

Acronis

Building Your MSP Business on Security



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#CyberFit

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**What connects
the Space Shuttle
and a horse?**

#CyberFit



A photograph of a cobblestone street in Pompeii. The street is paved with large, dark grey, rounded stones. To the right, there is a low wall made of dark grey stone blocks, and a gravel path. In the background, there are stone buildings with metal railings. A blue text box is overlaid on the right side of the image.

The roads of Pompeii showing
chariot wheel tracks

The US standard railroad gauge is **4 feet, 8.5 inches** – designed by the engineers from England

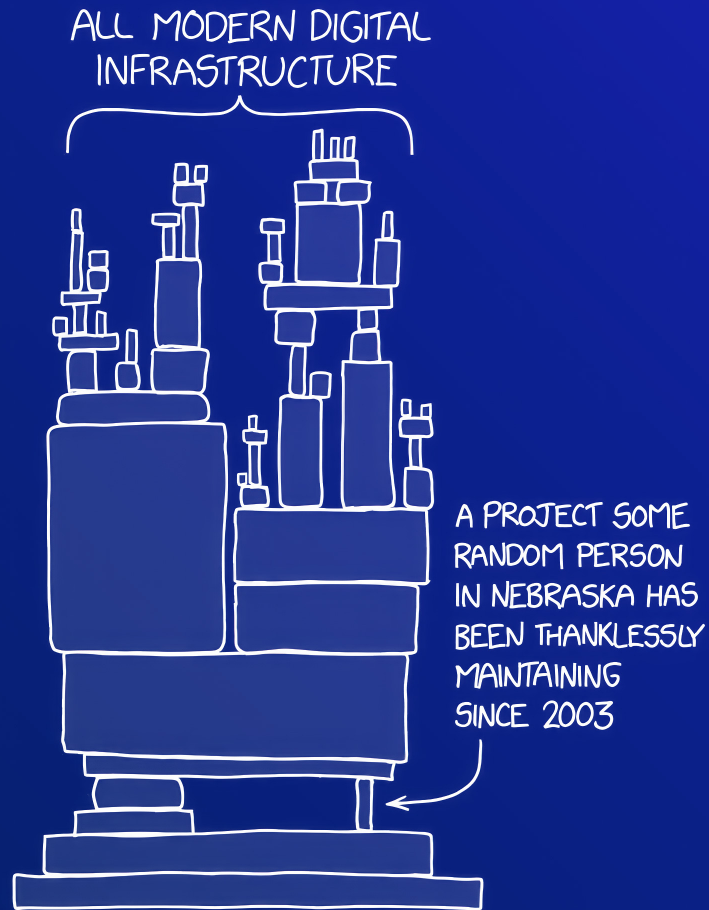


Great Northern Railway



Space shuttle rocket boosters

A joke but
not a joke...
remember
the `xz/liblzma` ...



