Acronis

#CyberFit Academy
Cyber Protect Cloud

Cloud Sales Fundamentals

#CyberFit

Acronis

Cyber Protect Cloud

Introductions

#CyberFit Academy

Course Summary

Instructor-led sales training

Introductory course and designed to help establish a baseline knowledge

Assessment:

- 20 MCQ questions
- 60 Minutes working time
- 70% Passing Grade
- Two Attempts given
- Open Book

Target Persona

Sales professionals

- Works at MSP or Cloud Distribution
- Already has basic understanding of Cyber Protection

Learning Objectives

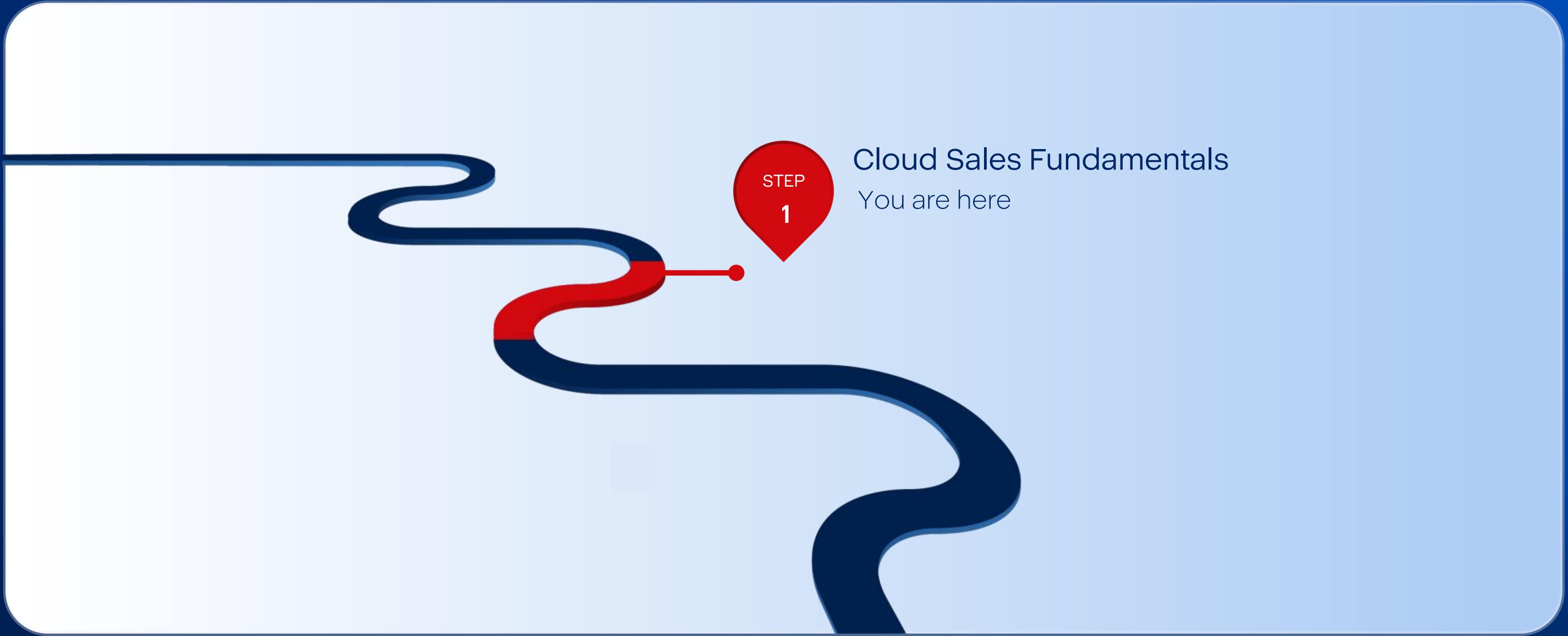
After finishing this instruction you will be able to

- Understand need for Cyber Protection / Market position / Value proposition
- Talk about Acronis Cyber Protect Cloud as single solution with multiple capabilities
- Build confidence in your sales and go to market strategy

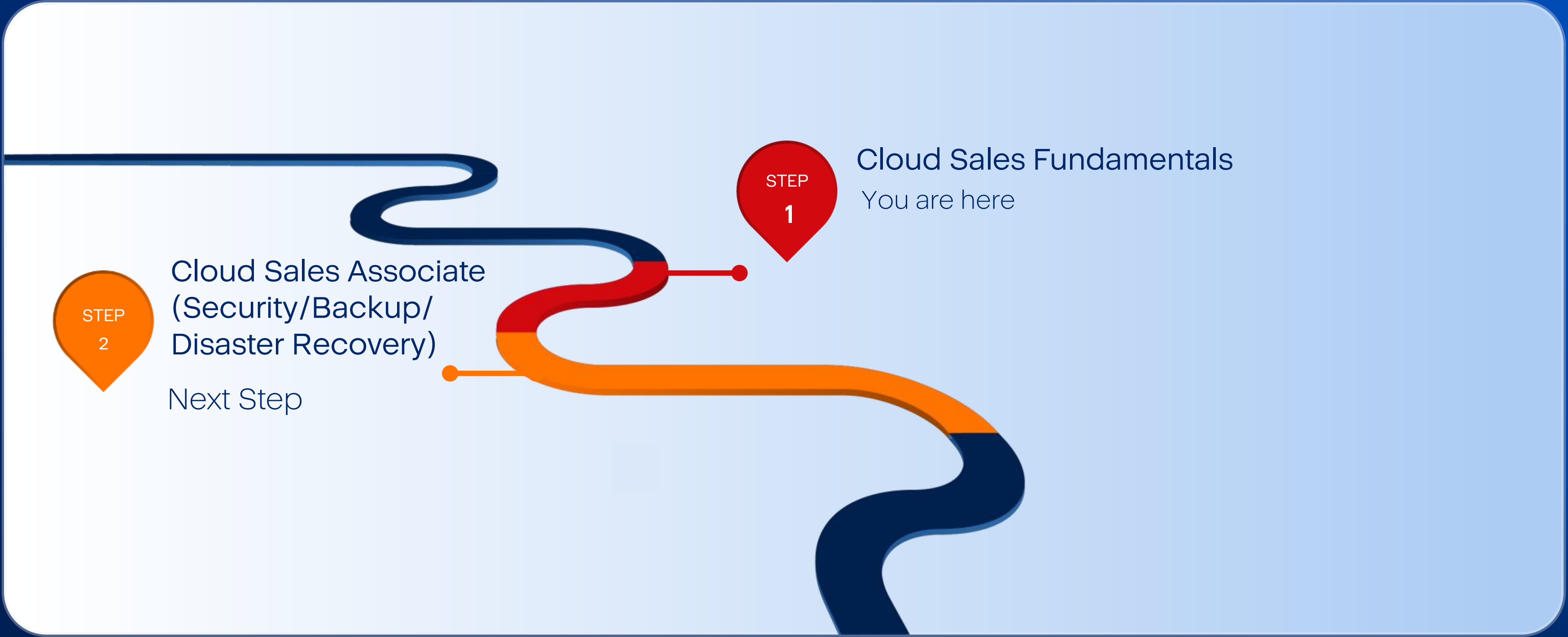
Course Modules

1. **Product Overview**
2. **Included Features**
   - Security
   - Management
3. **Pay-as-you-go Features**
   - Backup
   - Files
   - Notary
4. **Advanced Packs**
   - Backup
   - Disaster Recovery
   - Security
   - Management
   - Email Security
   - File Sync and Share

Certification Track



Certification Track



STEP 1

Cloud Sales Fundamentals

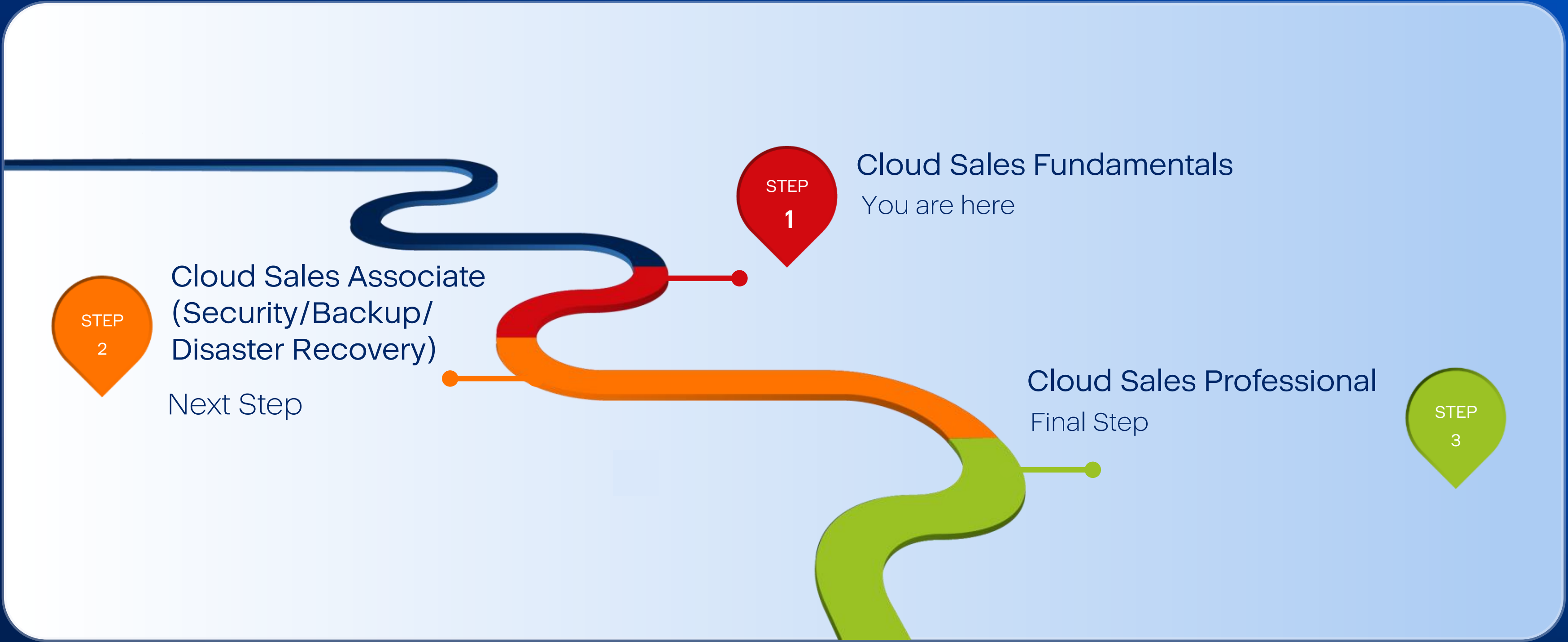
You are here

STEP 2

Cloud Sales Associate (Security/Backup/ Disaster Recovery)

Next Step

Certification Track



STEP 1

Cloud Sales Fundamentals

You are here

STEP 2

Cloud Sales Associate (Security/Backup/ Disaster Recovery)

Next Step

Cloud Sales Professional

Final Step

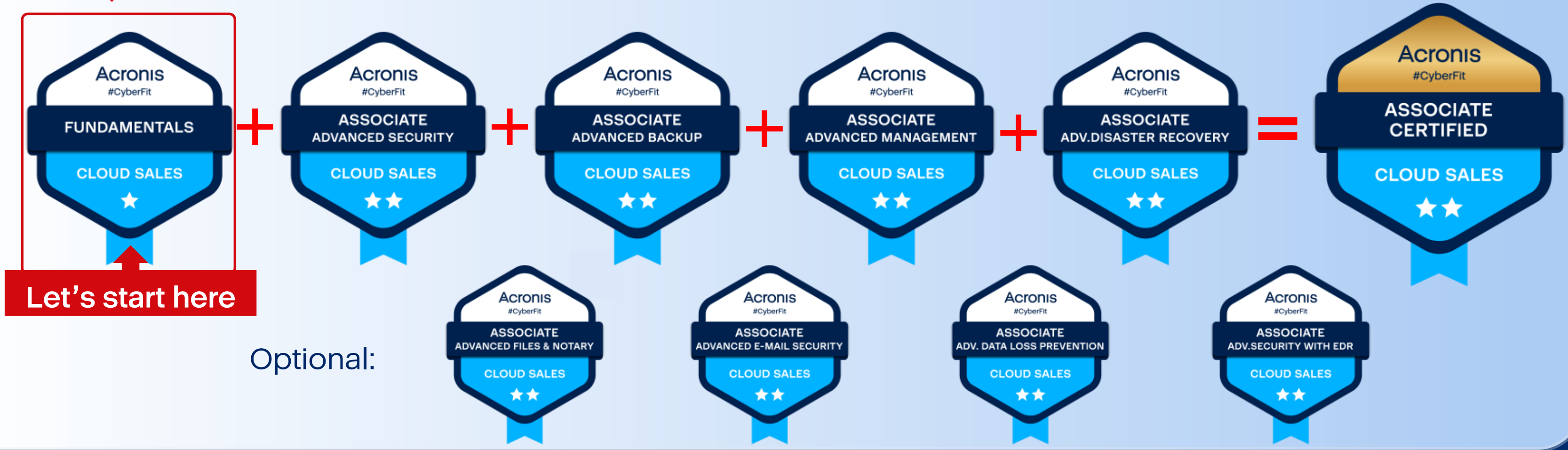
STEP 3

Certification Track

STEP 1

Acronis #CyberFit Cloud Sales Associate Certifications

Consists of the following courses (specializations)


Acronis #CyberFit FUNDAMENTALS CLOUD SALES ★
+
Acronis #CyberFit ASSOCIATE ADVANCED SECURITY CLOUD SALES ★★
+
Acronis #CyberFit ASSOCIATE ADVANCED BACKUP CLOUD SALES ★★
+
Acronis #CyberFit ASSOCIATE ADVANCED MANAGEMENT CLOUD SALES ★★
+
Acronis #CyberFit ASSOCIATE ADV.DISASTER RECOVERY CLOUD SALES ★★
=
Acronis #CyberFit ASSOCIATE CERTIFIED CLOUD SALES ★★
Acronis #CyberFit ASSOCIATE ADVANCED FILES & NOTARY CLOUD SALES ★★
Acronis #CyberFit ASSOCIATE ADVANCED E-MAIL SECURITY CLOUD SALES ★★
Acronis #CyberFit ASSOCIATE ADV. DATA LOSS PREVENTION CLOUD SALES ★★
Acronis #CyberFit ASSOCIATE ADV.SECURITY WITH EDR CLOUD SALES ★★

Let's start here

Optional:

Acronis

Cyber Protect Cloud

Product Overview

#CyberFit Academy

Acronis is a Leader in Cyber Protection

Machine Intelligence (MI)-powered Cyber Protection, Cyber Cloud, Cyber Platform

Swiss

Since 2008 Corporate HQ in Schaffhausen, Switzerland

Singaporean

Founded in 2003 in Singapore, currently the International HQ

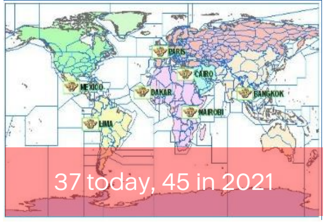
Dual Headquarters for Dual Protection

Scale, Growth and Reach

$275M+ ARR
50%+ ARR growth
80%+ Cloud growth
20,000+ SPs
750,000+ customers

Global Local Presence

1,700+ employees
34+ locations
150+ countries
33+ languages
DCs in 200+ countries in the next 24 months



37 today, 45 in 2021

304 Flight Information Regions (FIR)

Acronis Cyber Protect

1,800,000+ workloads protected
1,000,000+ attacks prevented
15,000+ Cloud partners providing

Solution: Integrated and Autonomous Cyber Protection

Acronis mission is to protect all data, applications and systems (workloads)

S
Safety

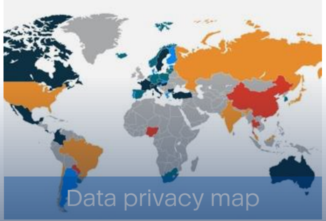
Nothing is lost: there is always a copy for recovery

A
Accessibility

Access from anywhere at any time

P
Privacy

Control over visibility and access



Data privacy map

A
Authenticity

Proof that a copy is an exact replica of the original

S
Security

Protection against bad actors

The threat landscape is becoming more complex

300%

spike in cybercrime during the COVID-19 pandemic

57%

of attacks are missed by traditional antivirus solutions

69%

spent more time managing tools than defending against the threats

What if you could rely on just one integrated solution?

What if you could rely on just one integrated solution?

