

Acronis
TRU Security Day
Italy 2025

The future of security solutions: Innovation roadmap



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Where MSPs are in 2025?



**IT landscape
changed**



**Security is main
growth driver**



**Compliance and
cyber insurance**



**Shortage
of IT talent**



**Continuous cost
optimization**

This is where Acronis can help

Acronis delivers the most complete cybersecurity and data protection in a single solution



**Natively
integrated**



**Highly
efficient**



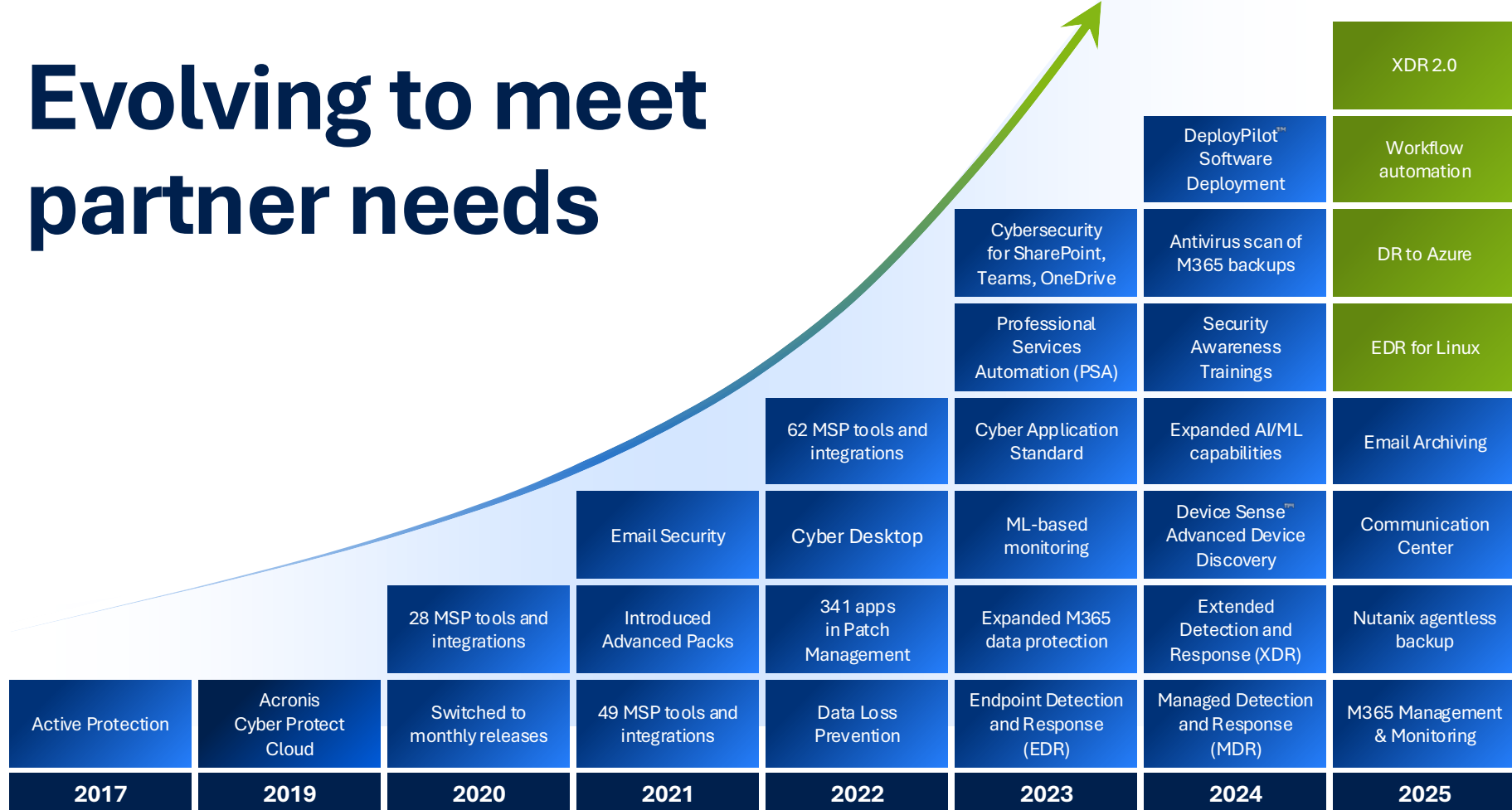
**Built
for MSPs**

Modern and Complete Cyber protection

As service providers grow, so does Acronis Cyber Protect Cloud



Evolving to meet partner needs



2025 Outlook

1



**Data
Protection**

2



**Microsoft
365**

3



**Cyber
Security**

4



**MSP
Platform**

2025 Outlook

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MSP
Platform

Agentless Backup of Virtual Machines



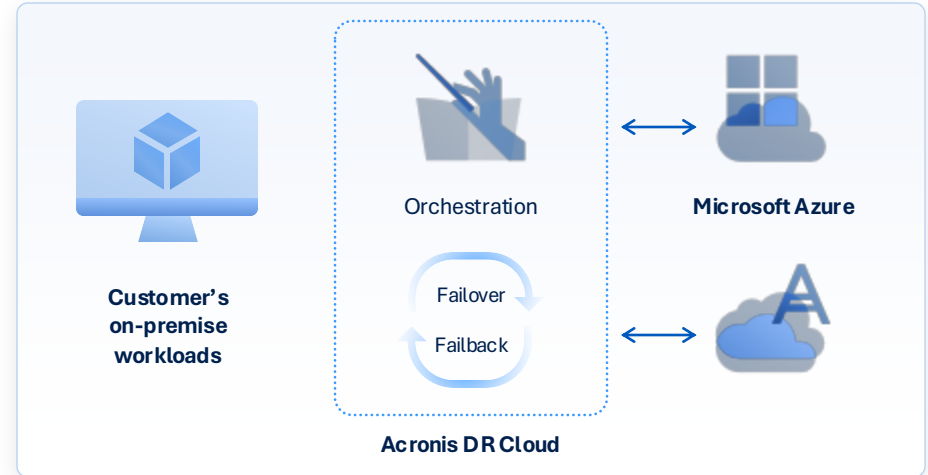
- Seamless initial setup
- Flexible storage options

- Cross-platform recoveries
- Migration “from any to any”

Disaster Recovery to Azure

Make your Azure site a disaster recovery platform

- **Increase adoption of Azure** by providing Disaster Recovery solution for on-prem workloads to Azure as a recovery site
- Enable an **alternative Disaster Recovery site** to run workloads during failover
