

Top 10 Reasons for Switching to **Acronis** Backup Cloud from R1Soft® Server Backup Manager

Acronis Backup Cloud is an award-winning hybrid cloud backup solution designed with service providers in mind. It protects more than 20 platforms and lets them quickly realize additional revenues with zero upfront costs and a pay-as-you-go business model. Easy to deploy and easy to use, Acronis Backup Cloud enables fast incremental backups and recoveries of individual files, folders, volumes, disks, or complete systems.

Why are companies switching from R1Soft® to Acronis? Here are the ten top reasons.

1. More than backup software, it's a powerful software as a service solution

Save money and increase your margin by reducing the time spent installing and configuring a backup solution, and eliminating the need to purchase and maintain additional hardware. When Acronis hosts the backup management server, customer/partner management servers, and cloud storage, you're free to focus on servicing your customers.

2. Flexible storage options, including the cloud

While R1Soft®'s storage options are limited to local disks¹, NAS², and Amazon Glacier³, Acronis Backup Cloud delivers all you need to follow the **3-2-1 backup rule** out of the box: **Acronis Cloud Storage**; local folders and NFS/SMB/CIFS/DFS shares; local **Acronis Storage** cluster; public clouds (including several S3 solutions, Microsoft Azure and OpenStack Swift); and third-party service provider hosted.

3. Increase revenues by upselling and cross-selling more data protection solutions

Backup is a top hosted server add-on, and Acronis Backup Cloud makes offering it easy with no initial capital investment and superior platform integration. You'll be selling fast and reliable cloud backup and recovery, while opening the door to other revenue opportunities – including backup for Office 365 mailboxes, cross-selling premium DRaaS, workload migration, and file sync and share services – through a single, ready-to-use solution.

4. Advanced integration with hosting platforms made simple

Acronis Backup Cloud offers powerful, native integration with the most popular solutions for hosting providers, including Odin, WHMCS, and HostBill, as well as a RESTful API that streamlines custom integration. Extensions for cPanel and Plesk enable backup and recovery by web hosting providers and their clients, allowing granular, self-service recovery of websites, or individual files, mailboxes, and databases using the customer console.

5. The industry's most advanced built-in protection against ransomware⁴

Acronis Backup Cloud is armed with **Acronis Active Protection** technology, which defends local files from unauthorized modification or encryption, while simultaneously protecting backup files, the Acronis agent and the software itself.

6. Cloud-to-cloud and local backup of Office 365 mailboxes

Boost your revenues by selling Office 365 backup to your customers. While Microsoft Office 365 is a cloud service, regular backups provide greater protection from accidental deletion or intentional harm. Customers can recover deleted items from their backup even after the Office 365 retention period has expired. Plus they can keep local copies of Office 365 mailboxes if required.

7. Agentless VM backup, plus RTOs of 15 seconds or less⁵

Acronis Backup Cloud supports backup at a hypervisor level for VMware vSphere and Microsoft Hyper-V. Plus our patented Acronis Instant Restore lets you achieve Recovery Time Objectives (RTOs) of 15 seconds or less by starting your backup directly from storage as a VMware Virtual Machine (VM).

8. Disaster Recovery to Acronis Cloud Recovery Site

Quickly and easily reduce RTOs and ensure availability of your services, even in case of the entire primary site outage. Part of Acronis Backup Cloud, **Acronis Disaster Recovery Cloud** is a turnkey, self-service solution that protects critical workloads by instantly recovering IT systems, applications and data using our cloud infrastructure as a secondary recovery site.

9. Free, universal, scalable software-defined storage software

For service providers leveraging their own data center hardware to host cloud storage, Acronis offers a universal, scalable software-defined storage solution. Optimized to work with the **Acronis Data Cloud** suite of products, Acronis Storage is FREE with Acronis Backup Cloud. You get one line of support for all backup solution components, even if you manage the storage on your side.

10. Greater worldwide appeal means more target markets

R1Soft®'s interface is only available in English, Spanish and Japanese⁶. Meanwhile Acronis Backup Cloud software and the web-based management console is available in 18 languages, with user-based language settings and the ability to easily switch between languages. This multi-language support means you can serve a greater number of target markets.

Start your free 30-day trial of Acronis Backup Cloud at www.acronis.com/en-us/cloud/service-provider/backup/

Call Sales at + 1 781-782-9000

Sources

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