Boost your monthly recurring revenue

- Easier upsells using integrated solutions
- Simplified renewals with integrated reporting
- Greater ROI via pre-built marketing campaigns

Cut cyber protection costs by up to 50%

- One console, one license, one agent
- Integration drives deeper automation
- Consolidate vendor expenses

Deliver unmatched cyber protection

- Reduce risk with 100% coverage of client workloads
- Unique capabilities not available from your current security vendors
- Leader in independent testing (VB100, AV-Test, AV-Comparatives)

Legacy Backup & AV solutions	Acronis Cyber Protect Cloud	
Complex Complicated licensing, deployment, and training, as well as agent conflicts	**All services managed from one place** Remove the complexity and risks associated with non-integrated solutions	**Easy**
Expensive Multiple tools, vendors, administration costs	**Smarter use of resources** Faster operations with integration and automation lets your team focus on your clients	**Efficient**
Unsecure Lack of integration creates gaps in defenses, management burden compromises security	**Total peace of mind for clients** Customize your services and deliver complete protection for every workload	**Secure**

Acronis Cyber Protect Cloud

Next-generation cybersecurity

- Advanced AI-based behavioral detection engine for zero-day attack prevention

+

Reliable backup and recovery

- Full-image and file-level backup, disaster recovery, and metadata collection for security forensics

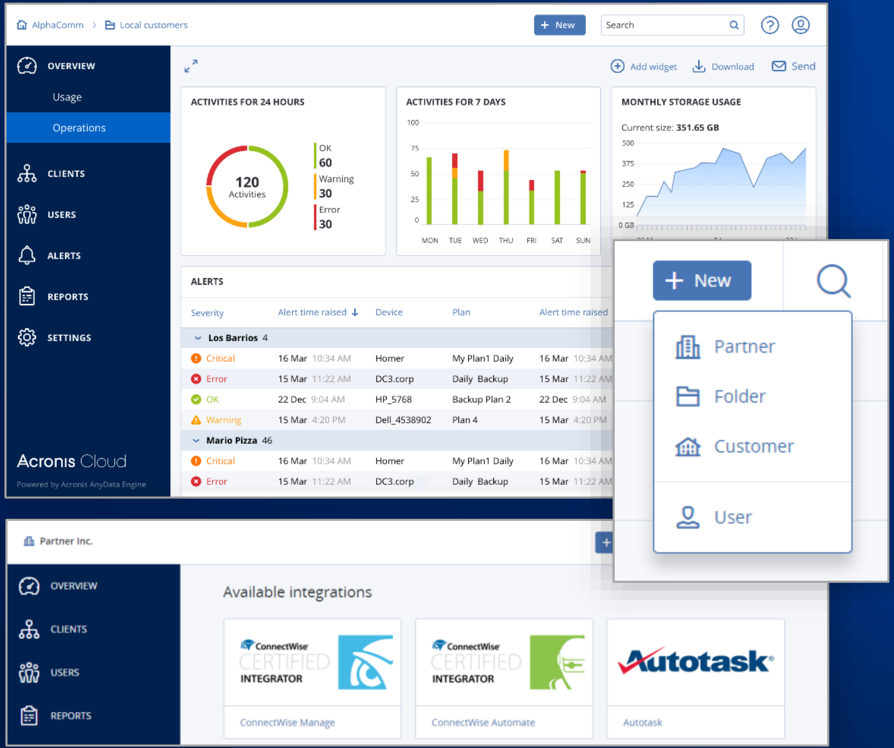
+

Enterprise protection management

- URL filtering, vulnerability assessments, patch management, remote management, drive health

Integration provides unmatched manageability for MSPs– increasing security and productivity while decreasing operating costs

Built for Service Providers



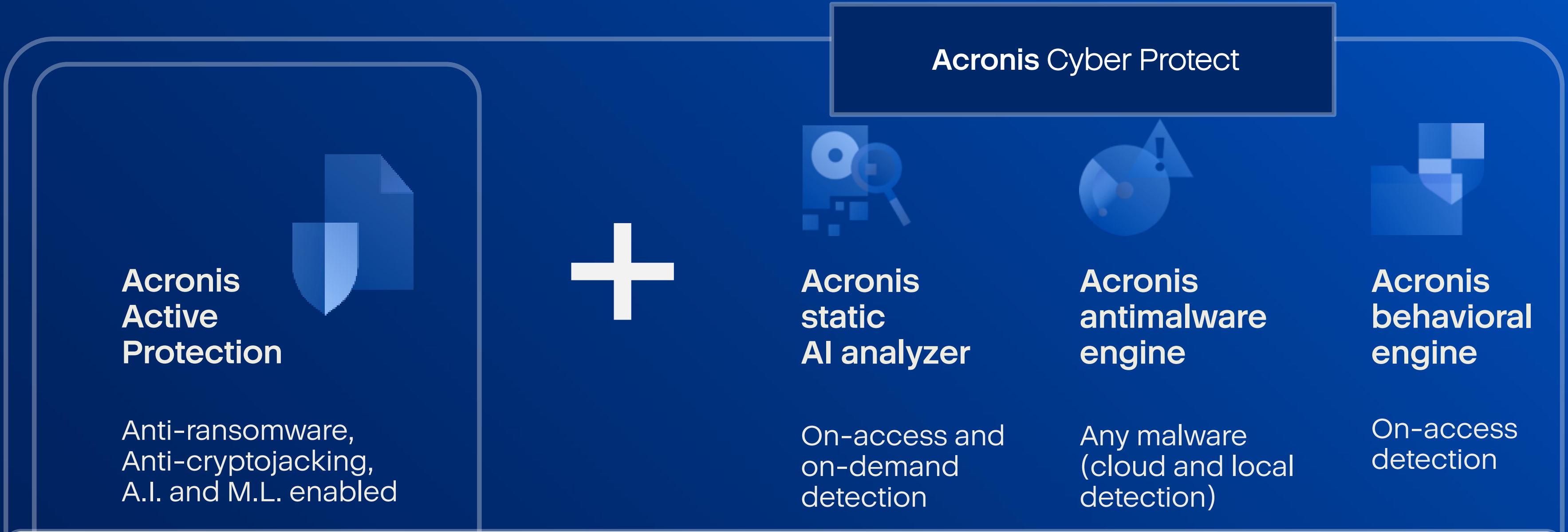
ALERTS

Severity	Alert time raised	Device	Plan	Alert time raised
Los Barrios 4				
Critical	16 Mar 10:34 AM	Homer	My Plan1 Daily	16 Mar 10:34 AM
Error	15 Mar 11:22 AM	DC3.corp	Daily Backup	15 Mar 11:22 AM
OK	22 Dec 9:04 AM	HP_5768	Backup Plan 2	22 Dec 9:04 AM
Warning	15 Mar 4:20 PM	Dell_4538902	Plan 4	15 Mar 4:20 PM
Mario Pizza 46				
Critical	16 Mar 10:34 AM	Homer	My Plan1 Daily	16 Mar 10:34 AM
Error	15 Mar 11:22 AM	DC3.corp	Daily Backup	15 Mar 11:22 AM

Service Provider Value:

- ✓ Easy, scalable management of customers’ accounts via an easy-to-use web console
- ✓ Integration with Autotask, ConnectWise Automate, and ConnectWise Manage
- ✓ Integration with custom provisioning systems via RESTful management API
- ✓ Comprehensive white-labelling
- ✓ Straightforward pay-as-you-go pricing

Next Generation Cyber Security



Acronis Active Protection

Anti-ransomware, Anti-cryptojacking, A.I. and M.L. enabled

+

Acronis Cyber Protect

Acronis static AI analyzer

On-access and on-demand detection

Acronis antimalware engine

Any malware (cloud and local detection)

Acronis behavioral engine

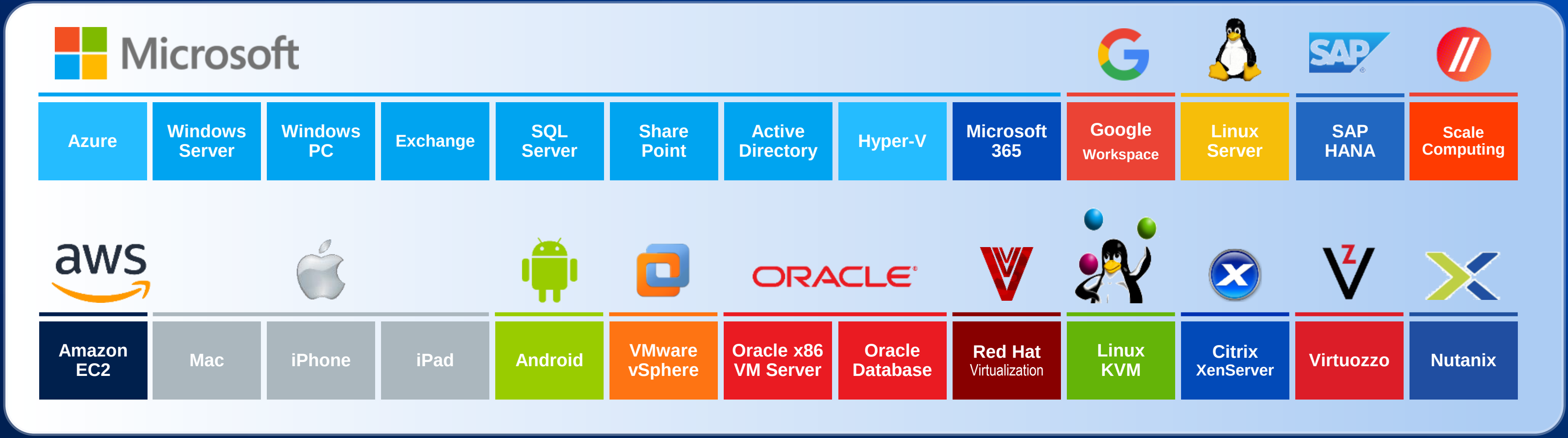
On-access detection

! **Why?** Actively prevent downtime and data loss, don't just recover information after an attack

Reliable Backup & Recovery

Protects more than 25 workloads and incorporates the backup industry's most advanced anti-ransomware technology, safeguarding data and systems in any environment – physical or virtualized, on-premises or in the cloud.

Gartner peerinsights customers' choice™



Enterprise Protection & Management

Identify

- Infrastructure and devices auto-discovery
- Vulnerability assessment
- Data protection map

Protect

- Remote agent installation
- Backup and Disaster Recovery
- Unified protection policies management

Detect

- Defenses against malware / ransomware
- Hard drive health control
- Dashboards and reports

Respond

- Patch management integrated with backup
- Malware quarantine
- Rescue with bootable media

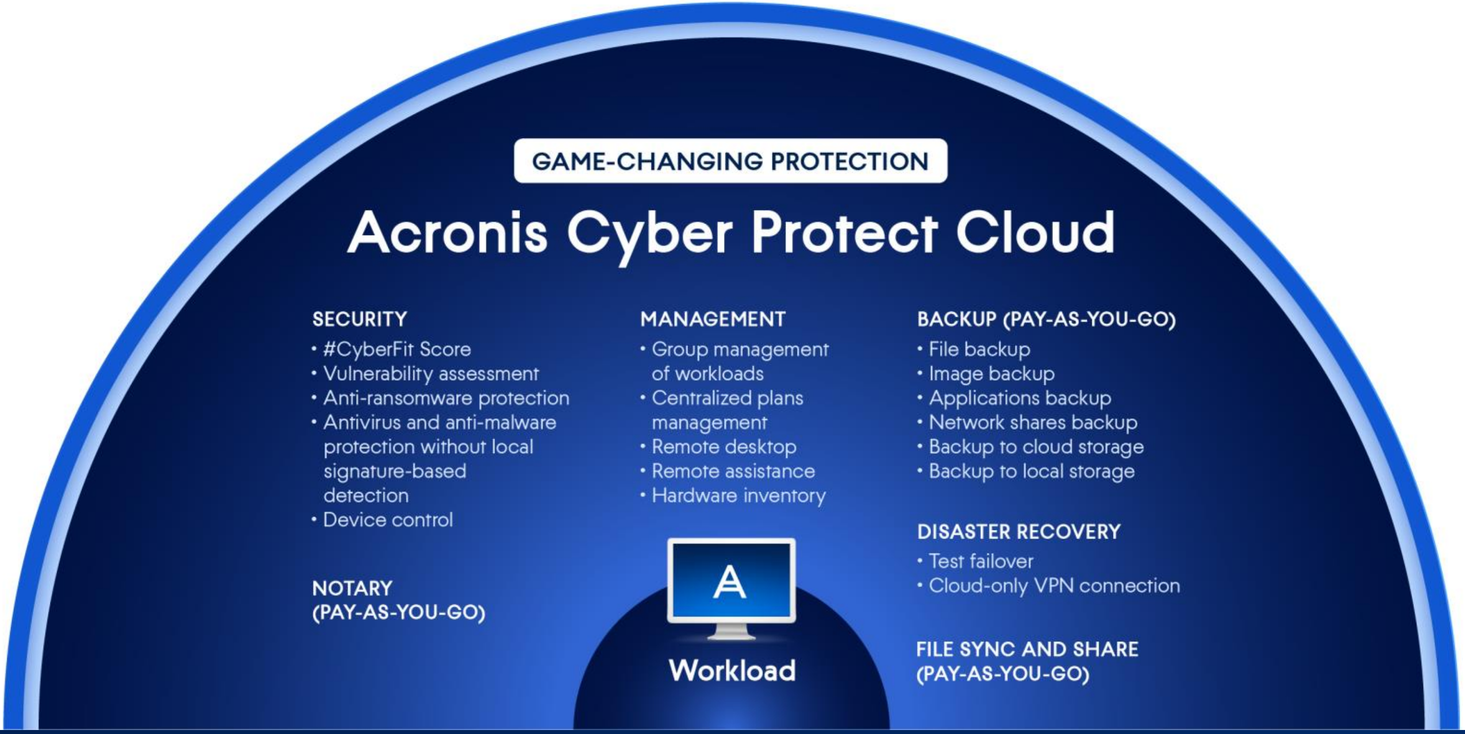
Recover

- Backup and Disaster Recovery
- Forensic information in backups
- Remote desktop

Best practices approach to cybersecurity!

Function areas grouped according to NIST Cybersecurity Framework

Best-in-breed backup combined with integrated security and management



GAME-CHANGING PROTECTION

Acronis Cyber Protect Cloud

SECURITY

- #CyberFit Score
- Vulnerability assessment
- Anti-ransomware protection
- Antivirus and anti-malware protection without local signature-based detection
- Device control

NOTARY (PAY-AS-YOU-GO)

MANAGEMENT

- Group management of workloads
- Centralized plans management
- Remote desktop
- Remote assistance
- Hardware inventory

BACKUP (PAY-AS-YOU-GO)

- File backup
- Image backup
- Applications backup
- Network shares backup
- Backup to cloud storage
- Backup to local storage

DISASTER RECOVERY

- Test failover
- Cloud-only VPN connection

FILE SYNC AND SHARE (PAY-AS-YOU-GO)

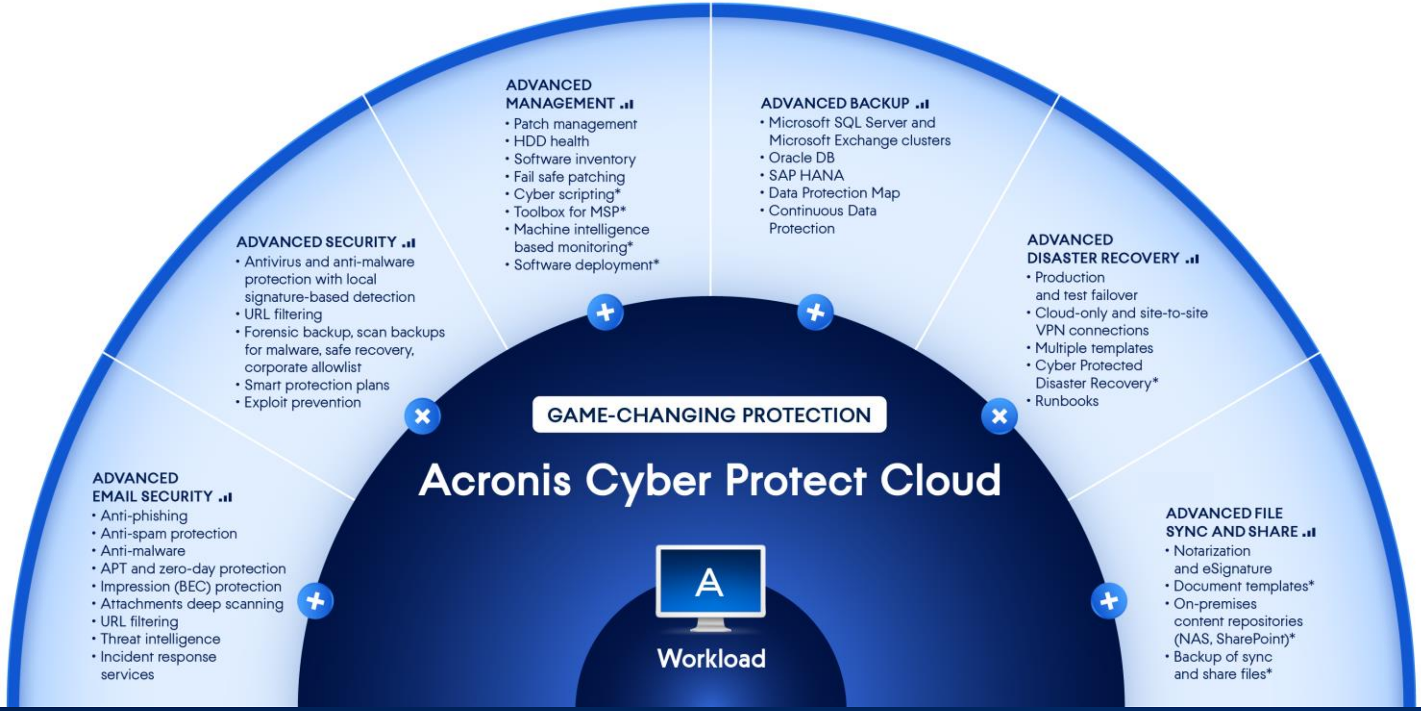
Protect every #workload at no charge

Best-in-breed backup included

Strengthens your AV against zero-day threats

Accelerate security and manageability

Add Advanced packs: Security, Management, Backup, Disaster Recovery, Email Security, File Sync and Share