- Leverage **advanced IaaS capabilities** of Azure such as different tiers of hot storage and custom network configurations
- **Orchestrate Disaster Recovery scenarios** using single Acronis Cyber Protect console



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- **Agentless backup to Microsoft Azure**
- **Nutanix virtual machines agentless backup — PROXMOX on the way!**
- **Disaster Recovery to Azure**

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Platform
incl. RMM

MSP needs around M365

- Security Posture Baselineing
- Email Security
- Backup & Recovery

Set the Baseline for Essential Protection

Consolidate, Integrate & Automate
Improve Efficiency & Profitability

+ Security Posture Management

- Security Posture Baselineing

+ Security Awareness Training

- Email Security

+ Reduced RPO + Geo-Redundancy

- Backup & Recovery

Close the Gaps to Standard Protection

Expand, Standardize & Comply
Increase Revenue & Addressable Market

+ XDR Integration

- Security Posture Management
- Security Posture Baselineing

+ Collaboration App Security

- Security Awareness Training
- Email Security

+ Email Archive

- Reduced RPO + Geo-Redundancy
- Backup & Recovery

Tailor to Need with Complete Protection

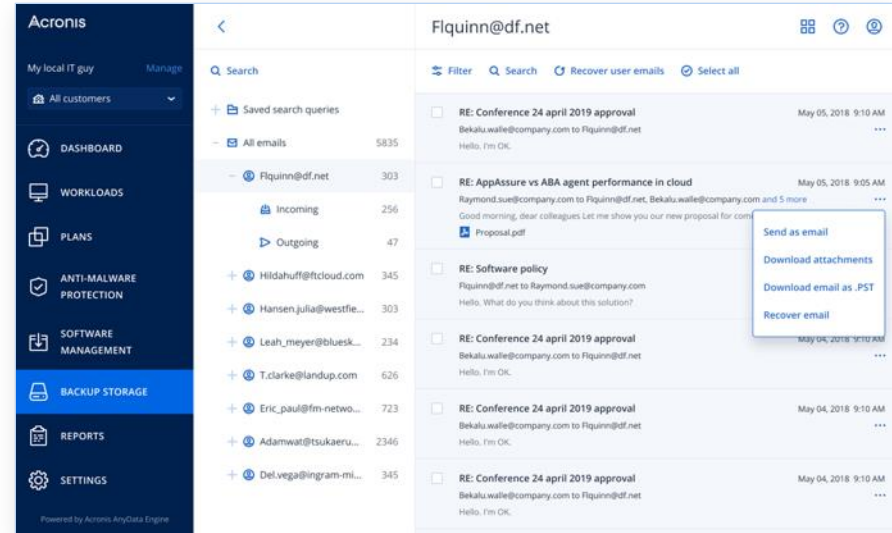
Specialize, Verticalize & Differentiate
Create Repeatable Business Practices

