

Work Smarter, Not Harder – BCDR Automation and the Future of Data Protection

IT Nation Secure 2023

Axcient - Tim Sheahen, SVP of Worldwide Sales

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Axcient x360

One Platform to Protect Everything™

x360Sync
Secure Sync & Share

x360Cloud
Cloud to Cloud Backup

x360Recover
Business Continuity & Disaster Recovery

Automation Efforts by the Numbers

Channelnomics and Axcient:

- 14% of MSPs report that they take advantage of automation

LogicMonitor Next-Gen:

- 95% of MSPs surveyed say automating their processes is necessary to focus on innovation and strategic goals

Harness Automation & Simplify Business Continuity



Enhance
Your Economics



Automate for
Reliable Recovery



Reduce Manual Checks
for Compliance

Current Automation



x360Recover Automation Capabilities

- AutoVerify Backup Integrity Checks
- Failover with Virtual Office
- Runbooks



AutoVerify for Peace of Mind

AutoVerify is an enhancement to x360Recover's nightly BootVM check feature, which checks ALL drives with a deep check of data integrity, validates the recoverability of backup snapshots, and captures a screenshot of the protected system.

AutoVerify automatically virtualizes recent backup recovery points for each system. Then it runs numerous tests to check for:

- Bootability
- Operating system health
- Data corruption, and
- File system and application integrity

5 Benefits of AutoVerify



With Automatic Backup Verification:

Proactive	Proactively solve issues before they're problems and self-heals
Trust	Trust your backups through automated testing
Efficiency	Let notifications direct you instead of fear
Goof Proof	Remove the risks from human error, and proof of testing
Lower TCO	Reduce the Total Cost of Ownership of you BCDR solution

Increased Automation and Flexibility



Benefitting from **AutoVerify** automation

1 solution to meet multiple use cases

Repurposed hardware eased barrier to entry for switching BCDR solutions

Saved over \$10K/month and increased monthly revenue by \$12K with 1 solution to meet multiple use cases



“The health status of our backups since moving to Axcient is 99% better. AutoVerify is very helpful. Being alerted when a backup is failing is fantastic. It works seamlessly, and we love it. And I’m making six figures more than I was last year just on backup savings for us since making the switch”

*Todd Maddex
Owner of Tampa Bay Tech Solutions*

Fast Recovery with Virtual Office



Recovering From Hurricane Ida and a Fire

Restored five clients within **48 hours** of Hurricane Ida to prevent up to a week of downtime, and others after a fire.

Taking advantage of automation through **Runbooks** and **Virtual Office**

Migrated **80-90%** of clients to Direct-to-Cloud within the first 30 days.

“ I cannot commend Axcient support enough. We’d never spun anybody up in a cloud instance before, so it was trial by fire. They held our hands and walked us through the whole process. On top of that, they didn’t charge for extra time in the cloud for our clients who couldn’t physically access their offices. It was appreciated and reassured our clients.

*Roddy Bergeron,
Chief Information Security Officer at
Enterprise Data Concepts*

Automation for Compliance and Insurance

How automation benefits MSPs trying to meet cyber insurance and compliance standards

Proactive	Show proof of automated testing of disaster recovery plan
Trust	Demonstrate that you are cyber-insurable and compliant
Efficiency	Demonstrate that you aren't relying on human intervention
Goof Proof	Eliminate the potential for human error in recovery scenarios
Security	Stay compliant and insurable

Business Continuity with Virtual Office Cloud Failover

Self-provisioned Virtual Office allows you to start virtual machines in the Axcient Cloud of protected devices when a DR scenario occurs to create a Virtual Office running within the Axcient data center using matching existing server configurations.

- 5-minute spin up of production servers and workstations in the Axcient Cloud.
- Perform regular full-office recovery tests to ensure backups are recoverable.
- Easily configure secure access to Virtual Office instance using VPN, Site-to-Site OpenVPN, and port forwarding.
- Ensure compliance by encrypting data in transit and at rest in our offsite SOC II Type II certified datacenters.

Benefits of Virtual Office



With Automated Runbooks:

Proactive	An automated playbook and you can press play and spin up VMs
Trust	Pre-tested and ready for lower Cyber Insurance rates
Efficiency	A ready series of VMs and the advanced network configurations
Goof Proof	Use the wizard to go through the steps to set up the Runbook
Prepare	Runbooks are critical to practice and test DR Plans



Why Axcient



x360Recover



Why Axcient



Deployment

Choose appliance-based or direct-to-cloud



BYO Device or Cloud

BYO appliances, data center, or cloud – or purchase or lease Axcient equipment, or replicate to the Axcient Cloud.



Worry-Free Storage

Flat-fee per endpoint or server with pooled storage by product at partner level.

Flexibility

Why Axcient



Chain-Free

Chain-Free backup can provide ransomware protection



AirGap

Requests to delete data are separated from the mechanics of data deletion.



A+ Rated Security

SecurityScorecard consistently scores the Axcient ecosystem with an 'A' rating trend.

Security

Future Automation on the Roadmap



Future x360Recover Automation Enhancements

The Future of Integration and Co-Managed Backup

Axcient x360Recover Integration with ConnectWise Asio

Who Benefits?

MSPs who use:

- ConnectWise RMM,
- ConnectWise Asio, and
- Are an Axcient x360Recover partner

What do MSPs Gain?

- Easy alert view and management in the CW dashboard
- Co-managed backup option and NOC services option
- CW partners gain a bundled 'turn-key' hardware option they can order through CW or Axcient



Global Backup and Retention Policies



Easily onboard protected systems

Configure the retention policy for any onboarded protected system

- Minimize potential for mistakes onboarding new systems
- Better recoveries with fewer policy-based failures
- Faster, more efficient onboarding for larger clients

AutoVerify and Virtual Office for Linux



Backup integrity checks and virtualization for Linux systems

Test data and ensure business continuity with x360Recover for Linux

- Part of the roll out of x360Recover for Linux
- Partners are in Early Access for Linux now, testing both appliance and direct to cloud deployment
- General Availability of x360Recover for Linux scheduled for late 2023

Automated Virtual Office Teardown



Avoid burning free Virtual Office access, especially on forgotten tests

No waste on tests with automated teardown

- Partners get a 30 days gratis of Virtual Office usage per year
- Automated teardown will reduce overages for test Virtual Office's via scheduled tear down after gratis period
- Virtual Office billing can be monitored by partner
- Management is audited by actions related to scheduled teardown activities



Azure Cloud Failback

Auto-failback restore into Azure Environments

x360Recover Direct-to-Cloud for Microsoft Azure enhancement

- Wizard driven method to recover and export directly to Microsoft Azure

Your Partnership With Axcient

100% MSP-Focused x360 Platform to Protect Client Data & Prevent Business Interruptions



**SPECIALIZED
ONBOARDING**



**FREE, ON-DEMAND
TRAINING**



**24/7/365 SUPPORT
AXCIENT PARTNER**



**PROGRAM
AXCIENT MARKETING**



PORTAL (AMP)

Axcient

The Only BCDR Platform 100% For MSPs - Try For Free



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#204**