ADVANCED EMAIL SECURITY

- Anti-phishing
- Anti-spam protection
- Anti-malware
- APT and zero-day protection
- Impression (BEC) protection
- Attachments deep scanning
- URL filtering
- Threat intelligence
- Incident response services

ADVANCED SECURITY

- Antivirus and anti-malware protection with local signature-based detection
- URL filtering
- Forensic backup, scan backups for malware, safe recovery, corporate allowlist
- Smart protection plans
- Exploit prevention

ADVANCED MANAGEMENT

- Patch management
- HDD health
- Software inventory
- Fail safe patching
- Cyber scripting*
- Toolbox for MSP*
- Machine intelligence based monitoring*
- Software deployment*

ADVANCED BACKUP

- Microsoft SQL Server and Microsoft Exchange clusters
- Oracle DB
- SAP HANA
- Data Protection Map
- Continuous Data Protection

ADVANCED DISASTER RECOVERY

- Production and test failover
- Cloud-only and site-to-site VPN connections
- Multiple templates
- Cyber Protected Disaster Recovery*
- Runbooks

ADVANCED FILE SYNC AND SHARE

- Notarization and eSignature
- Document templates*
- On-premises content repositories (NAS, SharePoint)*
- Backup of sync and share files*

GAME-CHANGING PROTECTION

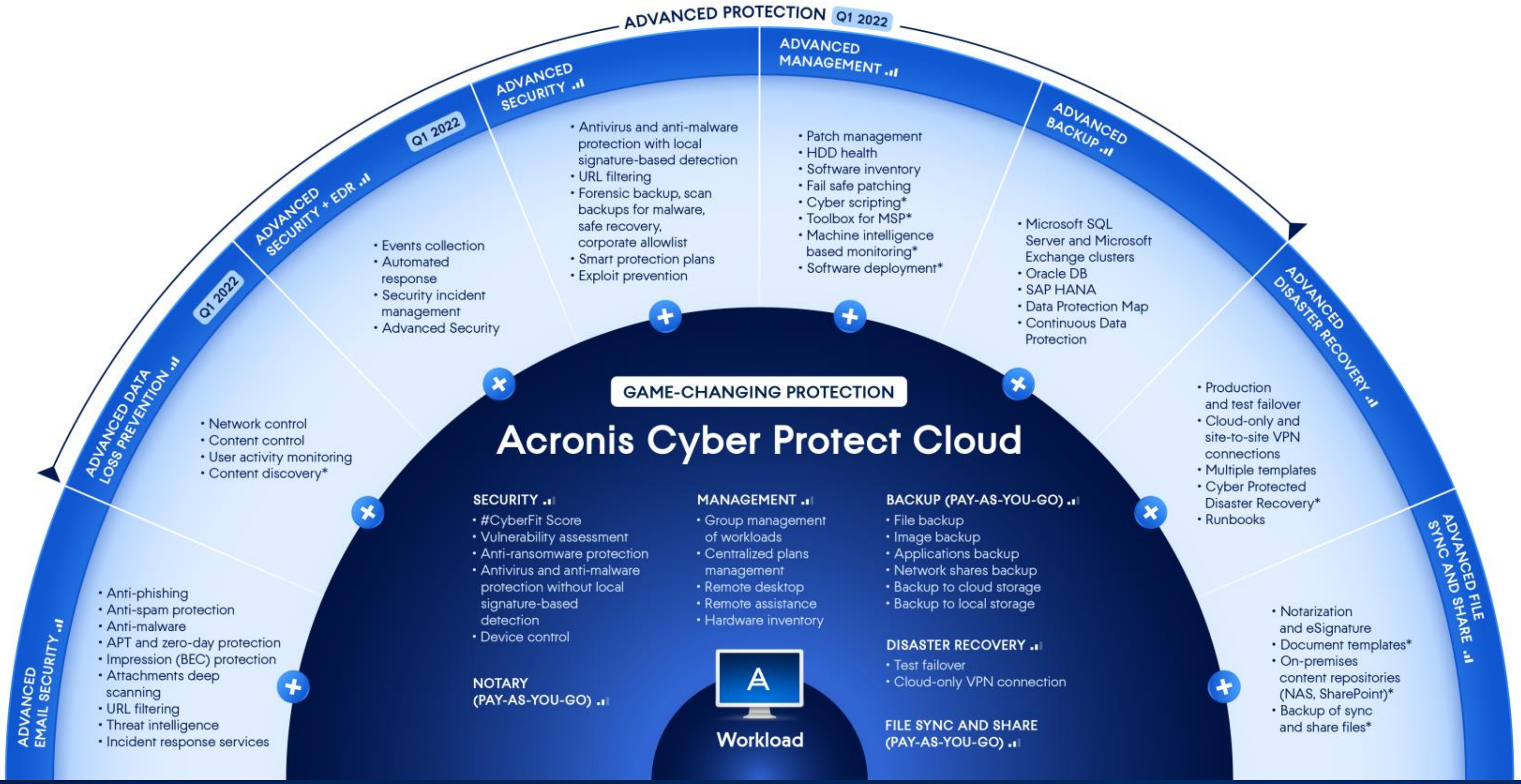
Acronis Cyber Protect Cloud

Optimize for every workload

Easy to upsell

Vendor consolidation

2022 Roadmap for Service Providers



ADVANCED PROTECTION Q1 2022

GAME-CHANGING PROTECTION

Acronis Cyber Protect Cloud

SECURITY
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MANAGEMENT
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- Remote assistance
- Hardware inventory

BACKUP (PAY-AS-YOU-GO)
- File backup
- Image backup
- Applications backup
- Network shares backup
- Backup to cloud storage
- Backup to local storage

DISASTER RECOVERY
- Test failover
- Cloud-only VPN connection

FILE SYNC AND SHARE (PAY-AS-YOU-GO)

Workload

ADVANCED EMAIL SECURITY
- Anti-phishing
- Anti-spam protection
- Anti-malware
- APT and zero-day protection
- Impression (BEC) protection
- Attachments deep scanning
- URL filtering
- Threat intelligence
- Incident response services

ADVANCED DATA LOSS PREVENTION Q1 2022
- Network control
- Content control
- User activity monitoring
- Content discovery*

ADVANCED SECURITY + EDR Q1 2022
- Events collection
- Automated response
- Security incident management
- Advanced Security

ADVANCED SECURITY
- Antivirus and anti-malware protection with local signature-based detection
- URL filtering
- Forensic backup, scan backups for malware, safe recovery, corporate allowlist
- Smart protection plans
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ADVANCED FILE SYNC AND SHARE
- Notarization and eSignature
- Document templates*
- On-premises content repositories (NAS, SharePoint)*
- Backup of sync and share files*

Section Summary

- The threat landscape is becoming more complex due to more cyber crimes, remote work, unreliable traditional antivirus solutions, inefficient management - too many vendors, too many tools, a lot of manual work
- There is need for new all in one integrated solution that is easy to use, with multiple growth opportunities, efficient by achieving more with less and faster in operations and ensuring the optimal level of security delivering complete protection for every workload

Section Summary

- Acronis Cyber Protect Cloud provides next generation cybersecurity, reliable backup and recovery and enterprise protection management
- Build for Service providers needs in mind it offers a single solution with multiple capabilities, enabling you to deliver customers complete piece of mind
- With Best-in-breed backup combined with integrated security and management as well continually growing advanced packs such as Security Management, Backup, Disaster Recovery, Email Security, File Sync and Share

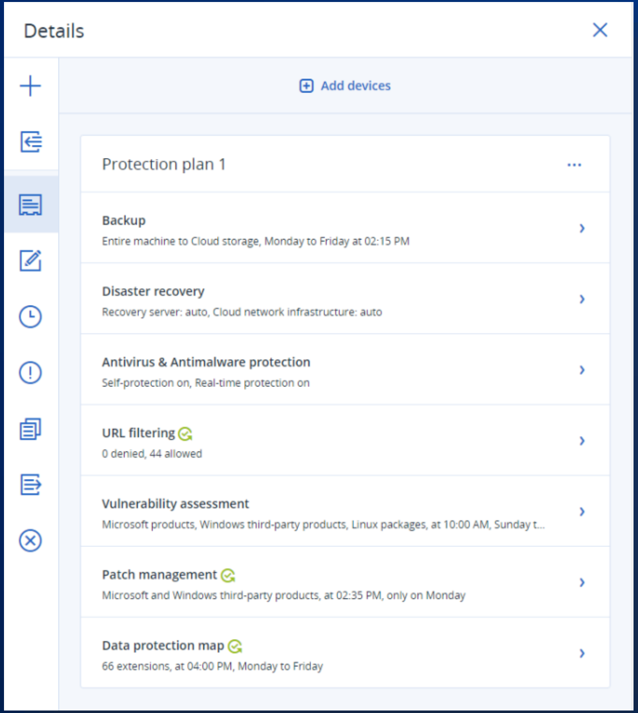
Acronis

Cyber Protect Cloud

Cyber Protection Capabilities

#CyberFit Academy

Deep integration enables new capabilities



Details

Add devices

Protection plan 1

Backup
Entire machine to Cloud storage, Monday to Friday at 02:15 PM

Disaster recovery
Recovery server: auto, Cloud network infrastructure: auto

Antivirus & Antimalware protection
Self-protection on, Real-time protection on

URL filtering
0 denied, 44 allowed

Vulnerability assessment
Microsoft products, Windows third-party products, Linux packages, at 10:00 AM, Sunday t...

Patch management
Microsoft and Windows third-party products, at 02:35 PM, only on Monday

Data protection map
66 extensions, at 04:00 PM, Monday to Friday

Integration at all levels: management, products, technology – and your business

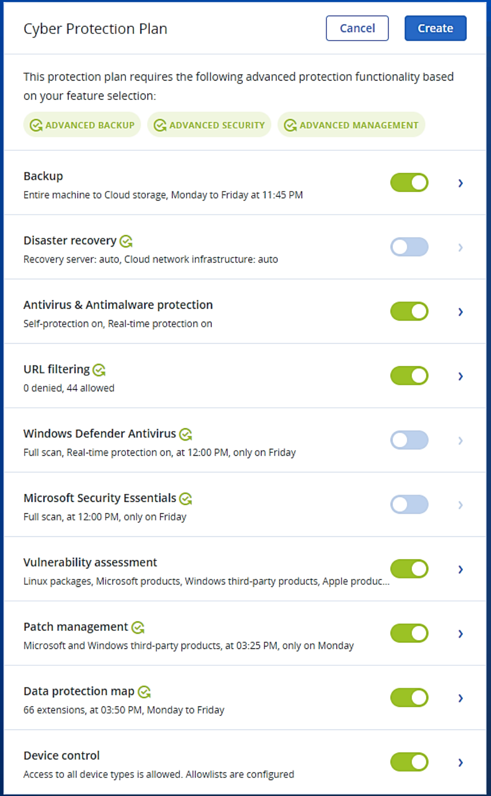
- ✓ **One** agent
- ✓ **One** policy
- ✓ **One** UX/UI
- ✓ **One** license
- ✓ **One** vendor

One Protection Plan

Efficiently enable, disable and configure services and policies on a per-client or group level (core and advanced packs):

- Backup
- Anti-malware protection
- Disaster Recovery
- URL filtering
- Vulnerability assessments
- Patch management
- Data discovery (via data protection map)
- Microsoft Defender Antivirus and Microsoft Security Essentials management

Why? Better protection with less effort, automated



Cyber Protection Plan

This protection plan requires the following advanced protection functionality based on your feature selection:

ADVANCED BACKUP · ADVANCED SECURITY · ADVANCED MANAGEMENT

Backup
Entire machine to Cloud storage, Monday to Friday at 11:45 PM

Disaster recovery
Recovery server: auto, Cloud network infrastructure: auto

Antivirus & Antimalware protection
Self-protection on, Real-time protection on

URL filtering
0 denied, 44 allowed

Windows Defender Antivirus
Full scan, Real-time protection on, at 12:00 PM, only on Friday

Microsoft Security Essentials
Full scan, at 12:00 PM, only on Friday

Vulnerability assessment
Linux packages, Microsoft products, Windows third-party products, Apple produc...

Patch management
Microsoft and Windows third-party products, at 03:25 PM, only on Monday

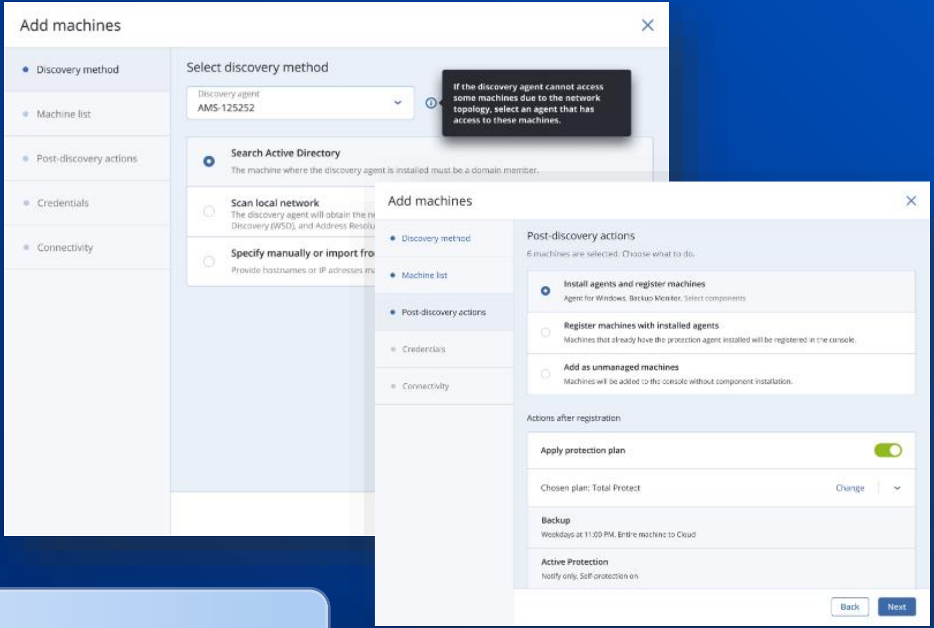
Data protection map
66 extensions, at 03:50 PM, Monday to Friday

Device control
Access to all device types is allowed. Allowlists are configured

Devices auto-discovery and remote agent installation

Simplify the process of installing multiple agents at once – both in the cloud and on-premises

- Network-based discovery
- Active Directory-based discovery
- Import a list of computers from the file
- Auto-apply a protection plan
- Batch remote agent installations with a discovery wizard



Select discovery method

Discovery agent: AMS-125252

If the discovery agent cannot access some machines due to the network topology, select an agent that has access to these machines.

● Search Active Directory
The machine where the discovery agent is installed must be a domain member.

○ Scan local network
The discovery agent will obtain the n
Discovery (WSD), and Address Resolu

○ Specify manually or import fro
Provide hostnames or IP adresses m

Post-discovery actions

6 machines are selected. Choose what to do.

● Install agents and register machines
Agent for Windows. Backup Monitor. Select components

○ Register machines with installed agents
Machines that already have the protection agent installed will be registered in the console.

○ Add as unmanaged machines
Machines will be added to the console without component installation.

Actions after registration

Apply protection plan ●

Chosen plan: Total Protect — Change

Backup
Weekdays at 11:00 PM. Entire machine to Cloud

Active Protection
Notify only. Self-protection on

Why? Easier and faster onboarding. Fewer resources required. Completeness of protection.

