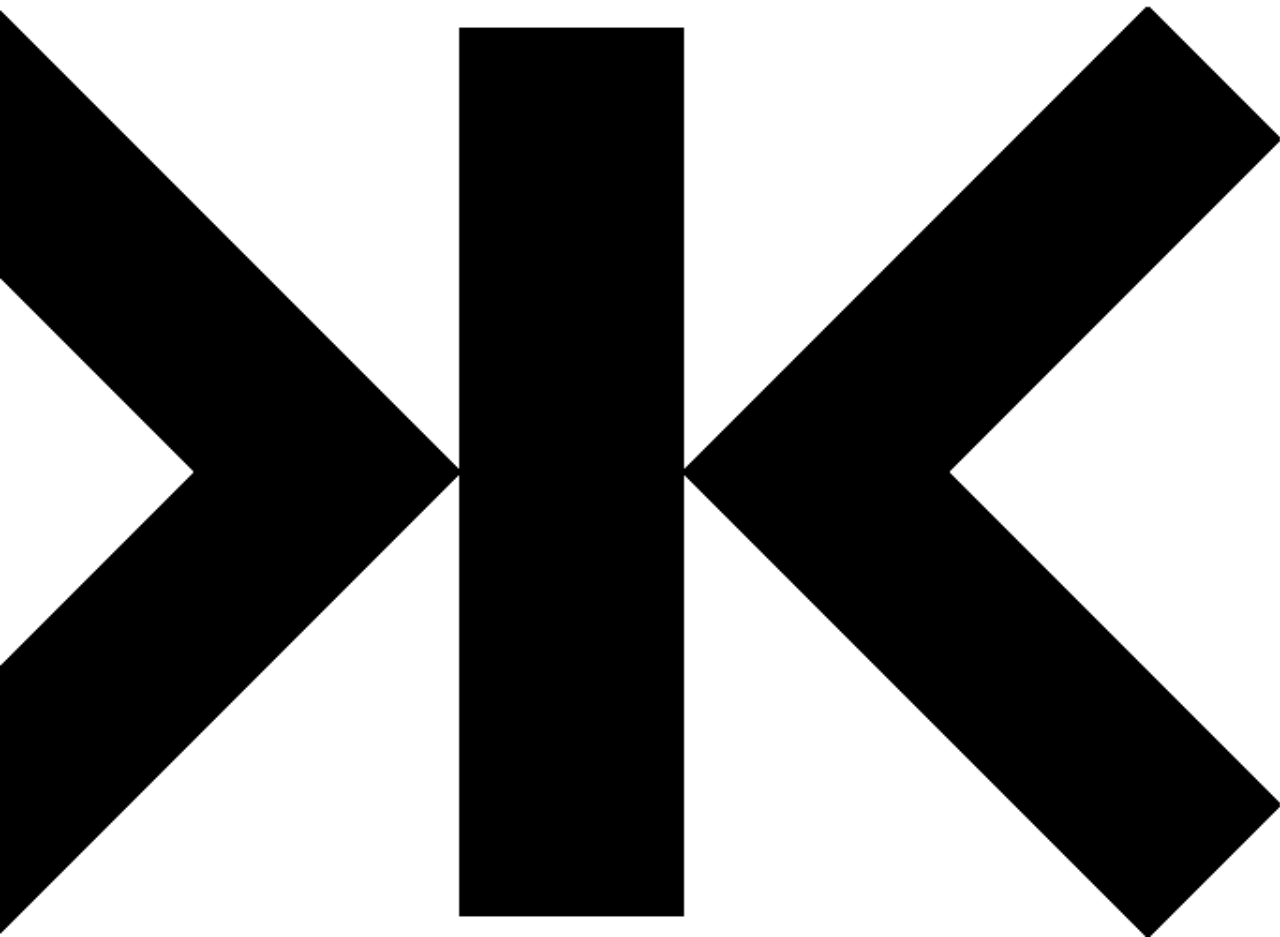
Acronis Cyber Backup Cloud is a part of Acronis Cyber Cloud, a platform for service management, onboarding, integration and customization - which helps you to deliver cloud services in an easy, efficient, and secure way, and come online with little or no upfront costs.

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The platform comes with a broad set of features that you won't find in the end-customer solutions from Acronis, such as:

- Multi-tenancy to support multiple customers
- Multi-client, multi-service management portal
- Both per-GB and per-device pricing models
- Ability to white-label the service
- Ability to create various offerings and service bundles
- Service usage quotas and reporting
- Integration with PSA and RMM tools
- API for customer integration
- Partner-hosted cloud storage option





Contact us for more information

Email: info@konekt.tech

Tel: 01635 959420

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