Email Archiving for Microsoft 365

Released

Expanding protection for Microsoft 365

- **Compliance:** ensures the preservation of all communications, which is key for meeting legal, regulatory, and industry compliance requirements
- **Robust Search Capability:** helps users quickly locate specific emails, making it more efficient to retrieve necessary data for decision-making or audit purposes.
- **Optimized Performance:** By offloading storage of old emails from the primary system to archive

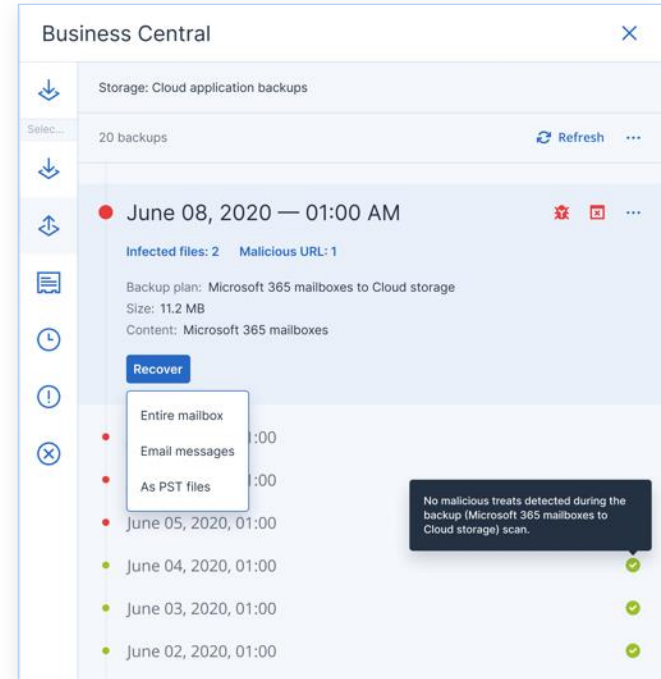
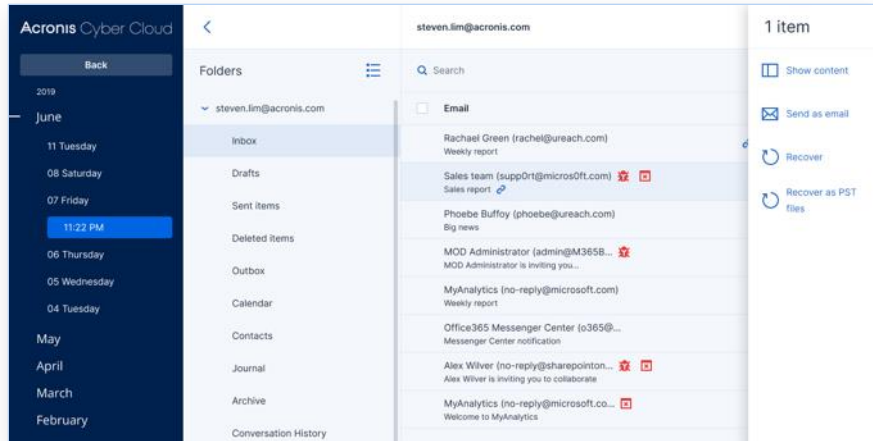


Antimalware Scan of Microsoft 365 Backups

Released

Ensure malware free email recovery from Microsoft 365 mailbox backups

- Offer a **second layer of defense** when the email security solution fails to detect malicious content
- **Detect malicious content** within Microsoft 365 mailbox backups



M365 Security Posture Monitoring and Management

Released

- **Single pane of glass** for security posture of all M365 tenants that you manage
- Ensure compliance with **best practices security baselines**
- Effectively **track M365 security events**, identify suspicious activities
- **Monitor M365 user activities**, access levels, and permissions

Acronis Cyber Protect Cloud

testPartner-001 Manage

Test customer 001.0...

