ALTARO
Office 365
Backup for MSPs

Altaro Office 365 Backup for MSPs enables you to back up and restore all your customers' Microsoft 365 mailboxes, Teams Chats, files in OneDrive and SharePoint Document Libraries and endpoints through a centralised multi-tenant online console, on a monthly subscription.
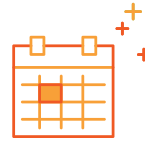
Multi-tenancy

Manage and monitor all your customers' Microsoft 365/ Office 365 and endpoint backups through a single cloud-based console.

Pay per user per month

Pay one fee per user, per month - this includes backups, unlimited M365 backups storage, 24/7 support and management console.

No contracts

No annual commitment. Minimum starting subscription of up to 30 users across all your customers. Scale to tens of thousands of users.
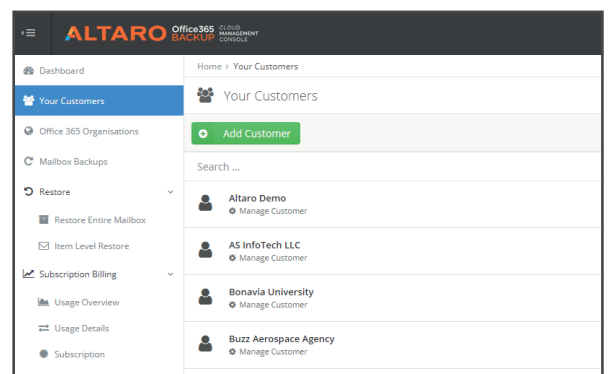
Endpoint backup

Protect your customers' tenants by providing backup and recovery services for Windows PCs and laptops as part of the package.

Developed for Managed Service Providers (MSPs), Altaro Office 365 Backup for MSPs enables you to back up and restore all your customers' Microsoft Office 365 mailboxes, Teams, and their files stored within OneDrive and SharePoint, backing them up to our secure data centers (choose per customer where to store their data).

Benefits of the Altaro Office 365 Backup for MSPs subscription program

- **Unbeatable value:** Ask us about our advantageous pricing; you are then free to establish your own pricing model. Volume discounts apply. Scale up to thousands of users, according to your needs.

- **Low monthly requirement to get started:** Starting subscription of up to 30 users per month across all your customers combined.

- **No extras fees:** You get access to all product features across all your customers, unlimited M365 backup storage on our global private cloud, 24/7 support and our multi-tenant console for centralised management of all your Altaro customer accounts.

- **Outstanding 24/7 instant support:** 22-second average support call pickup, live chat, speak directly with an expert, no tier 1 agents or gatekeepers.

Sign up for your 30-day trial
www.altaro.com/office-365-msp

ALTARO
Part of **HORNETSECURITY** group

www.altaro.com

Why do I need a backup solution for my customers' Microsoft 365 data?

There's a common misconception that Microsoft fully backs up Office 365 mailboxes and files as part of the subscription, but this is not the case.
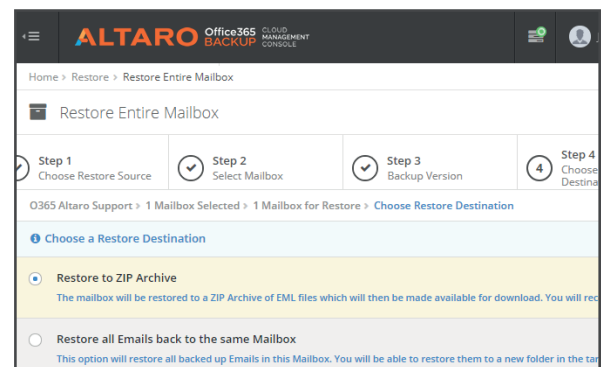
- **Microsoft doesn't provide native options to back up your data** – Microsoft is responsible for providing the necessary infrastructure and ensuring it all works, but it's the customer's responsibility to protect Microsoft 365/Office 365 mailboxes, chats and files.

- **Microsoft cannot help with unexpected data loss or damage** – Having a solid backup solution in place ensures that even if mailboxes or files disappear from the network or are rendered useless, the customer has access to a backed up copy, eliminating problems or repercussions that could arise from the missing data.

- **Problems with accessing and searching email data** – Without a single backup location for a company's mailboxes, chats, OneDrive and SharePoint files, this data cannot be protected and stored centrally for easy access, searching and recovery.

That's why you need to back up your customers' Microsoft 365/Office 365 data.

How Altaro Office 365 Backup for MSPs helps you serve your customers

Data backup is a must. When trouble occurs resulting in loss or damage to Office 365 or endpoint data, MSPs need to have the peace of mind that they can assist their customers with reliable backup and recovery services. Altaro Office 365 Backup is a robust backup and recovery solution that enables MSPs to do so.

- **Central multi-tenant management:** Manage and monitor all your customers' Microsoft 365 and endpoint backups through Altaro's ground-breaking, multi-tenant cloud-based management console.

- **Pay per user per month:** Pay a single fee per user per month, covering backup, unlimited M365 backups storage, use of our management console, and 24/7 support. No contracts or upfront costs!

- **Recurring revenue:** Charge your customers a recurring monthly fee at the price point you decide on!

- **Windows-based endpoint backups:** Give your customers a truly comprehensive service, unique to the industry, by also backing up their files on on-premise and roaming endpoints, like Windows desktops and laptops. As endpoint backup storage is not included, save your customers' endpoint backups to your own Azure account and bill for storage used as another revenue stream.

Sign up for your 30-day trial
www.altaro.com/office-365-msp

Gold
Microsoft
Partner
■ Microsoft

vmware®
PARTNER
TECHNOLOGY
ALLIANCE

Authorized Partner