Acronis



Create, Automate and Grow





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- Welcome to our virtual conference!
- The event is being recorded. We will email you the link to the recording after the event
- If you have any questions, post them in the Q&A
- Stay until the end



Jeff Hardy

Solutions Marketing Manager, Acronis





ISVs ... What is the biggest obstacle to building integrations and access new market channels?

Technical talent shortage to build and maintain integrations. Coordinating and collaborating with integration partners.

Creating marketing programs to support integration channels.

Finding the best opportunities.

Something else

1. WelcomeJeff Hardy, Solutions Marketing Manager, Acronis2. A Fireside Chat with Acronis Chairman Paul MaritzPaul Maritz, Computer Scientist, Software Executive, Acronis Chairman Jeff Hardy, Global Solutions Marketing Manager, Acronis3. What is CyberApp and Why does it matter?James Abercrombie, Ecosystem Evangelist, Acronis4. The Power of the Ecosystem: ISVs, MSPs, and IntegrationsSean Lardo, Economy Evangelist, ConnectWise Tony Haller, North America MSP Team Leader, LastPass Keith Thompson, Co-Founder and Chief Technology Officer, Sendmarc Andrew Homer, Vice President, Strategic Alliances, Stellar Cyber Joe Alapat, Co-Founder, Chief Technology Officer, Liongard James Abercrombie, Ecosystem Evangelist, Acronis5. MSP Insiders — Hear from the front linesStephanie Wiener, Cloud & Data Engineer, BizCom Global Luis Almeida, Lead Automation Developer, HOCS Consulting Jeff Hardy, Global Solutions Marketing Manager, Acronis6. A Look Inside CyberApp — Demo 7. Q&A – LIVE!All panelists8. What Happens Next?Jeff Hardy, Global Solutions Marketing Manager, Acronis9. Y ISV Contest YJames Abercrombie, Ecosystem Evangelist, Acronis10. Wrap upJeff Hardy, Global Solutions Marketing Manager, Acronis				
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A Fireside Chat with Acronis Chairman Paul Maritz



Jeff Hardy

Solutions Marketing Manager, Acronis



Paul Maritz

Computer Scientist and Software Executive





ISVs ... How important is the IT Service Provider / MSP channel to your go-to-market strategy?

Somewhat important

Important

Very important

Mission critical

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2. A Fireside Chat with Acronis Chairman Paul Maritz	Paul Jeff
3. What is CyberApp and Why does it matter?	Jamo
4. The Power of the Ecosystem: ISVs, MSPs, and Integrations	Sean Tony Keith Andr Joe Jame
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9. 🟆 ISV Contest 🟆	Jamo
10. Wrap up	Jeff

Jeff Hardy, Solutions Marketing Manager, Acronis

Paul Maritz, Computer Scientist, Software Executive, Acronis Chairman **Jeff Hardy**, Global Solutions Marketing Manager, Acronis

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James Abercrombie, Ecosystem Evangelist, Acronis

All panelists

Jeff Hardy, Global Solutions Marketing Manager, Acronis James Abercrombie, Ecosystem Evangelist, Acronis Jeff Hardy, Global Solutions Marketing Manager, Acronis

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7



What Is CyberApp and Why does it matter?



James Abercrombie

Ecosystem Evangelist, Acronis



🖄 My CyberApps 🔰 👪 Security Tool Integration 🔅 👪 Security Tool Integration (v1.0) Draft

General settings Callbacks Connection setup form Custom integration setting Alerts Main menu Workloads and actions Widgets and reports

Widgets and reports

With this extension point, you can create:

- Custom widgets, to visualize data provided by your CyberApp.
 You can also define custom widget categories or use existing, pre-defined categories to group widgets of the same nature.
- Custom reports, that typically include a default combination of widgets, showing critical operational information provided by your CyberApp.

You can extend pre-defined report types with your custom widgets, or you can create a new report type that will only include your custom widgets.

You can choose whether your custom widgets and reports are displayed in the Acronis Management Portal or in the Acronis Cyber Protect Cloud console.

