

# Backup Solution for Service Providers: Acronis vs. Datto

## WHY ACRONIS IS BETTER

### Zero Up-Front Costs and Minimal Effort Needed to Get Started with Backup, Disaster Recovery, and File Sync and Share Services

Avoid upfront costs. Acronis' hybrid cloud architecture and pay-as-you-go pricing model allows you to grow your data protection portfolio at-will, without any upfront investment or real risk. With Datto you need to invest in the solution before you start using it, buying the hardware appliance and/or paying a service fee according to their subscription pricing model.

### Superior Scalability at No Cost

With Acronis, you can scale your service performance and customer base with ease thanks to a true multi-tier, multi-tenant, cloud architecture and pay-per-use licensing model. Meanwhile, with Datto, the upgrade path is complicated and requires additional costs and efforts.

### AI-based Ransomware Protection

Acronis provides powerful protection from modern ransomware like Petya, WannaCry and Osiris. With an integrated artificial intelligence-based anti-ransomware technology, Acronis Active Protection, you can protect all data, applications and systems from ransomware attacks by detecting and blocking suspicious changes to data, backup files, and backup agents in real time, and automatically revert any affected files. Compare that to Datto's solution, which cannot stop a ransomware attack – it can only detect that an attack has happened and then rollback the data.

### Acronis Speaks Your Language

Acronis Backup Cloud supports 18 languages for UI and documentation, which is especially useful for multinational or global organizations. Datto supports only English.

### 20+ Platforms Supported, All Managed From a Single Console: Acronis Protects a Wider Range of Environments

- Acronis supports all major environments [*Systems not supported by Datto are underlined*];

- Agentless: VMware vSphere, Microsoft Hyper-V, Virtuozzo
- Agent-based: VMware vSphere, Microsoft Hyper-V, Citrix XenServer, Linux KVM, Red Hat Enterprise Virtualization, and Oracle VM Server
- Windows, Linux, and Mac
- iPhone, iPad, and Android
- Acronis provides regular product updates to support newer versions of environments, helping customers align with modern IT trends and keep their systems up-to-date. For example, Acronis is one of the first vendors on the market to support backup for VMware vSphere 6.7.
- Acronis supports all major Linux distributions, including x32 and x64. Datto's support for Linux is limited to 64-bit operating systems only.

### Fast, Effective, Flexible Backup. Only Acronis Lets You:

- Perform file-level and application-level backups. It allows you to perform fast and effective backups, capturing only the files/folders/drives and applications you want.
- Back up to a service provider's storage or to a public cloud. Acronis provides flexible storage options for customer backups, including local, on-premise, service-provider hosted, Acronis-hosted, and third-party hosted, such as Google Cloud Platform, Microsoft Azure, Amazon, and IBM SoftLayer. It allows partners to choose the option that fits their business model, ensure compliance and optimize investments in infrastructure.
- Backup the data on mobile devices. Employees store a lot of sensitive and valuable data on their phones, including contacts, photos, videos, messages, and documents. Acronis Backup Cloud allows you to perform fast and automatic backups across all popular mobile platforms.
- Agentless backup of virtual machines. Acronis supports agentless backup for VMware ESXi, Microsoft Hyper-V and Virtuozzo, allowing users to reduce management and support costs, while achieving greater control and flexibility. Datto only supports agentless backup for VMware ESXi.

## Acronis

- Acronis Backup Cloud

## PRODUCTS COMPARED

## Datto

- Datto SIRIS
- Datto ALTO

## DISPELLING THE MYTHS OF DATTO'S ADVANTAGES:

### High-performance hardware appliances

Datto provides customers with ready to use hardware appliances sized to the use case. It allows customers to start using the service quickly and easily. \*

\* [SIRIS is available in three deployment models: Hardware, Virtual, Imaged/ALTO is available as a hardware appliance]

### Hardware appliances:

- require upfront investments
- provide no scalability in usage
- make the upgrade path complicated, with additional costs and effort

In comparison, the flexible Acronis Data Cloud platform allows SPs to grow their customer base with a multi-tier, multi-tenant, scalable cloud architecture with a 100 percent pay-per-use licensing model.

### Infinite cloud retention

Datto customers don't need to decide what data to protect and what not to protect, as Datto allows unlimited cloud storage so customers can protect all their data.

Datto's time-based cloud retention is not unlimited. It does not allow customers to meet exact RPO requirements and limits the number of recovery points. Datto only allows users to keep up to the last seven daily backups, the last two weekly backups, and an unlimited number of monthly backups, which means you can only go back to a pre-defined day of the month.

Acronis gives you the freedom to customize your backup plans and retention policy. In case of a disaster, flexible RPO selection will save your company and your customers a huge amount of resources. Acronis Storage and Acronis Cloud Storage easily scale to your needs.

### Automated Microsoft O365 Backup

[for Backupify only]

Datto provides automated O365 backup as a SaaS model for their customers.

Datto's support of O365 requires separately managed "Backupify" software, which is an add-on solution that is not integrated into the Datto platform. Acronis Backup Cloud is a part of the Acronis Data Cloud platform with a single management console.

## Comparison Table

|  | <b>Acronis</b><br>Backup Cloud  | <b>Datto</b><br>(SIRIS and ALTO)                      |
|--|---|---|
| Deployment models                      | Acronis-hosted, Hybrid or Service provider-hosted   | SIRIS: Hardware, Virtual, Imaged<br>ALTO: Hardware    |
| Scalability                            | ✔   | ✘   |
| Pricing model                          | Pay-As-You-Go   | Perpetual for hardware /<br>Subscription for services |
| Language support                       | 18 Languages  | Only English  |
| <b>Protected systems</b>               |   |   |
| Agentless backup                       | ✔ VMware vSphere, Microsoft Hyper-V, Virtuozzo  | ✘ No support for Microsoft Hyper-V, Virtuozzo         |
| Agent-based backup                     | ✔ VMware vSphere, Microsoft Hyper-V, Citrix XenServer, Linux KVM, Red Hat Enterprise Virtualization, and Oracle VM Server / Windows, Linux, Mac / iPhone, iPad, Android | ✘ No support for iPhone, iPad, Android                |
| <b>Features</b>                        |   |   |
| Ransomware protection                  | ✔   | ✘ Not possible to automatically revert affected data  |
| <b>Backup source</b>                   |   |   |
| File backup                            | ✔   | ✘   |
| Mobile Backup                          | ✔   | ✘   |
| <b>Backup target</b>                   |   |   |
| Backup to storage on SP premises       | ✔   | ✘   |
| Backup to a public cloud (Azure, etc.) | ✔   | ✘   |

For additional information, please visit [www.acronis.com](http://www.acronis.com)