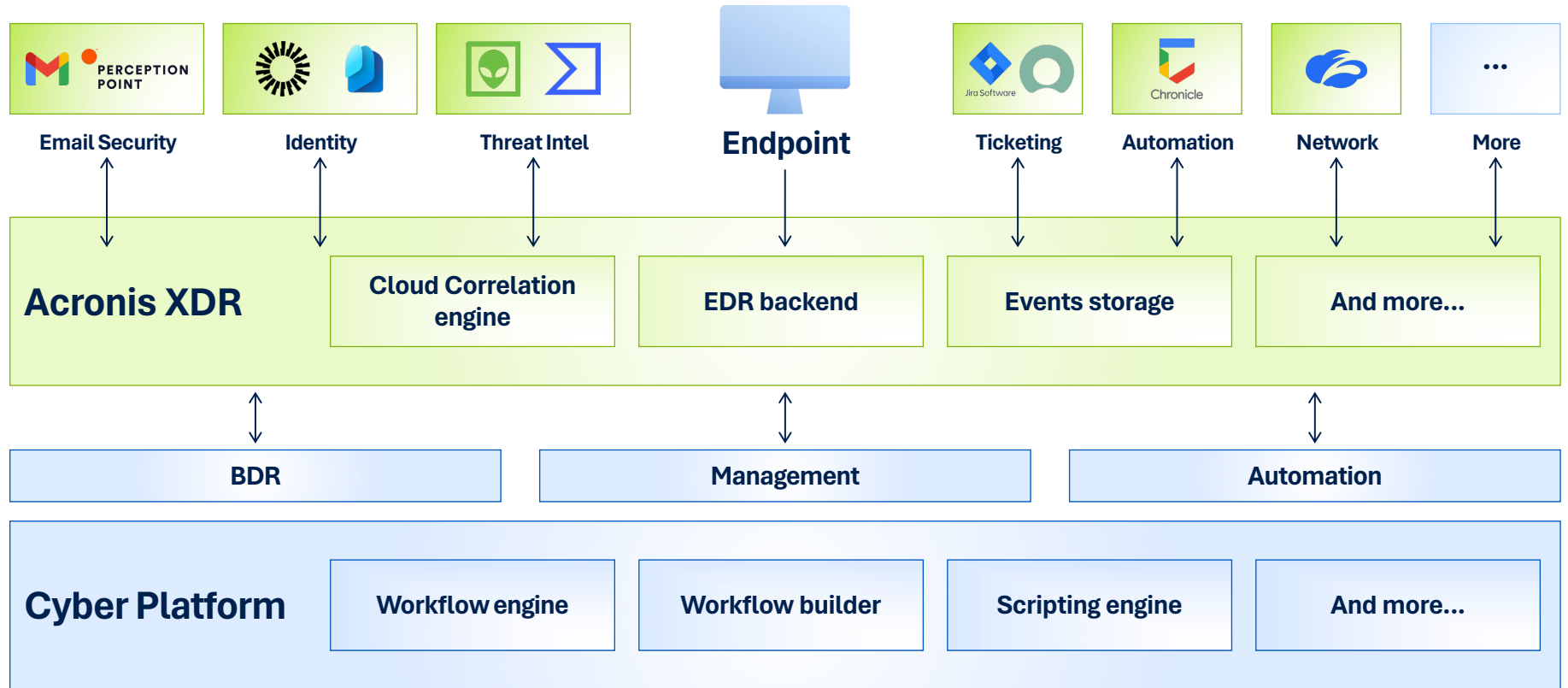
Non-integrated security fails:
APTs, Session Hijacking,
Rootkits, Ransomware





Integrated security with
**Extended Detection
and Response (XDR)**
is the solution

Extended Detection and Response (XDR)





Three trends for
the **future of cybersecurity**

AI

Integration and
transparency

Secondary data
for detection

Secondary data
for investigation

Acronis Cyber Cloud Built for Service Providers

Natively integrated, highly efficient security, data protection and management in a single solution

Cybersecurity



Endpoint Detection & Response



Vulnerability assessment



Malware resistance



Email security



Incident investigation



Ransomware protection

Data protection



Backup



Disaster recovery



Continuous data protection



Secure cloud storage

Management



Patch management



Remote access

Ease of use

Single agent, single console and single policy for all services, and a single dashboard for monitoring

Operational efficiency

Mass management in multitenant environments designed for distributed, diverse customer infrastructure

Integration platform

Extensible and customizable platform to integrate all IT tools into single technology stack

Offering for Microsoft 365 protection



**Sell M365 Licenses
and Services**



**Add M365
Backup**



**Add Advanced
Email Security**



**Collaboration
Security for M365**



**Protect the Device
with Advanced
Security + EDR/XDR**

Upsell

Offering for a device protection



Device, Refresh and Support Services



Add Advanced Backup



Protect the Device with Advanced Security + EDR/XDR



Add Data Loss Prevention (DLP)

Upsell

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Thank you!