Read more [



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General settings

Callbacks

Connection setup form



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Read more [



🙆 My CyberApps	Active Alerts			×
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Workloads and actions			v1.0	
Widgets and reports			Category Alerts	
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Acronis Cyber Protect Cloud	<	Reports	() () ()
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	Data loss prevention	resName 004 S Database Out of Date	Total • Database Out of Date 1 • Malware Quarantined 1
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	Detected threats	Show all	
	Discovered machines	Historical alerts summary	
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لم infrastructure	Hardware inventory	Total • Malware Found 2 • Activity failer	
	Patch management summary	Malware Quarantined 6	
REPORTS	E Real-time mailbox protection		
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Acronis Cyber Protect Cloud	<
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MONITORING 3	Alerts
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	🛗 Daily activities
	Data loss prevention
M EMAIL SECURITY	Data protection map
	Detected threats
	Discovered machines
SOFTWARE MANAGEMENT	E Disk health prediction
BACKUP STORAGE	Existing vulnerabilities
0	Hardware inventory
	Patch management summary
	Real-time mailbox protection
င်္လြို SETTINGS	Session history report
	Software inventory

? Reports 0 Q 🕂 Add widget 🛃 Download 🗘 Settings Ď Send … Alerts Active alerts summary 5 latest alerts Total: 3 A Malware Quarantined resName 004 resName 004 Malware Found Malware Found 1 3 resName 004 Database Out of Date Database Out of Date 1 Total Malware Quarantined 1 Show all C × Historical alerts summary Backup is corrupted 1 Database Out of Date 2 13 Backup failed 1 Total Malware Found 2 Activity failed Malware Quarantined 6 Active alerts details Ø Alert time Alert severity 1 Plan name Alert message Alert type Device name Malware Quaranti... A Warning Notification that m... 7:54 AM resName 004

Acronis Vendor Portal

MY CYBERAPPS



Welcome to the Vendor Portal!

We are pleased to welcome you to the Vendor Portal, where you can build CyberApps that integrate your products and services into the Acronis Cyber Protect cloud platform using a unique, powerful, low-code integration approach. Click Create CyberApp to start creating your CyberApp.



Key features

My CyberApps

- Create a CyberApp and manage its lifecycle.
- Define and configure extensions, connections, and mapping settings.
- Access educational resources.

There are 3 steps to launching a CyberApp:

- 1 Provide marketing materials to showcase your CyberApp in the Acronis application catalog. More details
- 2 Define your CyberApp settings and configure its features. More details
- 3 Test and deploy your CyberApp. More details

Acronis Vendor Portal

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The Power of the Ecosystem: ISVs, MSPs, and Integrations



Sean Lardo

Economy Evangelist

CONNECTWISE



Tony Haller

North America MSP

Team Leader

Last Pass ····







Andrew Homer

Vice President, Strategic Alliances







.

Keith Thompson

Co-Founder, Chief Technology Officer

👽 sendmarc

Co-Founder, Chief Technology Officer

Joe Alapat

🦁 liongard

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Poll 3

MSPs ... How many SaaS tools do you use now to manage your business and serve your clients?



MSP Insiders — Hear from the front lines





Stephanie Wiener

Cloud & Data Engineer



Jeff Hardy

Solutions Marketing Manager, Acronis



Luis Almeida

Lead Automation Developer







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MSPs ... What is the biggest challenge managing your technology tool stack?

Interoperability and tool conflict.

UI management and system complexity.

Billing and time-tracking.

Something else

Poll 4



A Look Inside CyberApp — Demo



James Abercrombie

ISV Technology Evangelist, Acronis



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Live Q&A

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How do you want the Acronis team to follow up with you after this webinar?

Send me the follow-up email with links for now. Schedule a demo of the CyberApp Standard technology. Have the Acronis CyberApp team schedule a call to learn more.

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What Happens Next?

Build your CyberApp



https://developer.acronis.com

Use the power of integrations



https://solutions.acronis.com

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7. Q&A – LIVE!

8. What Happens Next?

9. 🟆 ISV Contest 🏆

10. Wrap up

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All panelists

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Last chance to join our ISV contest!



November 19th

Submit your integration scenario with the Acronis Cyber Protect Cloud platform by October 31 for a chance to win two tickets to the 2023 Las Vegas F1 Grand-Prix event

More details https://acronis.events/event/acronis-cyberapp-build/



Acronis



Thank you for your participation!



Jeff Hardy

Solutions Marketing Manager, Acronis



Acronis Cyber Foundation



Transforming lives through education

Let's work together to create new knowledge, putting our diverse experiences and strengths towards a brighter future!



Join us!



Acronis



Create, Automate and Grow



