

# Acronis

#CyberFit

# Acronis CyberApp Build

Create, Automate and Grow



# Acronis

- **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

#CyberFit

# 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

#CyberFit

# Agenda

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Jeff Hardy, Solutions Marketing Manager, Acronis

## 2. A Fireside Chat with Acronis Chairman Paul Maritz

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

## 3. What is CyberApp and Why does it matter?

James Abercrombie, Ecosystem Evangelist, Acronis

## 4. The Power of the Ecosystem: ISVs, MSPs, and Integrations

Sean Lardo, Economy Evangelist, ConnectWise  
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## 5. MSP Insiders — Hear from the front lines

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## 7. Q&A – LIVE!

All panelists

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# Acronis

## A Fireside Chat with Acronis Chairman Paul Maritz



**Jeff Hardy**

Solutions Marketing  
Manager, Acronis



**Paul Maritz**

Computer Scientist and  
Software Executive

#CyberFit

# Acronis

**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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Acronis

# What Is CyberApp and Why does it matter?

#CyberFit



**James Abercrombie**

Ecosystem Evangelist, Acronis



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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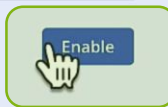
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Save changes

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Widgets and reports

PROPERTIES

PREVIEW

Widget type  
Active alerts summary

Name  
Active Alerts

CTI ⓘ

Code  
active\_alerts

cti.a.p.wr.widget\_config.v1.0-isv\_tech\_evangelist\_demo\_stand.security\_tool\_integration.active\_alerts.v1.0

Category  
Alerts

Search bar with magnifying glass icon

- Malware Found (cti.a.p.am.alert.v1.0-a.p.basic.v1.0-isv\_tech\_evangelist\_demo\_stand.security\_tool\_integration.malal.v1.0)
- Malware Quarantined (cti.a.p.am.alert.v1.0-a.p.basic.v1.0-isv\_tech\_evangelist\_demo\_stand.security\_tool\_integration.malquar.v1.0)
- Database Out of Date (cti.a.p.am.alert.v1.0-a.p.basic.v1.0-isv\_tech\_evangelist\_demo\_stand.security\_tool\_integration.malupd.v1.0)

Filter by alert type ⓘ

+ Add

- #CyberFit Score by machine
- Alerts
- Backup scanning details
- Daily activities
- Data loss prevention
- Data protection map
- Detected threats
- Discovered machines
- Disk health prediction
- Existing vulnerabilities
- Hardware inventory
- Patch management summary
- Real-time mailbox protection
- Session history report
- Software inventory

# Reports

### 5 latest alerts

Total: 3

- resName 004 ⚠️ Malware Quarantined
- resName 004 ❌ Malware Found
- resName 004 ❌ Database Out of Date

Show all

### Active alerts summary



- Malware Found 1
- Database Out of Date 1
- Malware Quarantined 1

### Historical alerts summary



- Backup is corrupted 1
- Database Out of Date 2
- Backup failed 1
- Malware Found 2
- Activity failed 1
- Malware Quarantined 6

### Active alerts details

Alert time	Alert type	Alert severity ↑	Device name	Plan name	Alert message	⚙️
7:54 AM	Malware Quaranti...	⚠️ Warning	resName 004	-	Notification that m...	



# Reports



Search 🔍

Alerts + Add widget ↓ Download ⚙️ Settings ▶ Send ⋮

#CyberFit Score by machine

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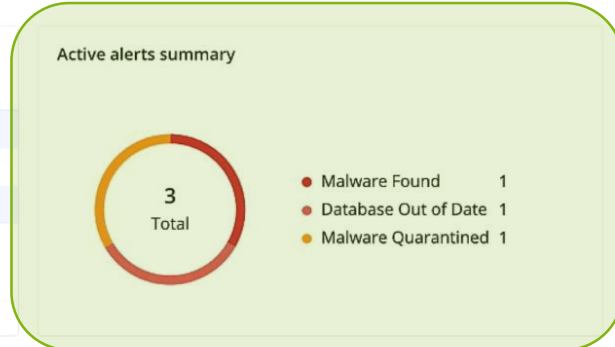
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We are pleased to welcome you to the Vendor Portal, where you can build CyberApps that integrate your products and services into the Acronis Cyber Protect cloud platform using a unique, powerful, low-code integration approach. Click [Create CyberApp](#)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

[Create CyberApp](#)



### Key features

- 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](#)





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



**Sean Lardo**

Economy Evangelist



**Tony Haller**

North America MSP  
Team Leader



**Keith Thompson**

Co-Founder, Chief  
Technology Officer



**Joe Alapat**

Co-Founder, Chief  
Technology Officer



**Andrew Homer**

Vice President,  
Strategic Alliances



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# Acronis

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

1 to 2

3 to 4

5 to 7

8 to 10

More than 10

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# 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



Acronis

# A Look Inside CyberApp — Demo



**James Abercrombie**

ISV Technology Evangelist, Acronis

#CyberFit

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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.

#CyberFit

# Acronis

## What Happens Next?

Build your CyberApp



<https://developer.acronis.com>

Use the power of integrations



<https://solutions.acronis.com>

#CyberFit

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# Last chance to join our ISV contest!



🇳🇵 November 19<sup>th</sup>

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!

#CyberFit



**Jeff Hardy**

Solutions Marketing Manager,  
Acronis

# Acronis Cyber Foundation

Program

## 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

#CyberFit

# Acronis CyberApp Build

Create, Automate and Grow

