Acronis Cyber Frame

A secure, AI-powered hyperconverged infrastructure (HCI) and infrastructure-as-a-service (IaaS) solution for service providers



Service providers have a strong opening to grow infrastructure revenue. Customers are looking for alternatives to VMware, repatriating workloads from hyperscalers and moving to local clouds to meet sovereignty requirements.

Acronis Cyber Frame lets service providers deliver IaaS from Acronis data centers, their own data centers or client sites. Every Cyber Frame VM is protected by default, with cyber protection, management and automation natively integrated from day one.

A business engine for service providers to deliver IaaS with natively integrated cyber protection, management and automation

Deliver IaaS on your terms

- Provision virtual machines, networks and storage.
- Deploy in Acronis data centers, service provider data centers or at client sites.
- Built on Virtuozzo Infrastructure with optimized OpenStack and KVM.
- No proprietary hypervisor lock-in, built on open-source technologies.
- Support phased migration from VMware and other platforms, with coexistence alongside existing environments.

Protected by default

- Built-in backup for Cyber Frame virtual machines.
- Integrated disaster recovery with failover and failback.
- Built-in security including anti-malware, anti-ransomware, behavioral detection and EDR.
- Built-in remote monitoring and management (RMM).
- AI assistant for guidance on deployment, configuration and daily operations.

Built for service providers

- Native multitenancy with tenant isolation.
- Customer self-service for provisioning infrastructure resources.
- Integration with Acronis and third-party PSA systems for billing and operations.
- Integration with Acronis and third-party RMM tools.
- Support for white-label delivery as part of the Acronis MSP platform.

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Realize market opportunities and build your IaaS business

Replace VMware

Modernize vSphere environments and avoid rising licensing costs with fast, protected migration.

Modernize client sites

Replace standalone VMware, Hyper-V or Proxmox hosts at client sites and turn each site into a protected, managed service.

Repatriate from hyperscalers

Support customers repatriating workloads from hyperscalers to regain predictable pricing and local control.

Offer sovereign IaaS

Meet growing regional data residency and compliance needs across the EU, Canada and Latin America.

Build your cloud

Create a secure, multitenant IaaS platform under your brand with higher margins.

Resell IaaS profitably

Deliver cloud services using Acronis-hosted Cyber Frame Cloud on a pay-as-you-go model.

Maximize IaaS profitability

40%+

TCO improvement for service providers vs. legacy platforms.

$92K

savings vs. VMware over three years.

40% vs. 5%–10%

gross margin for Cyber Frame Cloud resale compared to hyperscalers.

Key features

Provisioning of VMs, networks and storage

Provision and manage VMs, networks and storage from a central console with flexible vCPU, RAM, IP address and VPN assignment.

Multitenant architecture built for service providers

Run multiple customers on shared infrastructure with secure tenant isolation. Optimize resource usage and delegate access from a unified management console.

Customer self-service

Let customers provision and manage resources within provider-defined limits. Support low-touch service delivery while retaining full governance and policy control.

IaaS provisioning automation through OpenStack API

Automate VM, network and storage lifecycle management using OpenStack-compatible tools like Terraform.

Built-in backup and disaster recovery

Protect every VM with built-in backup and integrated disaster recovery. Restore full VMs, files or supported application data, fail over and fail back, and recover across platforms.

Integrated security and RMM

Apply centralized anti-malware, anti-ransomware and behavior-based detection policies across all VMs. Monitor systems through built-in RMM directly in the Acronis console.

VMware migration tools

Migrate VMware workloads to Cyber Frame Local with a guided wizard and incremental replication.

PSA and ecosystem third-party integrations

Connect with Acronis and third-party PSA integrations for billing, reporting and operations.

Acronis AI for operational guidance

Get guidance on deployment, configuration and daily operations from the built-in AI assistant.

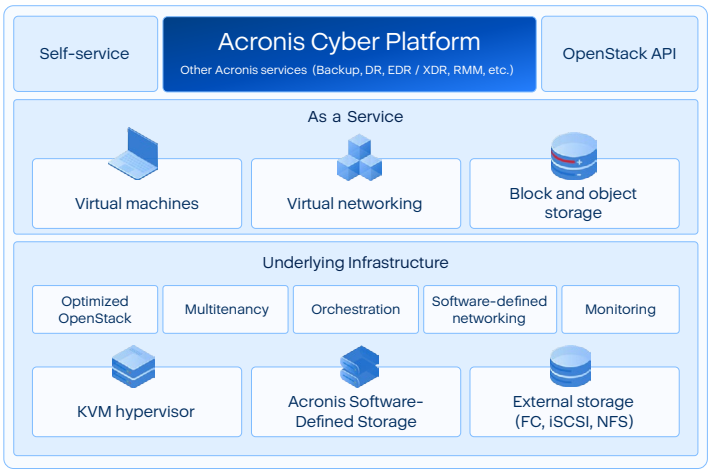
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Architecture overview

Overview: A layered, service-provider-ready infrastructure stack for delivering VMs, networks and storage as a service, built into the Acronis Cyber Platform console.