MONITORING

DEVICES

MICROSOFT 365 MANAGEMENT

Baselines

Security posture

Users

MANAGEMENT

DISASTER RECOVERY

PROTECTION

Powered by Acronis Cyber Platform

Security posture

Baselines

Tenant baselines	9 passed	12 deviated
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Baselines categories

Audit	1 passed	0 deviated
Authentication & Authorisation	6 passed	9 deviated
Email Security	2 passed	2 deviated
Remote Access	8 passed	2 deviated
Sharing	2 passed	1 deviated

User account risks

MFA	Admin mailboxes	Anonymous admins	Shared mailboxes	Dormant accounts	Dormant admins	Guests
15	0	0	0	0	0	18

Complete & Unified Protection of Microsoft 365

2H 2025

Multiple layers of protection:

Data protection	Backup	Ultimate Protection	
	Email Archiving NEW		
Security	Email Security		
	SharePoint, Team, OneDrive security		
	Scan of backups for malicious content NEW		
RMM	Security posture monitoring & management NEW		

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- **M365 Posture Management**
- **Email Archiving**
- **Ultimate SKU !!!**

What does this mean for MSPs?

M365 Standard + Acronis > E3 or Premium

Save money, save time and generate better margins.

M365 E5 alone is still not enough.

More complete security and better TCO with Acronis.

**See for yourself today at the
Acronis demo stand.**



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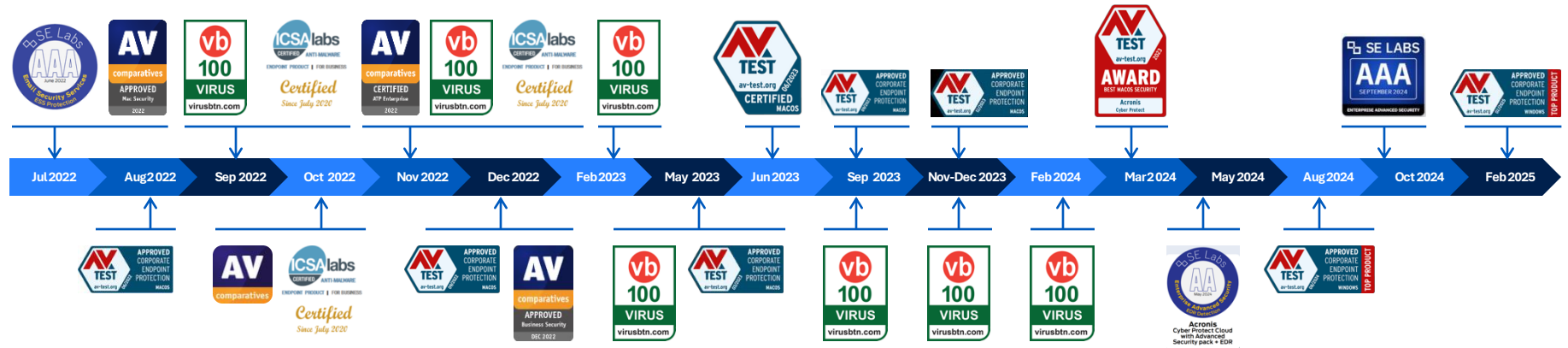
**Cyber
Security**

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MSP
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Acronis security proven by independent evaluations



Acronis
Threat Research Unit

Acronis

Global Canalys Cybersecurity Leadership Matrix 2025

Why did Canalys choose Acronis?

- MSP-first approach.
- Comprehensive cybersecurity portfolio.
- XDR / MDR and other enhanced technologies.
- Commitment to partner profitability.

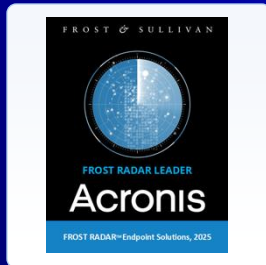


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Frost Radar: Endpoint Security, 2025

Why did Frost & Sullivan choose Acronis?