Innovative data protection scenarios

Next-gen continuous data protection: Avoid even the smallest data loss in key applications

Safe endpoint recovery: Integrate anti-malware updates and patches into the recovery process

Data protection map: Monitor the protection status of files with classification, reporting, and unstructured data analytics

Smart protection plan: Auto-adjust patching, scanning, and backing up based on threat alarms from Acronis Cyber Protection Operations Centers

Forensic backup: Image-based backups that capture additional data needed for forensic investigations

Better protection with less resources: Enable more aggressive scans and vulnerability assessments by offloading data to central storage, including the cloud

Fail-safe patching: Automatically back up endpoints before installing any patches, enabling immediate rollback

Global and local allowlists: Created from backups to support more aggressive heuristics, preventing false detections

Section Summary

- Acronis Cyber Protect Cloud provides three integrated sets of functionality, including security, backup and management – when working together new capabilities of cyber protections are possible
- Deep integration at all levels with one: agent, policy, UX/UI, license and vendors
- One protection plan for better protection with less effort and automatization
- Devices auto-discovery and remote agent installation for easier and faster onboarding. Fewer resources required. Completeness of protection

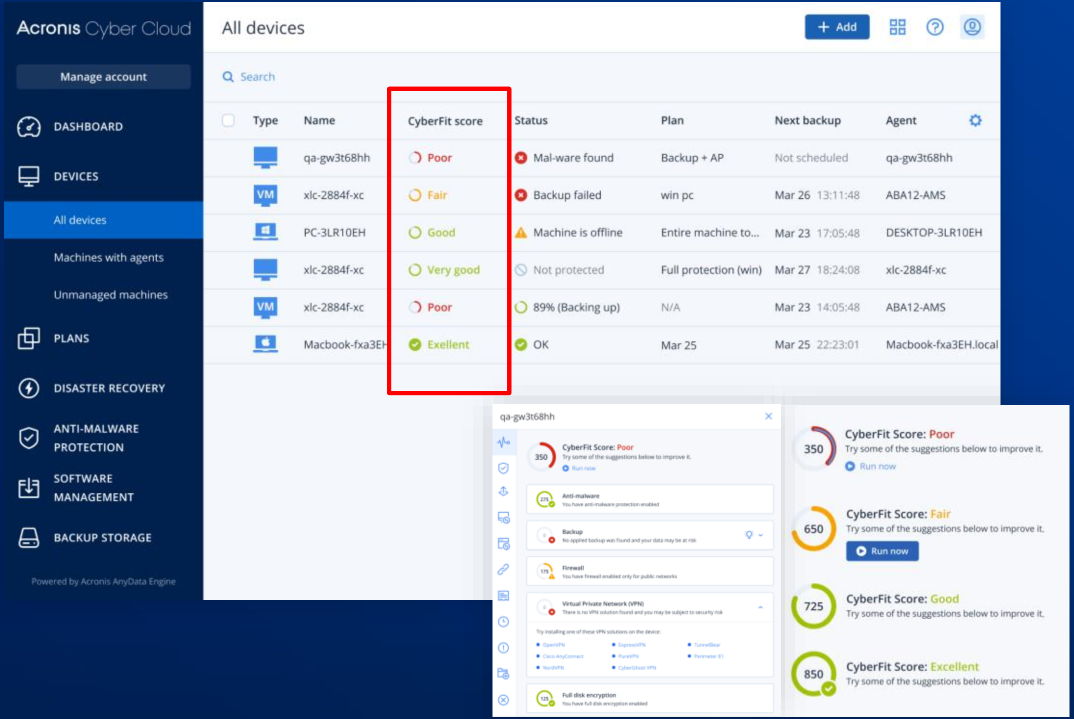
Acronis

Cyber Protect Cloud

Included Features - Security

Acronis #CyberFit Score

Simplify MSP operations and service upselling



Type	Name	CyberFit score	Status	Plan	Next backup	Agent
	qa-gw3t68hh	Poor	Mal-ware found	Backup + AP	Not scheduled	qa-gw3t68hh
VM	xlc-2884f-xc	Fair	Backup failed	win pc	Mar 26 13:11:48	ABA12-AMS
	PC-3LR10EH	Good	Machine is offline	Entire machine to...	Mar 23 17:05:48	DESKTOP-3LR10EH
	xlc-2884f-xc	Very good	Not protected	Full protection (win)	Mar 27 18:24:08	xlc-2884f-xc
VM	xlc-2884f-xc	Poor	89% (Backing up)	N/A	Mar 23 14:05:48	ABA12-AMS
	Macbook-fxa3EH	Exellent	OK	Mar 25	Mar 25 22:23:01	Macbook-fxa3EH.local

qa-gw3t68hh

350 CyberFit Score: Poor
Try some of the suggestions below to improve it.
Run now

275 Anti-malware
You have anti-malware protection enabled

0 Backup
No applied backup was found and your data may be at risk

175 Firewall
You have firewall enabled only for public networks

0 Virtual Private Network (VPN)
There is no VPN solution found and you may be subject to security risk

Try installing one of these VPN solutions on the device:

- OpenVPN
- ExpressVPN
- TunnelBear
- Cisco AnyConnect
- PureVPN
- Perimeter 81
- NordVPN
- CyberGhost VPN

125 Full disk encryption
You have full disk encryption enabled

350 CyberFit Score: Poor
Try some of the suggestions below to improve it.
Run now

650 CyberFit Score: Fair
Try some of the suggestions below to improve it.
Run now

725 CyberFit Score: Good
Try some of the suggestions below to improve it.

850 CyberFit Score: Excellent
Try some of the suggestions below to improve it.

Assess the level of protection of any machine:

- Is backup enabled?
- Is anti-malware installed?
- Is the firewall in place?
- Are HDDs encrypted?
- Is a VPN in use?

Suggests remediation options based on assessment

Vulnerability Assessment

Discover an issue before an issue happens

Continuous, daily update of Acronis' vulnerability and patch management database

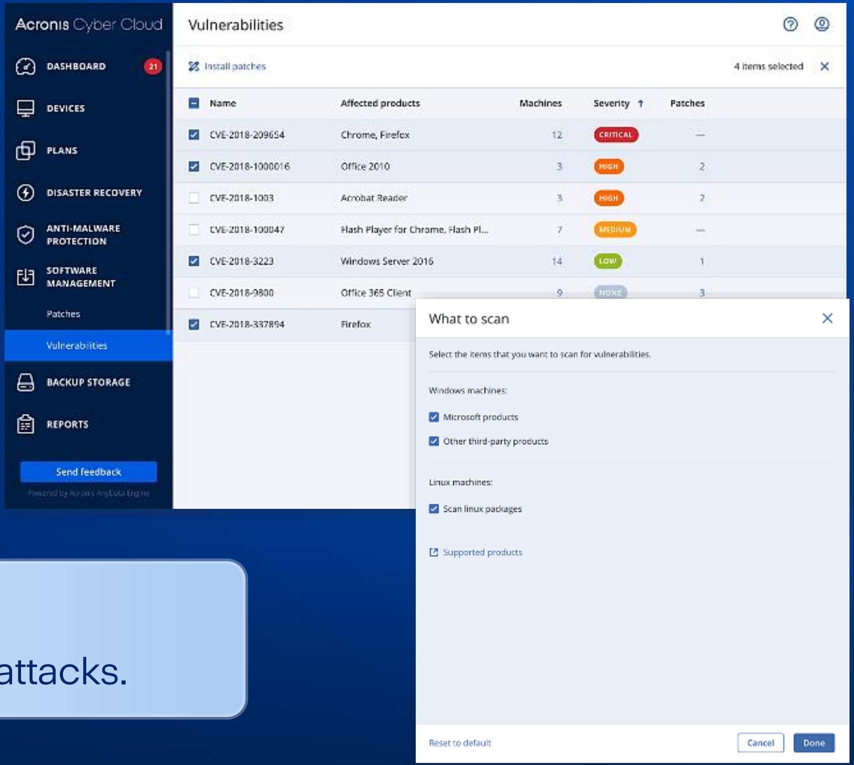
- Support for:
  - Microsoft:

    a) Workstations – Windows 7 and later

    b) Server – Windows Server 2008R2 and later

    c) Microsoft Office (2010 and more) and related components

    d) .NET Framework and server applications
  - Adobe, Oracle Java
  - Browsers and other software



Vulnerabilities

	Name	Affected products	Machines	Severity ↑	Patches
☑	CVE-2018-209654	Chrome, Firefox	12	CRITICAL	—
☑	CVE-2018-1000016	Office 2010	3	HIGH	2
□	CVE-2018-1003	Acrobat Reader	3	HIGH	2
□	CVE-2018-100047	Flash Player for Chrome, Flash Pl...	7	MEDIUM	—
☑	CVE-2018-3223	Windows Server 2016	14	LOW	1
□	CVE-2018-9800	Office 365 Client	9	NONE	3
☑	CVE-2018-337894	Firefox			

What to scan

Select the items that you want to scan for vulnerabilities.

Windows machines:

☑ Microsoft products

☑ Other third-party products

Linux machines:

☑ Scan linux packages

Supported products

Reset to default | Cancel | Done

Why?

Mitigates potential threats, prevents attacks.

Next Generation Cyber Security

Acronis Active Protection

Anti-ransomware,
Anti-cryptojacking,
A.I. and M.L. enabled

+

Acronis Cyber Protect

Acronis static AI analyzer

On-access and on-demand detection

Acronis antimalware engine

Any malware (cloud and local detection)

Acronis behavioral engine

On-access detection

! **Why?** Actively prevent downtime and data loss, don’t just recover information after an attack

Acronis Active Protection

Backup industry's most advanced anti-ransomware technology

Persistently **guards files** including local backups from unauthorized modification and/or encryption

Relentlessly **defends backups** from alteration by hardening the Acronis agent application from attacks

Instantly restores files to the most recently backed up version should ransomware manage to get through the defense

Actively future-proofs your data protection because
it is based on a **behavioral heuristic approach and white-listing**

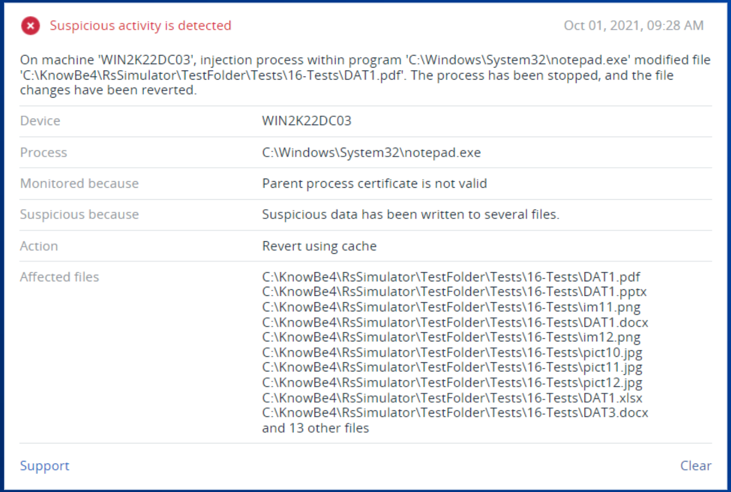
> Acronis provided excellent performance, is easy to use and has a rich feature set. On top of that it is
> the only solution in the test to provide dedicated protection from ransomware attacks. This earned Acronis **the first ever approved backup & data security certificate** of AV-TEST.
>
> **David Walkiewicz**
> Director Test Research,
> av-test.org

Acronis static AI analyzer

Next-gen static analysis to catch threats before they execute

Examine Windows executables (exe) and dynamic link libraries (DLLs) to determine whether or not a process is malicious prior to execution.

- Machine learning model – trained in Acronis Cloud Brain on millions of malicious and clean files via sandboxes and other security tools
- Proactive layer of protection against malware
- Continuous improvement (new models are trained every hour)



Suspicious activity is detected Oct 01, 2021, 09:28 AM

On machine 'WIN2K22DC03', injection process within program 'C:\Windows\System32\notepad.exe' modified file 'C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT1.pdf'. The process has been stopped, and the file changes have been reverted.

Device	WIN2K22DC03
Process	C:\Windows\System32\notepad.exe
Monitored because	Parent process certificate is not valid
Suspicious because	Suspicious data has been written to several files.
Action	Revert using cache
Affected files	C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT1.pdf C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT1.pptx C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\im11.png C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT1.docx C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\im12.png C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\pict10.jpg C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\pict11.jpg C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\pict12.jpg C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT1.xlsx C:\KnowBe4\RsSimulator\TestFolder\Tests\16-Tests\DAT3.docx and 13 other files

Why?

Detect malware triggered without execution

Signature-based detection

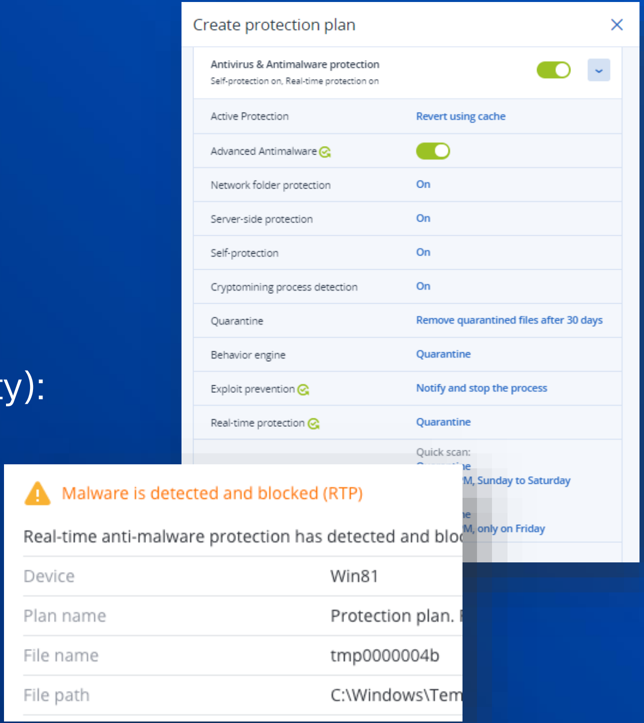
Faster and more efficient detection

Cloud-based (in Acronis Cyber Protect Cloud as well):

- Based on AI- and behavior-based detections for faster detection

Enhanced local signature-based detection (Advanced Security):

- Better detection rate
- Improved detection speed
- Local detection even in cases with poor internet connections



Create protection plan

Antivirus & Antimalware protection
Self-protection on, Real-time protection on

Active Protection	Revert using cache
Advanced Antimalware	
Network folder protection	On
Server-side protection	On
Self-protection	On
Cryptomining process detection	On
Quarantine	Remove quarantined files after 30 days
Behavior engine	Quarantine
Exploit prevention	Notify and stop the process
Real-time protection	Quarantine
	Quick scan: M, Sunday to Saturday M, only on Friday

Malware is detected and blocked (RTP)

Real-time anti-malware protection has detected and bloc

Device	Win81
Plan name	Protection plan.
File name	tmp0000004b
File path	C:\Windows\Tem

Why? Better and faster protection:
increase the known malware you can catch instantaneously

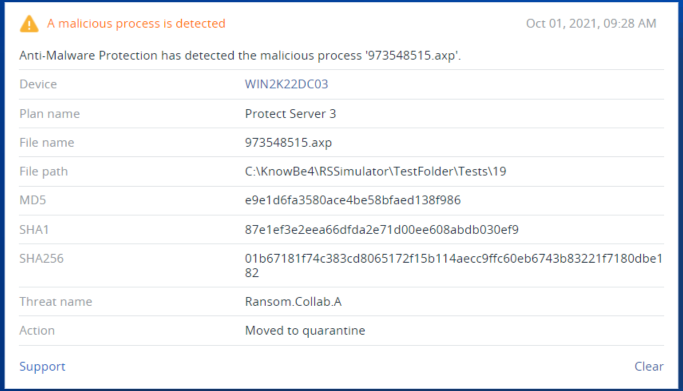
#CyberFit Academy

Behavior-based detection

Powerful behavioral heuristics to catch sophisticated threats

Analyze suspicious kernel-level events and all events coming from Windows OS to detect malicious attacks with detection-evasive behavior

- Effectively dealing with fileless, memory- and script-based attacks (part of APT invasion)
- Dynamic detection rules – catch polymorphic and obfuscated malware
- New malware techniques using symlinks for encrypting files, such as RIPlace, evade detection by most competitive technologies
- Effective detection of unknown, new, and developing threats



A malicious process is detected

Oct 01, 2021, 09:28 AM

Anti-Malware Protection has detected the malicious process '973548515.axp'.

Device	WIN2K22DC03
Plan name	Protect Server 3
File name	973548515.axp
File path	C:\KnowBe4\RSSimulator\TestFolder\Tests\19
MD5	e9e1d6fa3580ace4be58bfaed138f986
SHA1	87e1ef3e2eea66dfda2e71d00ee608abdb030ef9
SHA256	01b67181f74c383cd8065172f15b114aecc9ffc60eb6743b83221f7180dbe182
Threat name	Ransom.Collab.A
Action	Moved to quarantine

Why?

Prevent sophisticated attacks with detection-evasive behavior

Section Summary

- Acronis Cyber Fit Score – provides and easy way to find out if the customer is up to certain level of service in terms of cyber protection
- Vulnerability Assessment – discover issue before the issue happens with daily updates and information of the latest version of supported workstations, servers, browsers, applications and components. Mitigates potential threats and prevents attacks.