Key product components: Clustered HCI with KVM compute and Acronis software-defined storage. Block storage, plus S3-compatible object and external storage (FC, iSCSI, NFS) in Local clusters.

Underlying infrastructure: Optimized OpenStack for orchestration, scheduling, automation, native multitenancy, SDN and day-two operations.



Three ways to deploy

Use the options individually or together, all managed from the Acronis Cyber Platform console. Built-in backup, DR, security and RMM come with every Cyber Frame VM.

Cyber Frame Cloud

Acronis-hosted

Deliver IaaS from Acronis data centers with no hardware to buy.

- Hourly, consumption-based billing.
- Fast activation and time to revenue.
- Run workloads in 30+ locations across the Americas, Europe, the Middle East, Africa and Asia-Pacific.
- Ideal for MSPs starting or expanding IaaS without CapEx.

Cyber Frame Local for service provider data centers

Multi-node cluster

Run your own multitenant IaaS on your hardware or in colocation, with full control over infrastructure, data location and long-term margins.

- Three-node minimum; five or more recommended for high availability.
- Ideal for CSPs, hosters and telcos building an IaaS business.

Cyber Frame Local for edge deployments

Client sites

Run workloads at client sites, typically on a single server clients already own.

- Replace standalone VMware, Hyper-V or Proxmox hosts.
- No local failover; recovery runs in Acronis Cloud.
- Ideal for MSPs managing client offices and branches.

Requirements for Cyber Frame Local clusters

Most VMware hardware can be reused if it meets this production baseline:

- **Memory:** 512 GB (256 GB for staging).
- **Firewall:** pfSense or modern device supporting NAT, VPN, load balancing.
- **Servers:** 3+ (5+ recommended for production), 24-core CPUs, RHEL 9 compatible, virtualization flags enabled, redundant hot-plug power.
- **Network:** VLANs, 802.3ad switches, jumbo frames (MTU 9000), L2 connectivity, 2 x 25G ports (4 for RDMA), remote IPMI access.
- **Drives:** Enterprise-grade with power-loss protection; 2 SSD/NVMe in RAID 1 (200 GB+) for OS and metadata; SSD, NVMe or HDD for storage; 10 DWPD for cache.
- **Internet:** Two providers with 1G connections.
- **Edge deployments:** One server with 8+ physical cores (x86-64-v3), 32 GB ECC RAM, 120 GB SSD system disk, 1 GbE.

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Migration from VMware, Hyper-V, Proxmox and public clouds

Cyber Frame supports multiple migration paths to move workloads gradually and with minimal disruption:



Built-in VMware migration wizard: Migrate entire hosts or selected VMs to Cyber Frame Local with incremental replication, so VMs keep running until cutover.



Backup-based migration: Restore a VMware, Hyper-V, Proxmox or public cloud VM backup into Cyber Frame. Note: The backup location must be accessible to the Cyber Frame agent.



Convert to VM feature: Perform incremental conversion of VMware-based backups into bootable VMs inside Cyber Frame without needing access to the original VMware infrastructure.

Key advantages vs. competitors

Vs. VMware vSphere

- Lower total cost and higher ROI with built-in backup, security and RMM.
- Native multitenancy built for service providers; no VMware Cloud Director add-ons.
- OpenStack and KVM foundation with no proprietary hypervisor lock-in.

Vs. hyperscalers (AWS / Azure / GCP)

- 40%–45% gross margin vs. 5%–10% resale margin.
- Predictable pricing with no ingress or egress fees.
- Local and sovereign deployment options; full service provider control.

Vs. Nutanix / HPE GreenLake

- Purpose-built for service providers, not enterprise IT.
- Integrated cyber protection included by default.
- Cloud, service provider-hosted and edge deployment options.

Vs. open-source platforms (OpenStack, Proxmox)

- Enterprise support and commercial backing.
- Built-in backup, security and RMM; no separate integration required.
- Turnkey multitenant design; no custom architecture effort.

Learn more and get started with Acronis Cyber Frame

Deliver IaaS on your terms

Acronis

Learn more at acronis.com

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