

Turn infrastructure disruption into profitable IaaS growth

with Acronis Cyber Frame

Business continuity impact across industries

Three forces are reshaping infrastructure decisions and creating new opportunities for service providers.

1 VMware disruption

Rising costs and licensing changes are driving organizations to evaluate alternatives.

2 Hyperscaler pressure

Unpredictable cloud bills and thin resale margins are creating demand for new approaches.

3 Sovereignty demand

Organizations increasingly require regional hosting, data residency and greater control over where data resides.

The opportunity

\$170B

global IaaS market

\$30B+

in IaaS spend already outside of the largest hyperscalers

~36%

Compound annual growth rate (CAGR) projected growth in sovereign cloud IaaS

Four paths to growth:

Capture new infrastructure revenue with Acronis Cyber Frame

1 Replace VMware environments

Help clients migrate from costly virtualization platforms.



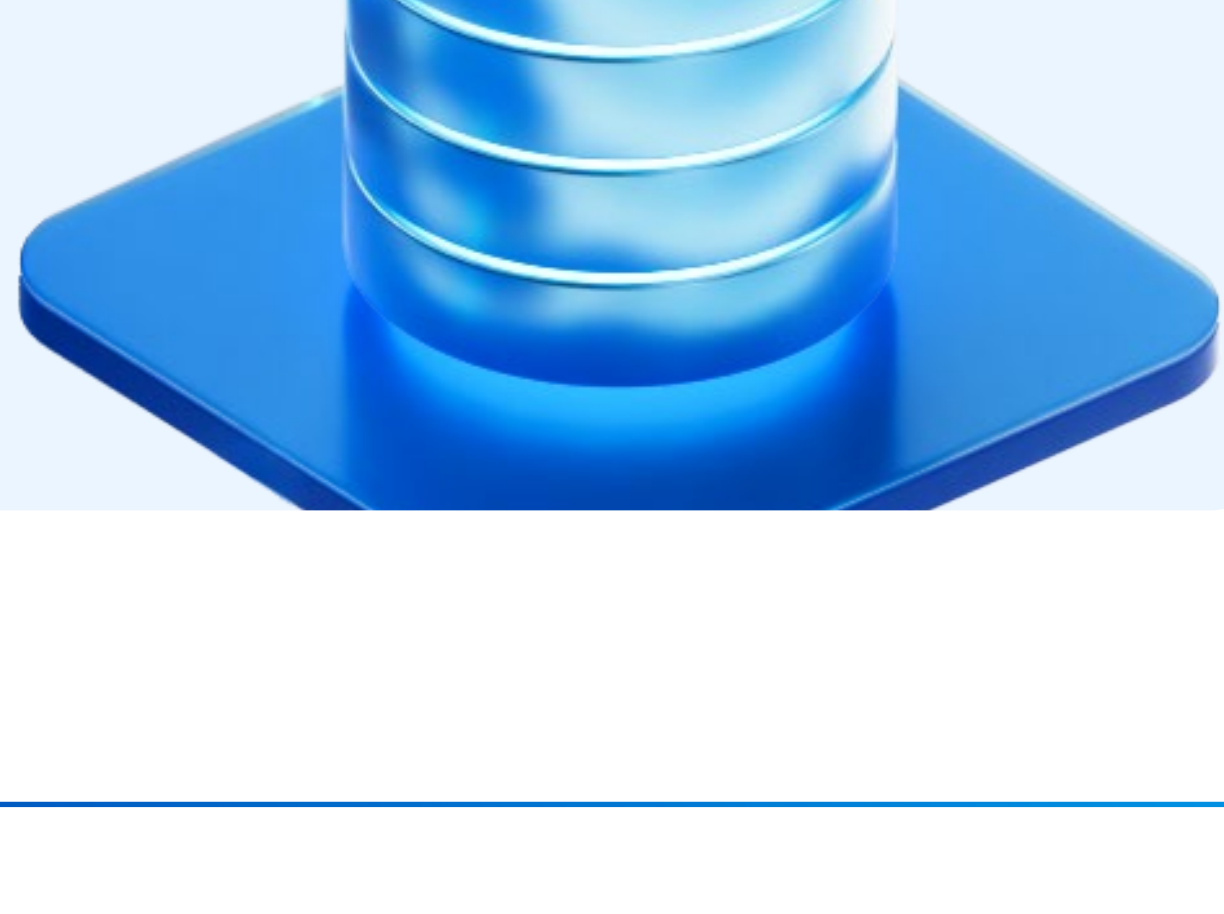
2 Repatriate hyperscaler workloads

Bring selected workloads back to more predictable, cost-effective infrastructure.



3 Deliver sovereign IaaS

Meet regional hosting and data residency requirements.



4 Build a managed cloud business

Launch or expand infrastructure services with recurring revenue opportunities.



More than infrastructure

Protected by design. Every Cyber Frame VM can be delivered with protection, security and management built into the service model.

One integrated platform.



IaaS



Backup and disaster recovery



Security



RMM

Optional: Disaster recovery services for additional resilience.

Business outcomes that Acronis Cyber Frame can deliver

Launch faster

Bring new cloud services to market in days, not months.

Lower delivery costs

Reduce the cost of delivering infrastructure services.

Improve margins

Create stronger profitability than traditional infrastructure and hyperscaler models.

Grow recurring revenue

Build predictable infrastructure revenue streams that scale over time.

What's possible

More than 40%

improvement in TCO for service providers versus other platforms



45% or more

gross-margin potential with the Cyber Frame Cloud (Acronis-hosted) option



And add 65% or more

gross-margin potential with the Cyber Frame Local (service provider-hosted) option



Up to 70% cost reduction

for end-user customers versus other platforms



*Results vary based on configuration, utilization, storage strategy, pricing and service packaging.

Find your path to a more profitable IaaS business

Explore how to build, migrate and grow with Acronis Cyber Frame.

Start a free 30-day trial

Learn more

¹ Gartner, "Worldwide IaaS Public Cloud Services Market Grew 22.5% in 2024," August 6, 2025. www.gartner.com/en/newsroom/press-releases/2025-08-06-gartner-says-worldwide-iaas-public-cloud-services-market-grew-22-point-5-percent-in-2024

² Gartner, "Market Share Analysis: Infrastructure as a Service, Worldwide, 2024," June 10, 2025. www.gartner.com/en/documents/6575502

³ Gartner, "Forecast Analysis: Sovereign Cloud IaaS, Worldwide, October 25, 2024," www.gartner.com/en/documents/5863580