Section Summary

- Acronis Cyber Protect Cloud actively prevent downtime and data loss, don’t just recover information after an attack
- Including powerful features as: Acronis Active Protection, Acronis static AI analyzer, Signature-based detection, Behavior-based detection

Acronis

Cyber Protect Cloud

Included Features - Management

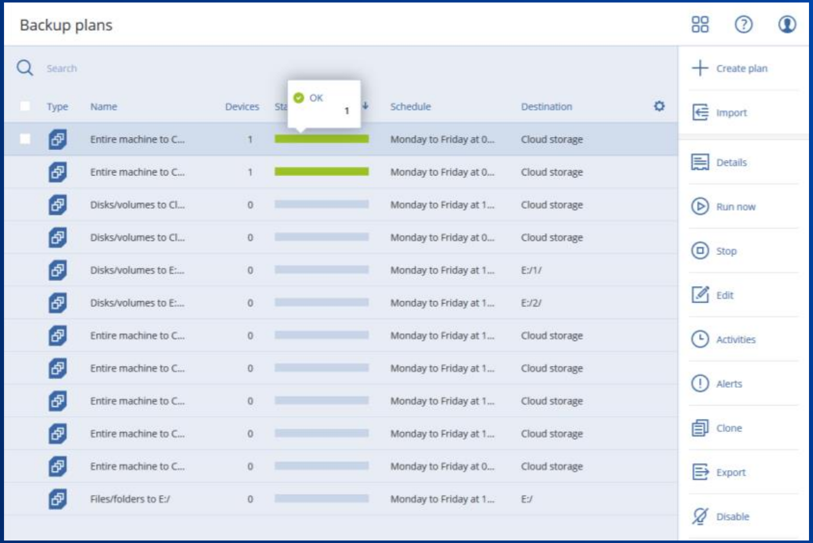
#CyberFit Academy

Centralized backup plans management

Improve efficiency by managing backup plans from one tab

The new “Plans” tab shows all backup plans created in the account and their details.

You can create, edit, disable, enable, delete, start the execution and inspect the execution status of a plan



Backup plans

Search

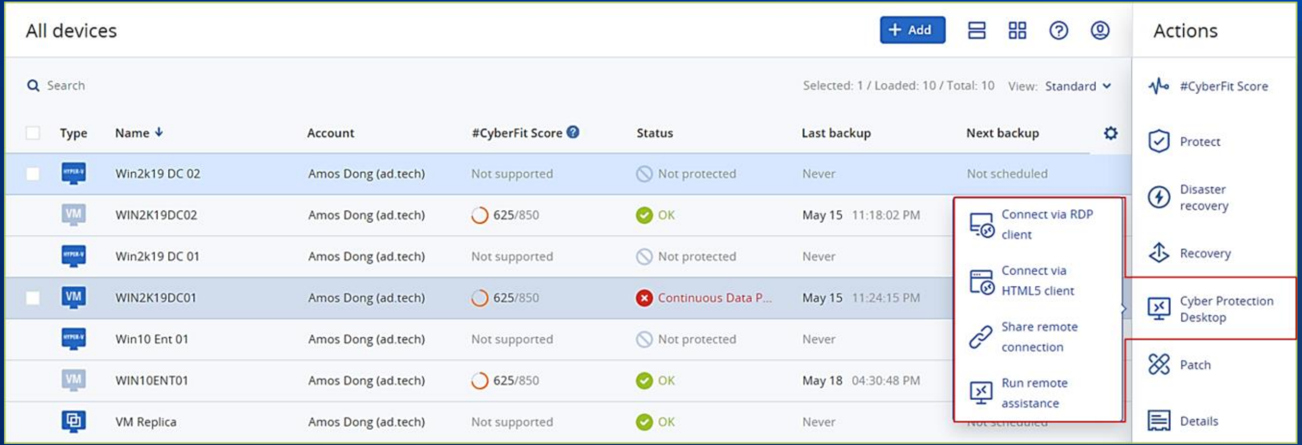
OK 1

Type	Name	Devices	Sta	Schedule	Destination
	Entire machine to C...	1	🟩	Monday to Friday at 0...	Cloud storage
	Entire machine to C...	1	🟩	Monday to Friday at 0...	Cloud storage
	Disks/volumes to Cl...	0		Monday to Friday at 1...	Cloud storage
	Disks/volumes to Cl...	0		Monday to Friday at 0...	Cloud storage
	Disks/volumes to E:...	0		Monday to Friday at 1...	E:/1/
	Disks/volumes to E:...	0		Monday to Friday at 1...	E:/2/
	Entire machine to C...	0		Monday to Friday at 1...	Cloud storage
	Entire machine to C...	0		Monday to Friday at 1...	Cloud storage
	Entire machine to C...	0		Monday to Friday at 1...	Cloud storage
	Entire machine to C...	0		Monday to Friday at 1...	Cloud storage
	Entire machine to C...	0		Monday to Friday at 0...	Cloud storage
	Files/folders to E:/	0		Monday to Friday at 1...	E:/

Remote Desktop & Remote Assistance

Remotely operate any endpoint as if near the device

- Securely connect to remote machines even behind a firewall on a private network without changing firewall settings or establishing additional VPN tunnels
- Allows engineers to view user's screen and provide support with specific tasks or fix issues



All devices

Search

Selected: 1 / Loaded: 10 / Total: 10 View: Standard

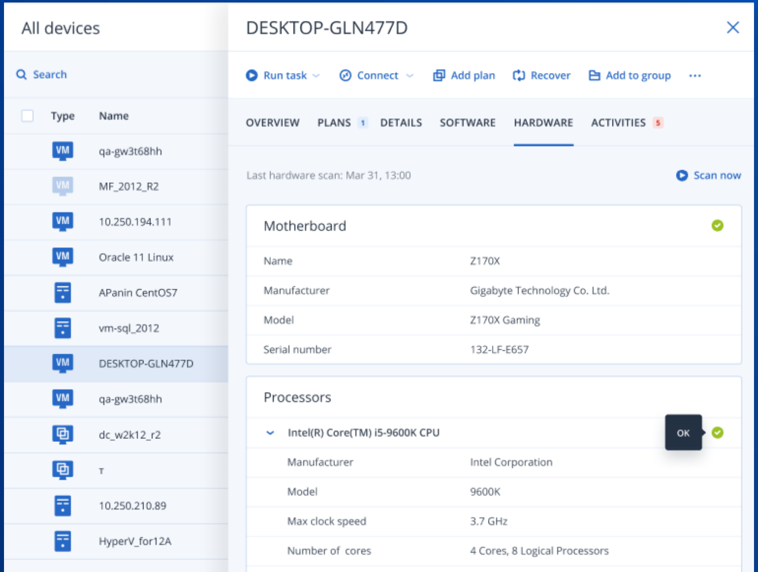
Type	Name ↓	Account	#CyberFit Score	Status	Last backup	Next backup
HYPER-V	Win2k19 DC 02	Amos Dong (ad.tech)	Not supported	Not protected	Never	Not scheduled
VM	WIN2K19DC02	Amos Dong (ad.tech)	625/850	OK	May 15 11:18:02 PM	
HYPER-V	Win2k19 DC 01	Amos Dong (ad.tech)	Not supported	Not protected	Never	
VM	WIN2K19DC01	Amos Dong (ad.tech)	625/850	Continuous Data P...	May 15 11:24:15 PM	
HYPER-V	Win10 Ent 01	Amos Dong (ad.tech)	Not supported	Not protected	Never	
VM	WIN10ENT01	Amos Dong (ad.tech)	625/850	OK	May 18 04:30:48 PM	
	VM Replica	Amos Dong (ad.tech)	Not supported	OK	Never	Not scheduled

Why?

Fewer tools, plus less effort to connect, and faster reaction times, reduced costs

Hardware inventory collection

- Discover all hardware assets on all protected endpoints of the organization (e.g. CPU, GPU, motherboard, RAM, network adapters, etc.)
- Get up-to-date information about hardware assets:
  - Regular scans can be scheduled to run automatically
  - On-demand scans can be manually triggered by engineers
- Get detailed hardware information about hardware assets such as model, manufacturer, serial number, etc.
- Browse all hardware assets, or search and filter by multiple criteria: processor model, processor cores, disk total size, memory capacity
- Generate hardware inventory reports



Type	Name
VM	qa-gw3t68hh
VM	MF_2012_R2
VM	10.250.194.111
VM	Oracle 11 Linux
	APanin CentOS7
	vm-sql_2012
VM	DESKTOP-GLN477D
VM	qa-gw3t68hh
	dc_w2k12_r2
	T
	10.250.210.89
	HyperV_for12A

Last hardware scan: Mar 31, 13:00

Motherboard

Name	Z170X
Manufacturer	Gigabyte Technology Co. Ltd.
Model	Z170X Gaming
Serial number	132-LF-E657

Processors

Intel(R) Core(TM) i5-9600K CPU

Manufacturer	Intel Corporation
Model	9600K
Max clock speed	3.7 GHz
Number of cores	4 Cores, 8 Logical Processors

Why?

Fewer tools, plus less effort to connect, and faster reaction times, reduced costs

Section Summary

- Centralized backup plan management for improved efficiency by managing backup plans from one tab- assign plans and operate from one central location
- Remote Desktop & Remote Assistance for remote operation of any endpoint as if near the device. Fewer tools, plus less effort to connect, and faster reaction times, reduced costs.
- Hardware inventory collection - saves time and effort with up-to-date hardware inventory information

Acronis

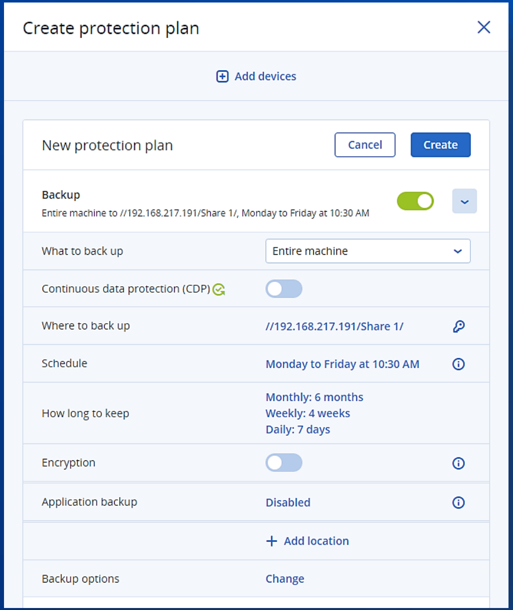
Cyber Protect Cloud

Pay-as-you-go Features - Backup

Full-image and file-level backups

Back up individual files or safeguard an entire business with a few clicks

- **File-level backup**: Use this option to protect specific data, reduce the backup size, and save storage space
- **Full-image backup**: Easily back up the entire system as a single file, ensuring bare metal restores
- In the event of data disaster, you can easily restore all information to new hardware



Create protection plan

Add devices

New protection plan

Backup
Entire machine to //192.168.217.191/Share 1/, Monday to Friday at 10:30 AM

What to back up: Entire machine

Continuous data protection (CDP)

Where to back up: //192.168.217.191/Share 1/

Schedule: Monday to Friday at 10:30 AM

How long to keep: Monthly: 6 months
Weekly: 4 weeks
Daily: 7 days

Encryption

Application backup: Disabled

Add location

Backup options: Change

Why?

Ensure business continuity with flexible backup options and avoid downtime and data loss

Flexible storage options

Meet data sovereignty or cost requirements

Cloud storage

Google Cloud Platform

Acronis Cyber Cloud Storage

Azure

Three turnkey cloud storage options

aws

IBM Cloud

IIJ

Alibaba Cloud

wasabi

Other public clouds

(via gateway)

Your own or third-party cloud storage

On-premises storage

Local disks

SMB/CIFS/DFS and NFS shares

Acronis Cyber Infrastructure

> “Other solutions shoehorned us into a situation where we had to tell our customers they couldn’t do certain things. **With Acronis we have complete flexibility**, and this allows us to offer the best user experience.
>
> **Jason Amato,**
> Marketing Manager at Centorrino Technologies

Customizable Backup Settings

Flexible retention policies

Set up a backup retention policy and apply it to a specific device or a number of machines. You can store backups indefinitely, limit the number of backups per machine, or specify how long to keep backup files.

Multiple backup types

Back up disks/volumes (with all information required for the operating system to boot), individual files or folders, system state (for Microsoft Windows systems), or ESXi configuration.

Customizable backup scheduling

Perform backups according to the desired schedule and frequency – monthly, weekly, daily, hourly, or even every 10 minutes. You can also limit the number of simultaneously running backups.

Provide Protection for 25+ Workload Types from Infrastructure to SaaS apps

Microsoft

Azure

Windows Server

Windows PC

Exchange

SQL Server

Share Point

Active Directory

Hyper-V

Microsoft 365

Google Workspace

Linux Server

SAP HANA

Scale Computing

Amazon EC2

Mac

iPhone

iPad

Android

VMware vSphere

Oracle x86 VM Server

Oracle Database

Red Hat Virtualization

Red Hat Virtualization

Linux KVM

Citrix XenServer

Virtuozzo

Nutanix

Streamline delivery of cyber protection using just one solution

Complete Microsoft 365 Protection

Microsoft 365

Exchange	OneDrive	SharePoint	Microsoft Teams
Backup for Microsoft Exchange Online	Backup for Microsoft OneDrive for Business	Backup for Microsoft SharePoint Online	Backup for Microsoft Teams Including call protection

✓ Back up from Microsoft data centers directly to cloud storage

✓ Automatically protect new Microsoft 365 users, groups and sites

✓ Search through Microsoft 365 backups to get quick access to your backed-up data

New **Unlimited Acronis cloud storage for personal Microsoft 365 mailboxes**

Google Workspace Backup

Google Workspace

Get an efficient cloud-to-cloud solution with nothing to install

Ready-to-use cloud storage options include Google, Microsoft, and Acronis

Protection for Gmail, Drive (including Team Drives), Calendar and Contacts

Flexible restore options – from single items to a user's entire Drive or Gmail data

Search Google Workspace backups – with metadata and full-text (email body copy) capabilities

Verify authenticity of files in Drive backups with blockchain

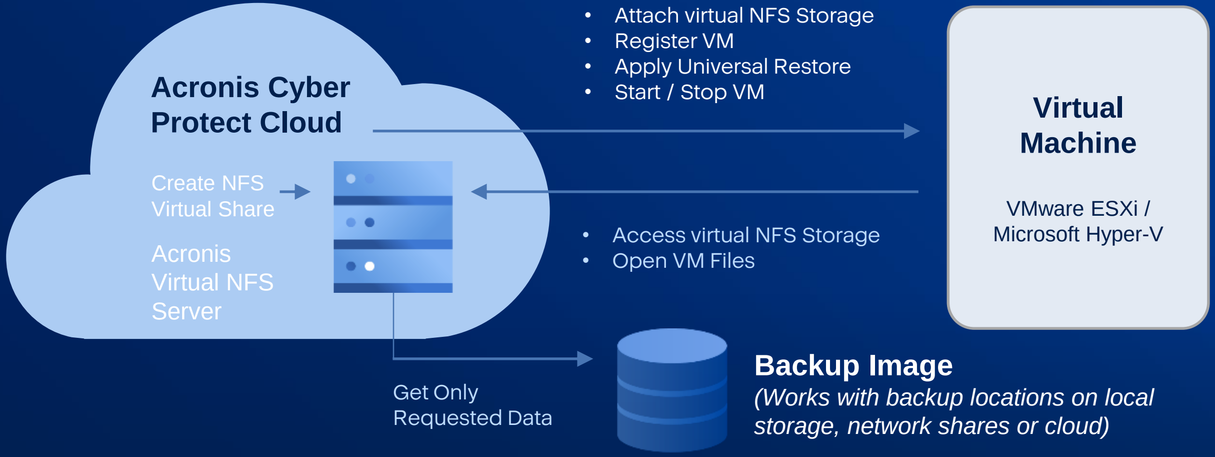
New

Unlimited Acronis-hosted storage for Google Drive

Best-In-Industry RTOs with Acronis Instant Restore

Acronis Instant Restore is patented technology that allows you to recover systems in seconds by starting any Windows or Linux system (physical or virtual) directly from the backup storage on your existing Microsoft Hyper-V or VMware vSphere ESXi host – without moving data.

How it works


Acronis Cyber Protect Cloud
Create NFS Virtual Share
Acronis Virtual NFS Server
Attach virtual NFS Storage
Register VM
Apply Universal Restore
Start / Stop VM
Virtual Machine
VMware ESXi / Microsoft Hyper-V
Access virtual NFS Storage
Open VM Files
Get Only Requested Data
Backup Image

Backup Image
(Works with backup locations on local storage, network shares or cloud)

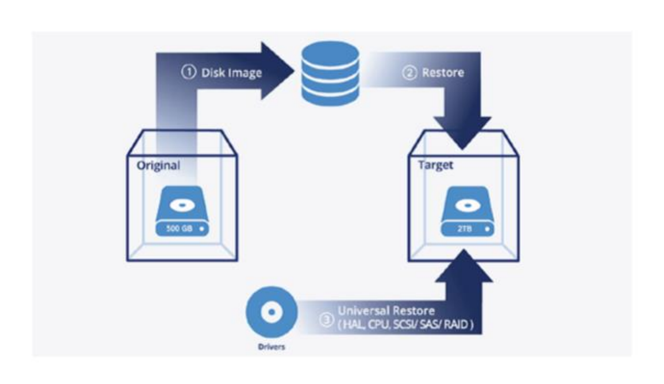
Benefits

- RTO in seconds
- Recover any virtual, physical or cloud server, Windows or Linux
- Reduced network consumption

Acronis Universal Restore

Restore Windows and Linux systems to dissimilar hardware

- Quick and easy system recovery to dissimilar hardware, including bare-metal physical, virtual, or cloud environments
- After recovering a disk-image as-is, Acronis Universal Restore analyzes the new hardware platform and tunes the Windows or Linux settings to match the new requirements



Why?

