

Acronis Consulting Services

FOR SERVICE PROVIDERS

Do you want to increase your Average Revenue Per User (ARPU) by offering targeted data protection, migration, and disaster recovery services to your existing customers? Do you want to attract new consumers? Do you want to eliminate legacy backup systems and smoothly migrate to an industry-grade solution?

Leverage Acronis' experience and shorten the time it takes to gain value from your Acronis investment. Our technology experts and business consultants can help you build an efficient business case, design your data protection plan, and roll out a service to the market on time and with minimum risk and cost. With Acronis Consulting Services, your customers enjoy the most efficient and cost-effective data protection, migration, and disaster recovery services.

Acronis can build your business case so you can quickly roll out a targeted data protection solution to the marketplace and help you:

- Develop a Go-to-Market (GTM) plan that achieves the best Return on Investment (ROI).
- Develop joint marketing campaigns with Acronis to promote data protection and disaster recovery service to your customers.

- Design targeted data protection plans for your customers that are aligned with their business continuity objectives and environment specifics.
- Determine the best approach to integrate the service into your IT landscape to provision automation and export, monitor, and report on data.
- Leverage Acronis' years of cloud experience to design a solution that aligns with your business case and meets your GTM timeline.

Get assistance during service rollout:

- Get access to real-time consulting at any stage during service enablement, proof of concepts, and pilot projects with your partners and customers.
- Gain access to Acronis experts for in-depth integration, migration, and other complex scenarios.
- Get assistance with the development of custom marketing collateral and integration and requirement specifications.

Benefits:

- Get to market 30 percent faster and increase your attach rate.

- Leverage Acronis' experience to build your business case, GTM plan, and marketing collateral.
- Get assistance with the design of data protection and disaster recovery plans that you can offer to your customers.
- Realize up to a 20 percent lower Total Cost of Ownership (TCO):
 - Onboard new staff quickly and resolve issues faster with comprehensive architecture documentation at hand that describes how to better mitigate problems with operating system setup, networking issues, etc. and identify and resolve the root cause of problems.
 - Reduce the number of support incidents with better trained internal staff.

Acronis' business consultants and subject matter experts can help you develop your customer offerings and a reliable GTM plan, ensuring your customers can quickly realize the benefits of the service. Acronis can also help protect your IT landscape and data from viruses, ransomware, and other modern technology threats that put your business at risk.