“Acronis’s vision and go-to-market strategy contribute to its strong position on the Innovation Index, strategically aligning with the needs of mid-market customers — a traditionally underserved group because of budget and resource constraints.”



Frost Radar™: Endpoint Security



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How can you:

- **Offer 24x7 support** ... w/o losing sleep?
- **Get greater visibility** ... w/o adding more tools?
- **Add security services** ... w/o hiring more people?



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Threat Research Unit

Integrated cybersecurity platform for MSPs



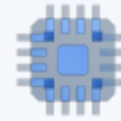
MDR MSSP Program

- Enable MSSPs to offer **MDR services through Acronis EDR and XDR**
- Multiple tiers and **special benefits for the MSSPs**



Acronis XDR 2.0

- **Improved incident response** capabilities across multiple external sources
- **Dozens of new integrations.** An ISV can create a new integration in a matter of days



More Automated

- **Automated workflows and threat hunting** seamlessly spanning third-party data sources
- **Copilot GA** reduce time to investigate with AI-generated incident summaries and AI chatbot

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Natively integrated security and data protection built for MSPs.

Acronis takes the headache out of IT security.



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- **Acronis security industry recognition**
- **Unified security with XDR 2.0**
- **Automation for higher efficiency**

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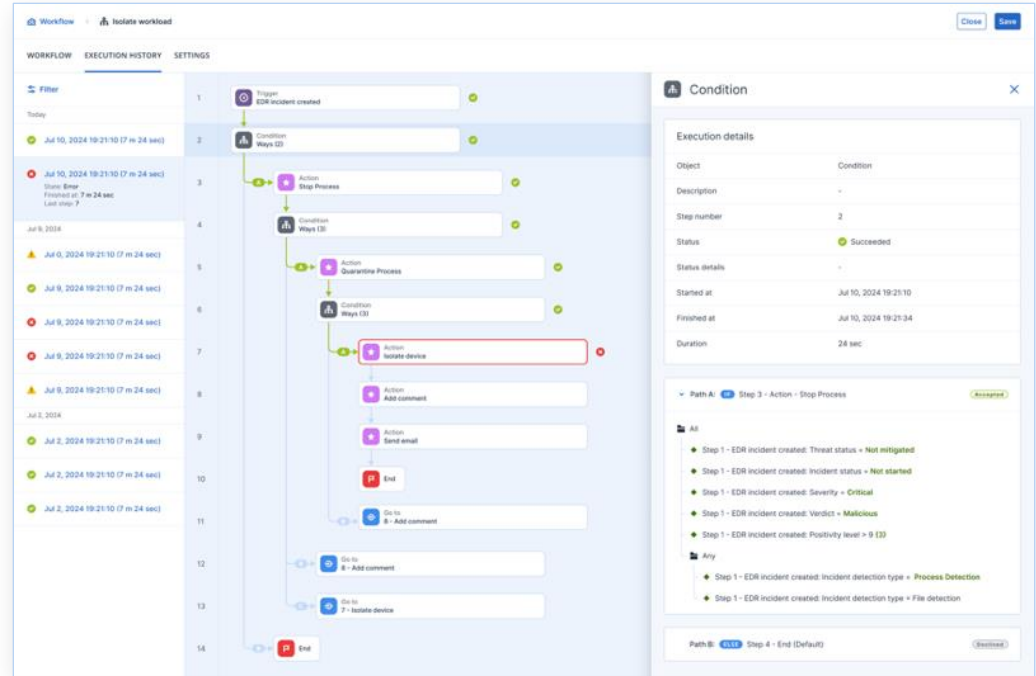
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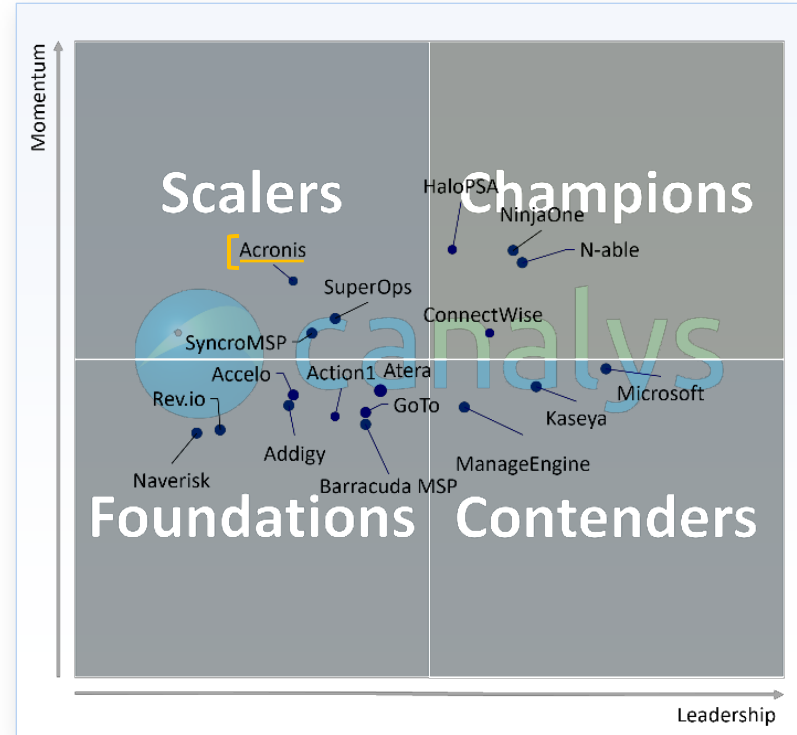
AI-based Workflow builder and playbooks