Ensure quick, easy system migration with a few clicks, reduce RTOs and minimize expensive downtime

Section Summary

- Full-image and file-level backups - ensures business continuity with flexible backup options and avoid downtime and data loss
- Flexible storage options - complete flexibility allowing to offer the best user experience
- Customizable Backup Settings – including flexible retention policies, multiple backup types and customizable backup scheduling
- Acronis protects over 25+ workloads - Increase productivity and keep user-error at bay working with just one solution for all customer needs, rather than switching between per-use-case tools

Section Summary

- Complete Microsoft 365 Protection – with unlimited Acronis cloud storage for personal Microsoft 365 mailboxes
- Google Workspace Backup -With fast backups, reliable point-in-time recovery, flexible restore and cloud storage options, as well as quick-search functionality, Acronis Cyber Backup Cloud gives you a lot to offer your customers – with no additional installation required
- Best-In-Industry RTOs with Acronis Instant Restore – provides RTO in seconds, recover any virtual, physical or cloud server, Windows or Linux, reduced network consumption

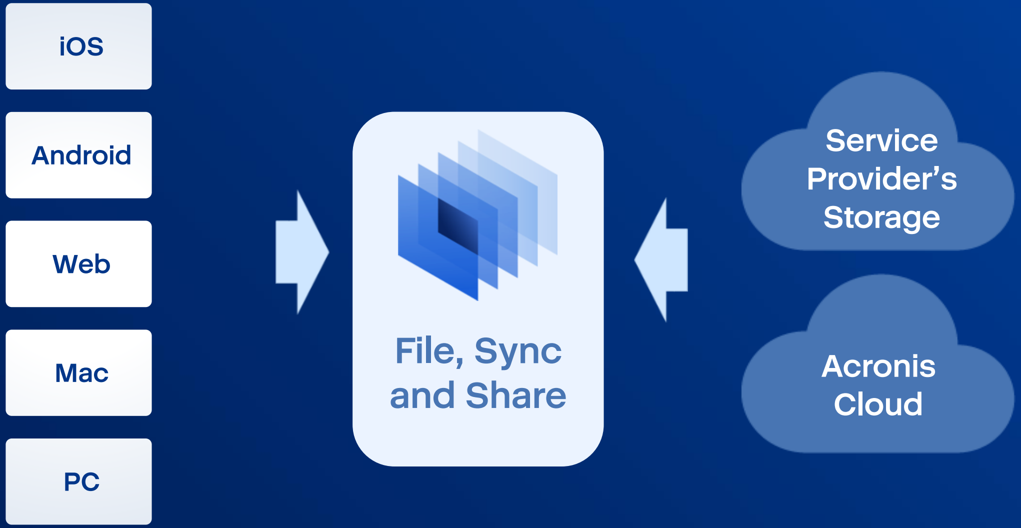
Acronis

Cyber Protect Cloud

Pay-as-you-go Features – Files, Sync and Share

File, Sync and Share

An easy, efficient and secure file sync and share solution designed for service providers



Easy – Easy to sell, easy to deploy, and easy for end customers to use

Efficient – Turnkey solution for end-customer's business across all platforms (phones, tablets, Macs, Windows)

Secure – 100% control over data location, management and privacy

Why?

Easy to sell and implement, File, Sync and Share expands your product portfolio and helps you quickly attract new customers, realize incremental revenues and reduce customer churn.

File, Sync and Share for End Customers

Safely share files with co-workers or external contacts

Supports collaboration using web, desktop, mobile

Enables full-text search capability

Allows users to edit office files via the mobile app

Helps users meet data governance regulations

Maintains a history of all transactions

Protects against data loss

Stays stable on slow internet connections

Proves safer than Box, Dropbox, and others

File, Sync and Share for Service Providers

Sell more storage and services

Expand product portfolio with no additional investments

Utilize provisioning API for PSA/RMM integrations

Deliver strong reliability, availability, and serviceability requirements

Utilize full integration with Acronis Cyber Cloud Services and Portal

Use any storage - Acronis Cyber Infrastructure, SWIFT, Ceph, NAS, S3, Azure

“Lock in” customers, prevent revenue loss, reduce customer churn

File, Sync and Share – What's Cool

User

- Sync and access from any device (web, desktop, mobile devices)
- Edit or comment in Office files directly via the mobile app
- Share files with co-workers or external contacts
- Full support for MS Office mobile app

Safety

- Browse and restore previous versions of files
- Store files in a known, secure location with anywhere access
- Restore deleted files
- Gain in-transit and on-device encryption

Platforms

- Full BYOD support
- Desktop and Laptop: PC, Mac
- Mobile: iOS, Android
- Web browser support

Deployment

- Hybrid or hosted by Acronis
- Multi-tenant with multi-tier support for resellers

Customization

- Branding
- UI look and feel customization
- Multi language support

Integration

- Provisioning API for integration with third party or in-house Control Panels
- Usage reporting for billing systems
- Acronis Cyber Infrastructure repository

Top 5 Reasons to Choose File, Sync and Share

1 Easy

- Easy to sell and deploy
- Easy to use with second-generation refined user experience
- Simple, unified pricing with Acronis Backup Cloud for easy incremental revenue

2 Efficient

- Turnkey solution for service providers
- Advanced mobile, desktop and web clients
- Rich file-sharing and collaboration features
- Built-in PDF and Microsoft Office editing
- Integration with Microsoft mobile applications

3 Secure

- Customers and service providers control where files are stored
- Compliance with data sovereignty laws
- Strong protection options for mobile content
- Leverages Acronis Storage with Acronis CloudRAID

4 Proven

- A decade in development
- Trusted by top Fortune 500 companies globally
- 100Ks of users
- 9 data centers world-wide

And… 5 Better than all others!

- Easy to install, configure, manage and use
- Integrated and optimized to work with Acronis products
- Consistent user experience across all Acronis products
- Provisioning and performance automation

Section Summary

- File, Sync and Share -provides office and mobile users with safe file access, sync, and share in an easy-to-use, complete, and secure hosted cloud solution
- Easy to sell and implement, expands your product portfolio and helps you quickly attract new customers, realize incremental revenues and reduce customer churn.
- Safely share files with co-workers or external contacts
- It is efficient, secure, proven and provides consistent user experience across all Acronis products and allows you to sell more storage and services

Acronis

Cyber Protect Cloud

Pay-as-you-go Features – Notary

Gain the Notary Advantage

- **Ensure the integrity of business-critical data**

  Eliminates the need for third parties to guarantee the immutability of data

- Achieve greater regulatory transparency

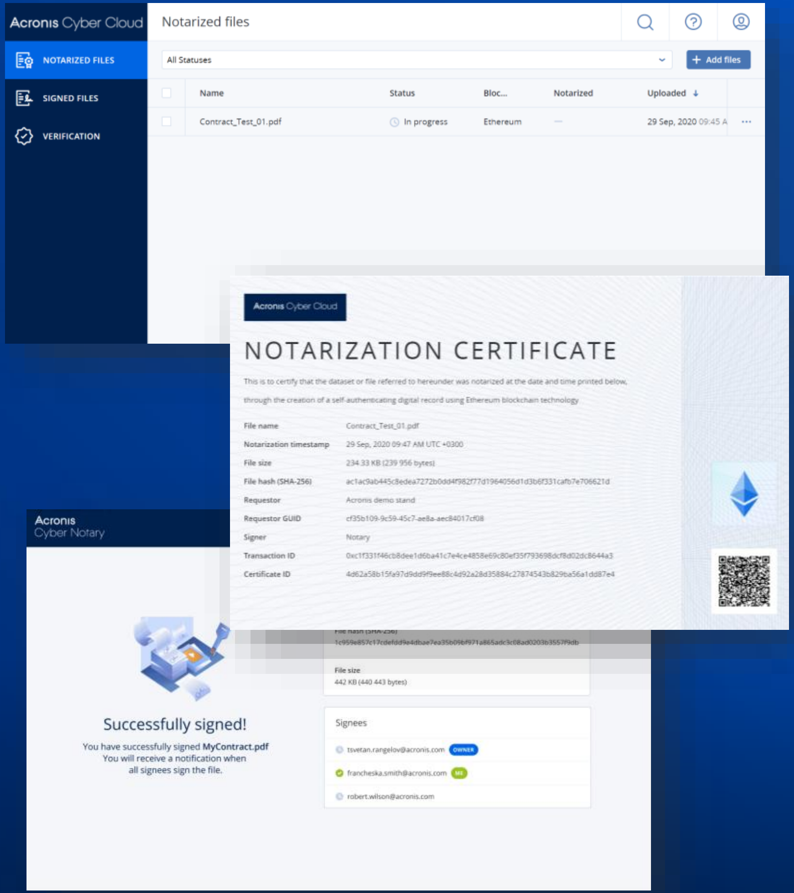
  Reduces the cost and time needed to conduct an audit

- **Reduce risks to data security**

  Adds an extra layer of protection, powered by a mathematical proof

- **Accelerate and automate the signature process**

  Execute every step of the document workflow, eliminate manual tasks, and connect with the tools and systems you're already using



Notarized files

□	Name	Status	Bloc...	Notarized	Uploaded ↓
□	Contract_Test_01.pdf	In progress	Ethereum	—	29 Sep, 2020 09:45 A

Acronis Cyber Cloud

NOTARIZATION CERTIFICATE

This is to certify that the dataset or file referred to hereunder was notarized at the date and time printed below, through the creation of a self-authenticating digital record using Ethereum blockchain technology

File name	Contract_Test_01.pdf
Notarization timestamp	29 Sep, 2020 09:47 AM UTC +0300
File size	234.33 KB (239 956 bytes)
File hash (SHA-256)	ac1ac9ab445c8edea7272b0dd4f982f77d1964056d1d3b6f331cafb7e706621d
Requestor	Acronis demo stand
Requestor GUID	cf35b109-9c59-45c7-ae8a-aec84017cf08
Signer	Notary
Transaction ID	0xc1f331f46cb8dee1d6ba41c7e4ce4858e69c80ef35f793698dcf8d02dc8644a3
Certificate ID	4d62a58b15fa97d9dd9f9ee88c4d92a28d35884c27874543b829ba56a1dd87e4

Acronis
Cyber Notary

Successfully signed!

You have successfully signed **MyContract.pdf**
You will receive a notification when
all signees sign the file.

File hash (SHA-256)
1c959e857c17cdefdd9e4dbae7ea35b09bf971a865adc3c08ad0203b3557f9db

File size
442 KB (440 443 bytes)

Signees

- ○ tsvetan.rangelov@acronis.com OWNER
- ✓ francheska.smith@acronis.com ME
- ○ robert.wilson@acronis.com

How Your Business Can Benefit From Data Notarization?

- Verify that a document is unchanged or changed
- Confirm that a creative work originated on a certain date
- Prove a legal document existed when you claim it did
- Corroborate that bills were paid
- Prove a document was signed by certain parties on a specific date

Financial Services

Healthcare

Legal

Transportation

Business Services

Manufacturing

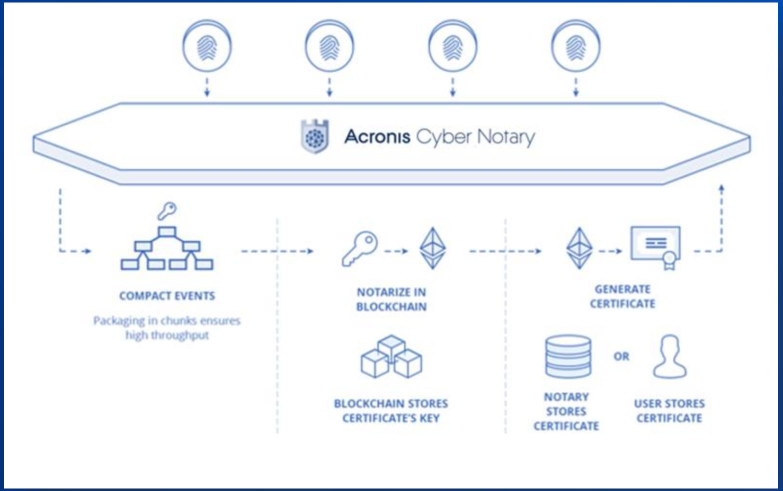
Construction

Any Industry. Any Document. Any Data.

Blockchain notarization

Ensure data integrity with innovative blockchain-based Acronis Cyber Notary

- Highly scalable micro-service architecture
- API interface (REST), queue interface (AMPQ) for integration
- High throughput (xx10,000 objects per blockchain transaction)
- Notarization certificates with built-in verification


Acronis Cyber Notary
COMPACT EVENTS
Packaging in chunks ensures high throughput
NOTARIZE IN BLOCKCHAIN
BLOCKCHAIN STORES CERTIFICATE'S KEY
GENERATE CERTIFICATE
NOTARY STORES CERTIFICATE
OR
USER STORES CERTIFICATE

Why? Ensure the integrity of business critical data, achieve greater regulatory transparency and reduce security risks

Notary

Ethereum blockchain

Advanced E-signature functionality

Easy-to-use web interface

Helps users meet data governance regulations

Smooth integration via API

Protects against data loss

Any type of data

Trusted, independent verification

Comprehensive white-labeling

Section Summary

- Notary- Blockchain - based authentication system ensuring that the stored data is as authentic as placed in the repository
- Notary ensures the integrity of business critical data, achieves greater regulatory transparency and reduces security risks for any industry, any document, any data
- With highly scalable micro-service architecture, easy-to-use web interface, trusted, independent verification, smooth integration via API and advanced E-signature functionality

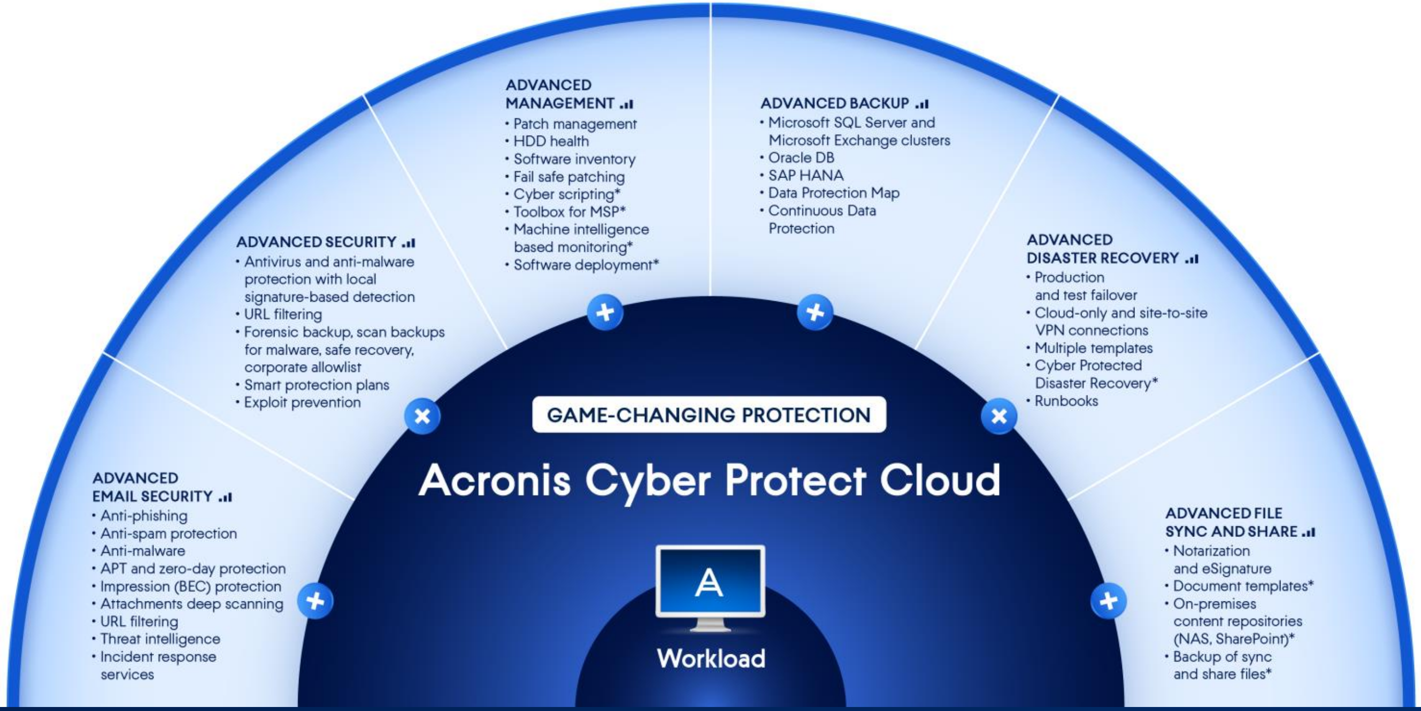
Acronis

Cyber Protect Cloud

Advanced Packs – Overview

#CyberFit Academy

Add Advanced packs: Email Security, Security, Management, Backup, Disaster Recovery, File Sync and Share



ADVANCED EMAIL SECURITY

- Anti-phishing
- Anti-spam protection
- Anti-malware
- APT and zero-day protection
- Impression (BEC) protection
- Attachments deep scanning
- URL filtering
- Threat intelligence
- Incident response services

ADVANCED SECURITY

- Antivirus and anti-malware protection with local signature-based detection
- URL filtering
- Forensic backup, scan backups for malware, safe recovery, corporate allowlist
- Smart protection plans
- Exploit prevention

ADVANCED MANAGEMENT

- Patch management
- HDD health
- Software inventory
- Fail safe patching
- Cyber scripting*
- Toolbox for MSP*
- Machine intelligence based monitoring*
- Software deployment*

ADVANCED BACKUP

- Microsoft SQL Server and Microsoft Exchange clusters
- Oracle DB
- SAP HANA
- Data Protection Map
- Continuous Data Protection

ADVANCED DISASTER RECOVERY

- Production and test failover
- Cloud-only and site-to-site VPN connections
- Multiple templates
- Cyber Protected Disaster Recovery*
- Runbooks

ADVANCED FILE SYNC AND SHARE

- Notarization and eSignature
- Document templates*
- On-premises content repositories (NAS, SharePoint)*
- Backup of sync and share files*

GAME-CHANGING PROTECTION

Acronis Cyber Protect Cloud

Optimize for every workload

Easy to upsell

Vendor consolidation

Acronis Cyber Protect Cloud with Advanced Email Security powered by PERCEPTION POINT

Improve client security by detecting any email-borne threat before it reaches end-users

Stop phishing and spoofing attempts

Minimize client risks with powerful threat intelligence, signature-based detection, URL reputation checks, unique image-recognition algorithms, and machine learning with DMARC, DKIM, and SPF record checks.

Catch advanced evasion techniques

Detect hidden malicious content by recursively unpacking embedded files and URLs and separately analyzing them with dynamic and static detection engines.

Prevent APTs and zero-day attacks

Prevent advanced email threats that evade conventional defenses with Perception Point’s unique CPU-level technology, which acts earlier in the attack chain to block exploits before malware is released, delivering a clear verdict within seconds.

Acronis Cyber Protect Cloud with Advanced Security

Improve security by detecting more threats, save on simplified security management, and deliver better remediation with integrated cyber protection

Full-stack antimalware

Acronis Active Protection, enhanced with exploit prevention, URL filtering, antimalware detection for backed-up data, and improved detection rate to catch more threats faster

Security automation

Smart protection plans, auto-allowlist custom apps, automatic malware scans and AV definitions updates as part of recovery process to deliver services more effortlessly

Efficient forensics

Collect digital evidence and safe it in a secure central repository to enable thorough post-incident investigations and proper remediation, while keeping costs down.

Acronis Cyber Protect Cloud with Advanced Management

Improve clients’ protection by keeping systems up-to-date while decreasing the management burden and TCO

Advanced patch management

Keep systems up-to-date and proactively mitigate vulnerabilities.

Patch management automation

Save time and effort with patch management automation and fail-safe patching technology

Comprehensive management tools

Streamline your planning with software inventory collection, report scheduling, and drive health monitoring.

Acronis Cyber Protect Cloud with Advanced Backup

Protect your clients' data confidently with best-in-breed backup enhanced with cyber protection

Increase automation and productivity

Scheduled backup reports, paired with cloud backup enhancements – like continuous data protection – helps you save time while saving your clients from data loss

Deliver the most secure backup

Acronis delivers a unique approach by combining cloud backup with cyber protection features, such as antimalware and antivirus – helping you keep clients' data secure

Protect more workloads on more platforms

From a single console, protect more than 20 workload types, including Microsoft Exchange, Microsoft SQL Server, Oracle DBMS Real Application clusters, and SAP HANA

Acronis Cyber Protect Cloud with Advanced Disaster Recovery

Protect clients with the flip of a switch

Less downtime

Get clients running in mere minutes by spinning up IT systems in the Acronis cloud with full site-to-site connectivity and the ability to recover them to similar or dissimilar hardware

Minimize complexity

No need to add, learn, or manage another platform. It’s one solution for any workload managed from a single interface that enables you to build a complete cyber protection service

Grow recurring revenue

Deliver more value, deepen client relationships, and increase retention by offering clients the disaster recovery services they are looking for – while increasing your monthly recurring revenue

Acronis

Cyber Protect Cloud

Advanced Packs – Backup

#CyberFit Academy

Backup enhanced with cyber protection

Acronis Cyber Protect Cloud

- File-level, disk-level, image and application backups
- Backup popular workloads like Mac, Windows,
  Linux, Microsoft 365, Google Workspace, Hyper-V, VMware, and more
- Flexible backup storage options
- Acronis Active Protection
- Archive encryption
- Incremental and differential backups
- Antimalware and anti-virus protection
- Vulnerability assessments
- Instant restore with RunVM
- and more…

+

Advanced Backup

- Backup support for Microsoft SQL Server Clusters, Microsoft Exchange Clusters, Oracle DB, SAP HANA
- Data protection map
  and compliance reporting
- Scheduled backup reports

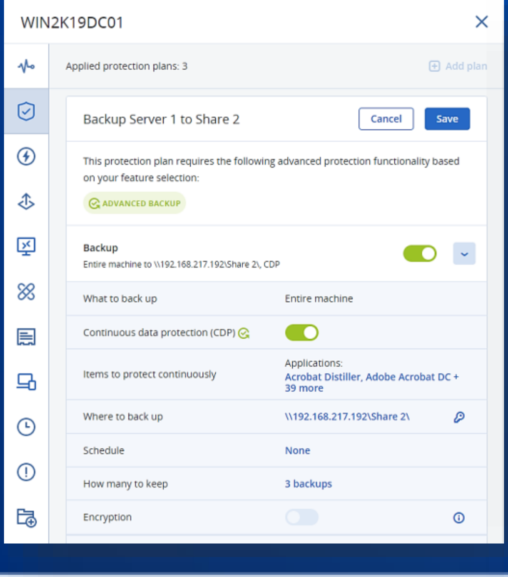
Continuous Data Protection

Gain safe and instant remediation without data loss and close to zero RPOs

Define the list of critical apps for every device users are working with most often. Acronis' agent monitors every change made in listed applications.

In case of a malware infection, restore data from the last backup and apply the latest collected changes so no data is lost.

- Ensures users won't lose their work in-progress
- Control what is continuously backed up – Office documents, financial forms, logs, graphic files, etc.



WIN2K19DC01

Applied protection plans: 3

Backup Server 1 to Share 2

This protection plan requires the following advanced protection functionality based on your feature selection:

ADVANCED BACKUP

Backup
Entire machine to \\192.168.217.192\Share 2\, CDP

What to back up: Entire machine

Continuous data protection (CDP)

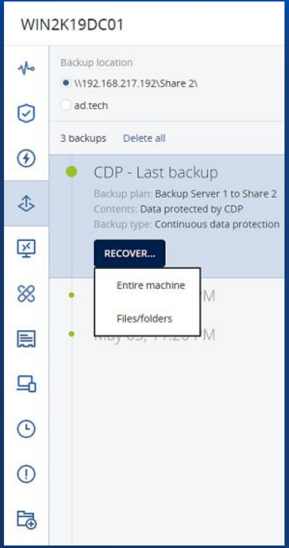
Items to protect continuously: Applications: Acrobat Distiller, Adobe Acrobat DC + 39 more

Where to back up: \\192.168.217.192\Share 2\

Schedule: None

How many to keep: 3 backups

Encryption



WIN2K19DC01

Backup location
● \\192.168.217.192\Share 2\
○ ad.tech

3 backups Delete all

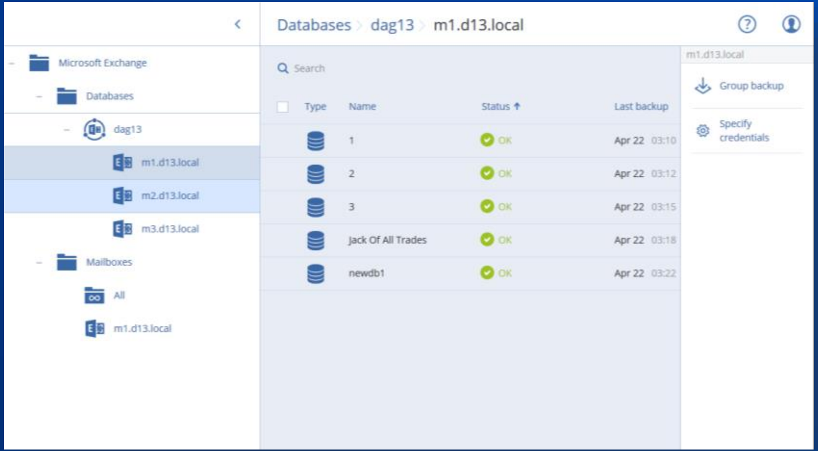
CDP - Last backup
Backup plan: Backup Server 1 to Share 2
Contents: Data protected by CDP
Backup type: Continuous data protection

Why? Protects client data even between backups

Cluster-aware backup of Microsoft SQL Server and Microsoft Exchange Server

- Enable backup and reliable recovery of clustered Microsoft applications data, even in case of a database logical corruption or a cluster-wide disaster.

- Acronis Cyber Protect Cloud discovers and takes into account the structure of the cluster and tracks all data relocation to enable safe backups.



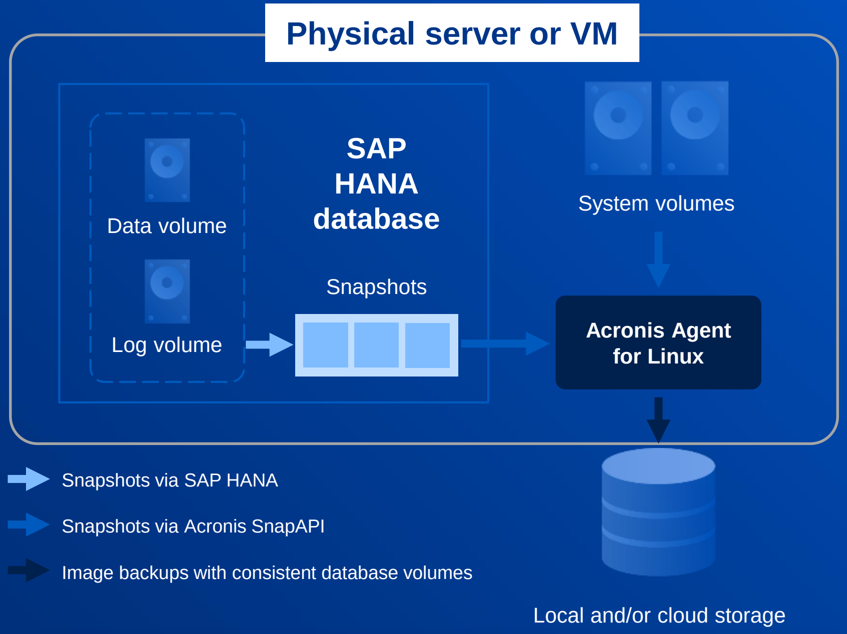
□	Type	Name	Status ↑	Last backup
		1	OK	Apr 22 03:10
		2	OK	Apr 22 03:12
		3	OK	Apr 22 03:15
		Jack Of All Trades	OK	Apr 22 03:18
		newdb1	OK	Apr 22 03:22

Why? Keep Microsoft applications data safe
with built-in capabilities for easy back up and recovery.

Application-aware SAP HANA backup

- Protect the database data from disk storage failures and logical errors, by creating consistent disk-level backups of servers running SAP HANA in a simple, straightforward manner that does not require any SAP HANA knowledge or expertise.

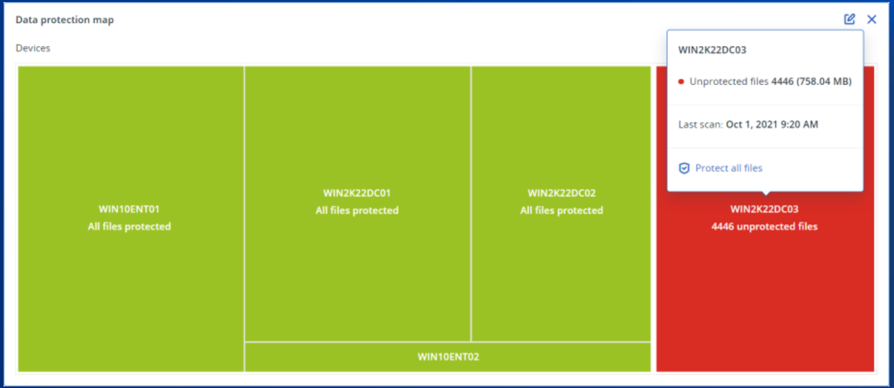
- You can then reliably recover SAP HANA servers to bare metal, same or different hardware, migrate them from a physical machine to a virtual machine and vice versa – the SAP HANA data inside the backup will be consistent.



Why? Enable quick, reliable recovery of SAP HANA database servers.

Data compliance reporting and Data Protection Map

- Use automatic data classifications to track the protection status of important files. IT will be alerted as to whether the files were backed up or not.
- Data distribution across endpoints is clearly visible
- Protection of specific files and inclusion in backup plans is easily confirmed
- Risk mitigation steps are easy to execute
- Collected data is used as the basis for compliance reports



Data protection map

Devices

WIN2K22DC03

● Unprotected files 4446 (758.04 MB)

Last scan: Oct 1, 2021 9:20 AM

WIN10ENT01
All files protected

WIN2K22DC01
All files protected

WIN2K22DC02
All files protected

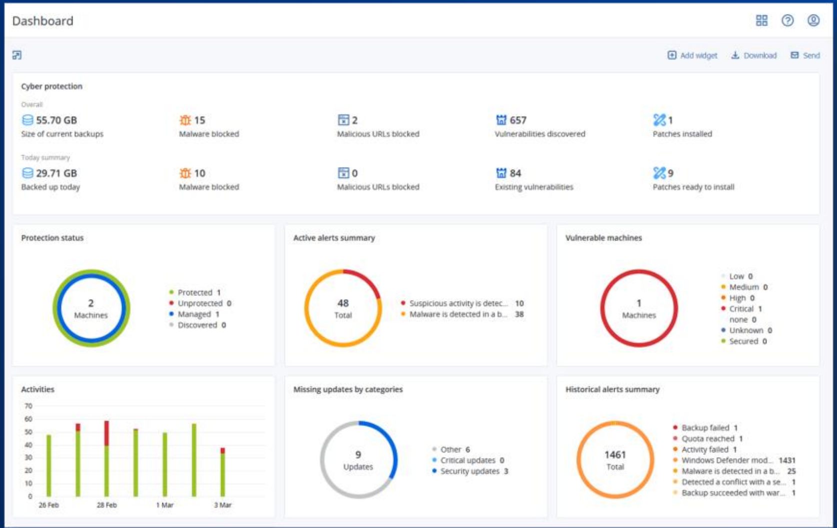
WIN10ENT02

WIN2K22DC03
4446 unprotected files

Why? Complete protection that’s easy, with no important data missed

Flexible Monitoring and Reporting

- Hardware health monitoring (HDD, SSD)
- Active alert control
- Missing updates control
- Customizable dashboard widgets
- Quickly identify problems
- Fast access to management actions



Why? Single pane of glass, faster operations, helps demonstrate MSP value and simplify renewals

Section Summary

- Advanced Backup Pack comes on top of the pay-as –you-go Acronis Cyber Protect Cloud features, including additional powerful features as:
- Continuous Data Protection for protection of clients data event between backups
- Cluster-aware backup of Microsoft SQL Server and Microsoft Exchange Server, that keep Microsoft applications data safe with built-in capabilities for easy back up and recovery

Section Summary

- Application-aware SAP HANA backup that Enable quick, reliable recovery of SAP HANA database servers
- Data compliance reporting and Data Protection Map for complete protection that’s easy, with no important data missed
- Flexible Monitoring and Reporting including single pane of glass, faster operations, helps demonstrate MSP value and simplify renewals

Acronis

Cyber Protect Cloud

Advanced Packs – Disaster Recovery

#Cyb

Disaster Recovery with Cyber Protection

Acronis Cyber Protect Cloud

- File-level, disk-level, image and application backups
- Backup popular workloads like Mac, Windows,
  Linux, Microsoft 365, Google Workspace, Hyper-V, VMware, and more
- Flexible backup storage options
- Acronis Active Protection
- Archive encryption
- Incremental and differential backups
- Antimalware and anti-virus protection
- Vulnerability assessments
- Instant restore with RunVM
- and more…

+

Advanced Disaster Recovery

- Production and test failover to Acronis Cloud
- Runbooks: disaster recovery orchestration
- VPN-less deployment option
- IPsec Multisite VPN support, L2 site-to-site open VPN
- Multiple templates
- Custom DNS configuration
- Free of charge DR testing

Who Needs Disaster Recovery?