- Automate standard operating procedures
- Do If-This-Then-That processes tasks
- Connect with third-party services, such as Slack, Outlook in a few clicks
- Simple, intuitive, UI-driven
- Samples catalog



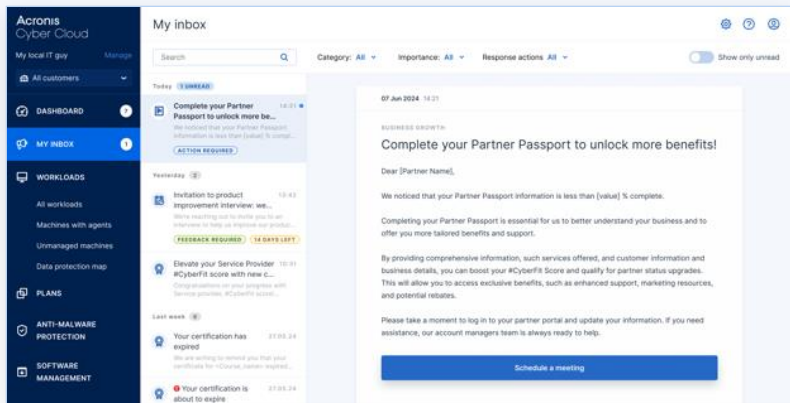
NEW — Acronis RMM (previously Advanced Management)

- Acronis is included into global RMM and PSA leadership matrix
- Continue to enhance **patch management** and **remote desktop** with unique capabilities
- Management and monitoring of **network devices**
- #CyberFit 2.0 to help **meet compliance regulations**
- Expanded partner-level management and lightweight agent



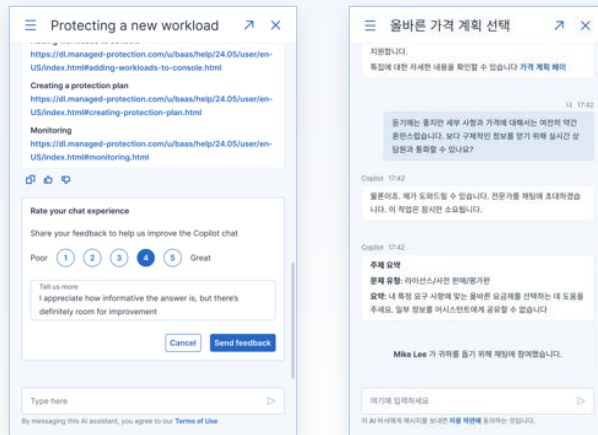
Next Level of Communication

Communication center



- Product announcements
- Updates from marketing, Academy and DCO
- Invitations to trainings and webinars, meeting requests

Acronis AI Assistant



- Any product and licensing questions
- Speaks your language with live translation
- Transfer to Sales or Support chat, if required

Ecosystem growth – 280+ integrations!

Integrations catalog @ <https://solutions.acronis.com>



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- **Growing ecosystem of technology partners**
- **Many new products in 2025**
- **Stay tuned for upcoming releases**

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Italy

May 22, Milan



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