Companies that:

- Rely on mission-critical applications and data
- Are subject to regulated compliance requirements
- Are partners in stringent supply chains
- Are located in disaster-prone areas
- Lack technical resources
- Have heavy reliance on IT for business functions
- Lack disaster recovery experience

Key industries:

Financial Services

Healthcare

Legal

Transportation

Business Services

Manufacturing

Construction

Make Disaster Recovery Painless

Disaster recovery for virtual and physical workloads

Backup-based replication of production machines

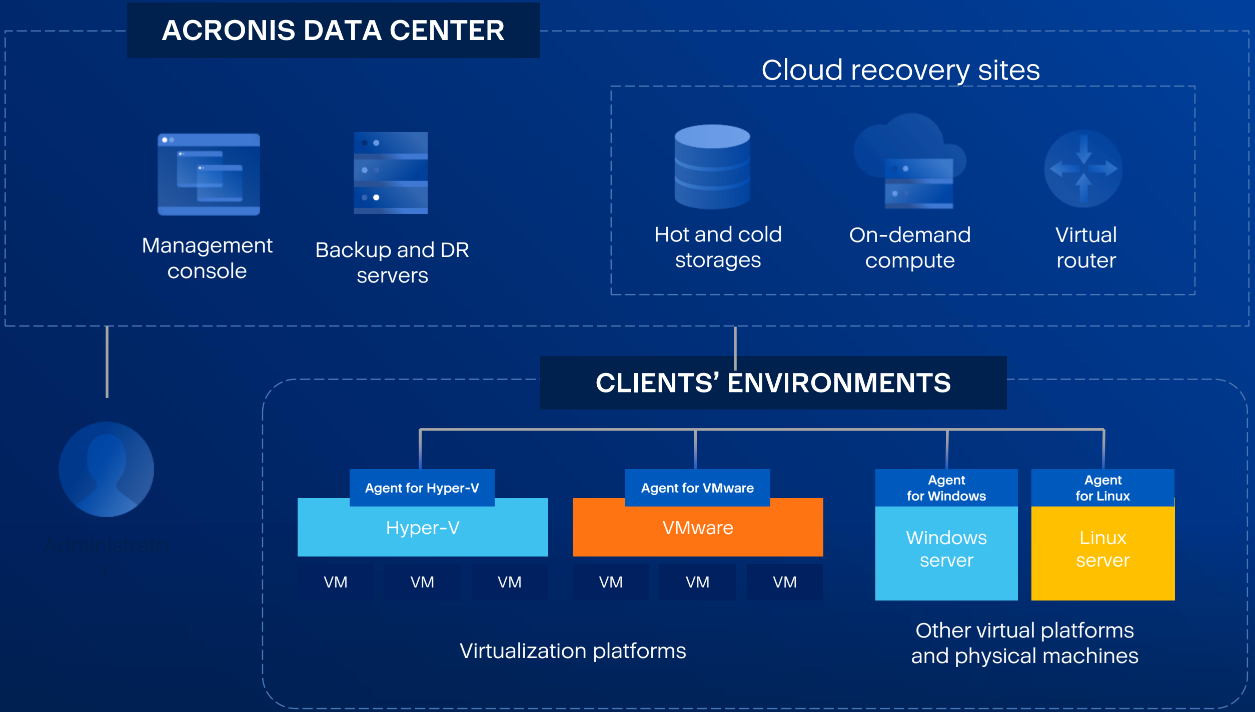
Disaster recovery orchestration with runbooks

Easy extension of local networks to the cloud recovery site

Test failover in isolated environments - without business disruption

Multiple points in time for recovery

Simplify Clients’ Disaster Recovery With a Turn-Key SaaS Solution



ACRONIS DATA CENTER

Management console

Backup and DR servers

Cloud recovery sites

Hot and cold storages

On-demand compute

Virtual router

Administrato
r

CLIENTS’ ENVIRONMENTS

Agent for Hyper-V

Hyper-V

VM VM VM

Agent for VMware

VMware

VM VM VM

Virtualization platforms

Agent for Windows

Windows server

Agent for Linux

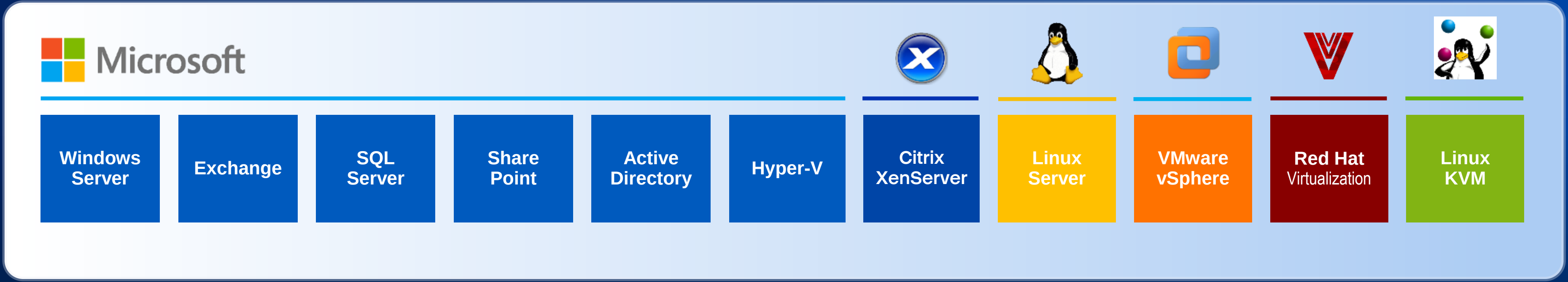
Linux server

Other virtual platforms and physical machines

- ✓ All components out-of-the-box
- ✓ Easier and quicker PoC and deployment stages
- ✓ Single console helps you easily offer disaster recovery for your clients

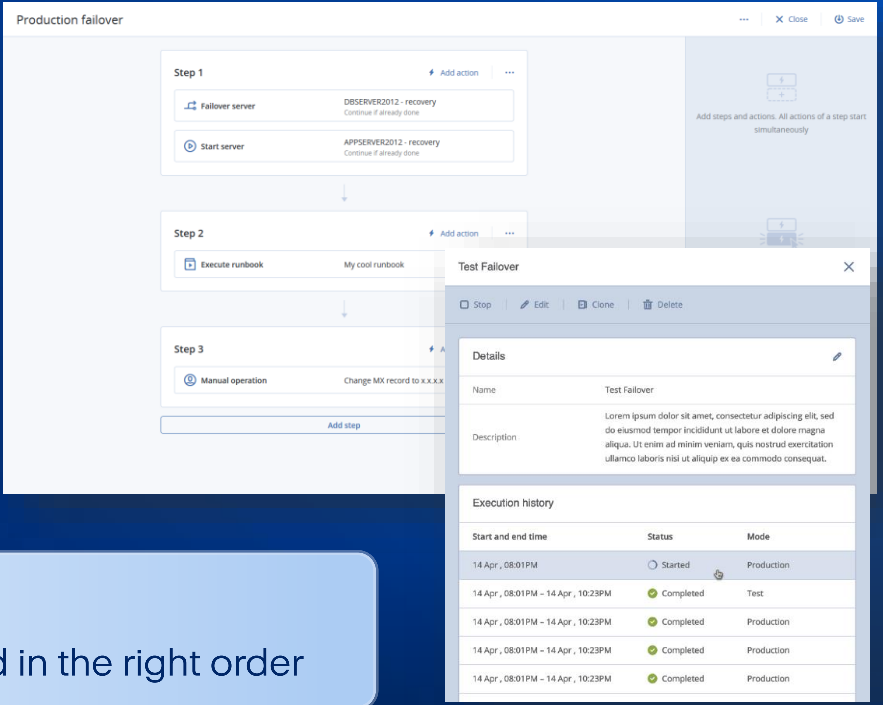
Disaster Recovery for Any Workload

Physical and virtual machines	▪ Windows	▪ Linux
Virtualization platforms	▪ VMware vSphere ▪ Microsoft Hyper-V ▪ Linux KVM	▪ Virtualization ▪ Citrix XenServer
Cloud servers for real-time application replication	▪ For applications with built-in replication like SQL Server AlwaysOn	



Improve RTOs and Automate Disaster Recovery with Runbooks

- Runbooks simplify and speed up failover of multiple machines to a cloud recovery site
- Allows efficient operations to automate failover and testing and ensure systems are recovered in the right order to address interdependencies between applications on different machines



Step 1

Failover server	DBSERVER2012 - recovery Continue if already done
Start server	APPSERVER2012 - recovery Continue if already done

Step 2

Execute runbook	My cool runbook

Step 3

Manual operation	Change MX record to x.x.x.x

Test Failover

Details

Name	Test Failover
Description	Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Execution history

Start and end time	Status	Mode
14 Apr , 08:01PM	○ Started	Production
14 Apr , 08:01PM – 14 Apr , 10:23PM	✓ Completed	Test
14 Apr , 08:01PM – 14 Apr , 10:23PM	✓ Completed	Production
14 Apr , 08:01PM – 14 Apr , 10:23PM	✓ Completed	Production
14 Apr , 08:01PM – 14 Apr , 10:23PM	✓ Completed	Production

Why?

Ensures that all systems are recovered in the right order

Runbooks Improve RTOs and Automate Recovery

Design

Use the intuitive **drag-and-drop editor** to define groups of machines and sequences of action with these groups

Test

Verify the integrity of your disaster recovery plans by executing runbooks in the **test mode** in the web console

Execute

Execute runbooks in a few clicks when the real disaster strikes and minimize RTOs with fast failover and failback of multiple servers

Monitor

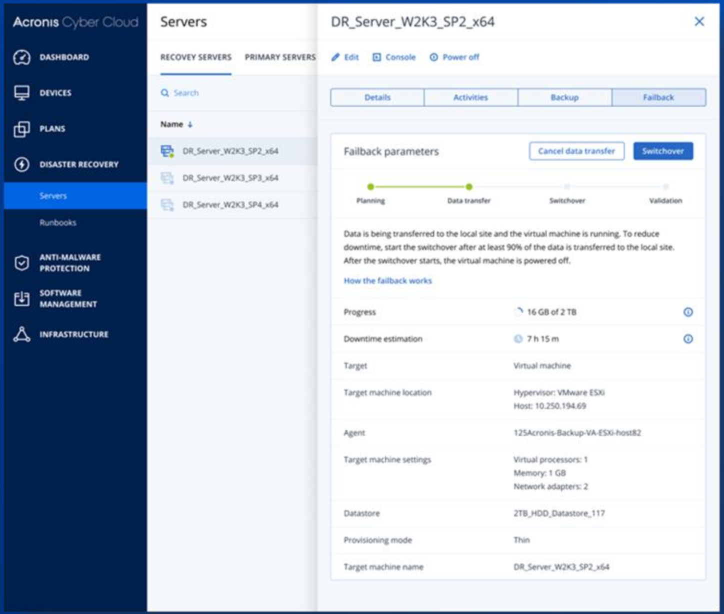
Gain disaster recovery orchestration visibility with a detailed **runbook execution real-time view** and **execution history**

Automated failback for virtual machines

Achieve near-zero downtime

- Achieve best-in-class failback times and safeguard your clients’ data by transferring it to the local site, while the virtual machine in the cloud is still running. Receive system progress updates and expected downtimes estimates to effectively plan the failback process.

  - Streamline your efforts by managing the whole process in one panel
  - Benefit from one of the lowest switchover downtimes on the market
  - Eliminate confusion with easy user instructions in the interface



Data is being transferred to the local site and the virtual machine is running. To reduce downtime, start the switchover after at least 90% of the data is transferred to the local site. After the switchover starts, the virtual machine is powered off.

Progress	16 GB of 2 TB
Downtime estimation	7 h 15 m
Target	Virtual machine
Target machine location	Hypervisor: VMware ESXi Host: 10.250.194.69
Agent	125Acronis-Backup-VA-ESXi-host82
Target machine settings	Virtual processors: 1 Memory: 1 GB Network adapters: 2
Datastore	2TB_HDD_Datastore_117
Provisioning mode	Thin
Target machine name	DR_Server_W2K3_SP2_x64

Why?

Achieve near-zero downtime, ensure business continuity, and safeguard your clients’ data

Section Summary

- Advanced Disaster Recovery Pack comes on top of the pay-as – you-go Acronis Cyber Protect Cloud features, including additional powerful features as:
- Production and test failover to Acronis Cloud
- Runbooks: disaster recovery orchestration and more
- Acronis securely and cost effectively allows you to establish a disaster recovery strategy with minimal effort so you can sleep better at night
- Acronis Disaster Recovery eliminates the need to spend money on a second location, duplicate hardware, and media handling since the solution is ready-made.

Acronis

Cyber Protect Cloud

Advanced Packs – Security

#CyberFit Academy

Cyber Protection with Advanced Security

Acronis Cyber Protect Cloud

- File-level, disk-level, image and application backups
- Backup popular workloads like Mac, Windows,
  Linux, Microsoft 365, Google Workspace, Hyper-V, VMware, and more
- Flexible backup storage options
- Acronis Active Protection
- Archive encryption
- Incremental and differential backups
- Antimalware and anti-virus protection
- Vulnerability assessments
- Instant restore with RunVM
- and more…

+

Advanced Security

- URL filtering
- Exploit prevention
- Enhanced signature-based detection
- Anti-malware scans of data in the Acronis Cloud: Offload client endpoints to enable more aggressive scans and ensure malware-free backups
- Forensics data in backups
- Smart protect plans
- Automatic allowlisting
- Safe recovery: AV definition updates and antimalware scans as part of recovery process to prevent threat recurrence
- Remote device wipe
- Windows anti-malware management

Enhanced protection

Features added by Advanced Security:

- URL filtering
- Exploit prevention
- Anti-malware protection for backed-up data
- Enhanced virus signature database

Features in Acronis Cyber Protect Cloud:

- AI-based static analyzer
- Behavior-based detection
- Anti-ransomware

Expand your security services, earn more and deliver better protection

✓ Increase profitability – up-sell and cross-sell opportunities

✓ Minimize risk for clients with a full-stack anti-malware solution

✓ Cover more attack vectors – stop web-based attacks and exploits

✓ Increase detection rate and speed

✓ Prevent threat recurrence

More Efficient Remediation

Features added by Advanced Security:

- Safe recovery
- Forensics data in backups

Features in Acronis Cyber Protect Cloud:

- Backup and recovery
- Automatic ransomware rollback
- Instant Restore
- Restore to dissimilar hardware
- P2C2V migrations

Enable complete, fast, and cost-effective remediation

- ✓ Ensure breaches are fully remediated with forensic insights
- ✓ Cut remediation costs and ease the process – simplify security investigations with collected digital evidence
- ✓ Protect the recovery process to prevent threat recurrence
- ✓ Store digital evidence in a secure, central repository

Simplified management

Features added by Advanced Security:

- Smart protection plans – auto-adjustment of protection policies
- Auto-allowlist of custom apps
- Malware scans in Acronis Cloud
- Windows native anti-malware management
- Remote device wipe

Features in Acronis Cyber Protect Cloud:

- Centralized protect management
- Monitoring and reporting
- Vulnerability assessments
- Device control – essential data loss prevention (DLP)
- #CyberFit Score – security gap assessments

Improve your engineers' efficiency, save time, and serve more customers better

✓ Manage a single, integrated solution – reduce resources needed to deliver services

✓ Cut costs through solution consolidation

✓ Improve reaction times

✓ Ensure no false positives

✓ Reduce load on clients' endpoints with malware scans in Acronis Cloud

✓ Prevent data leakage from lost or stolen devices

Section Summary

- Advanced Pack Security comes on top of the pay-as –you-go Acronis Cyber Protect Cloud features, including additional powerful features
- Stop more cyberthreats for clients with fewer resources. The Advanced Security add-on extends the endpoint protection capabilities of Acronis Cyber Protect Cloud, enabling you to lower the risks for your clients with full-stack anti-malware protection and remediation services. Simplify deployment, configuration, and management tasks with advanced integration and automation

Acronis

Cyber Protect Cloud

Advanced Management Pack

#CyberFit Academy

Cyber Protection with Advanced Management

Acronis Cyber Protect Cloud

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- Vulnerability assessments
- Instant restore with RunVM
- and more…

+

Advanced Management

- Automated patch management
- Software inventory collection
- Drive health monitor
- Fail-safe patching
- Report scheduling

Comprehensive patch management

Features added by Advanced Management:

- Patch management

Features in Acronis Cyber Protect Cloud:

- Vulnerability assessment

MSPs can proactively prevent exploitation of a wide array of vulnerabilities

- ✓ Keep clients' systems up-to-date
- ✓ Proactively prevent attacks from taking advantage of system vulnerabilities
- ✓ Remediate gaps in clients defenses
- ✓ Enable better vulnerability management with fewer resources

Increased service effectiveness

Features added by Advanced Management:

- Patch management automation
- Fail-safe patching

Features in Acronis Cyber Protect Cloud:

- Auto-discovery
  and remote installation

Increase your engineers productivity and reduce patch management complexity

- Save time and effort while keeping systems up-to-date with automatic patching
- Eliminate the risk from downtime due to failed patches
- Address vulnerabilities faster
- Strengthen compliance – set specific deadlines by which patches must be applied

Efficient maintenance planning

Features added by Advanced Management:

- Software inventory collection
- Drive health monitoring
- Report scheduling

Features in Acronis Cyber Protect Cloud:

- Centralized and group management
- Hardware inventory collection
- #CyberFit Score
- Remote desktop assistance
- Monitoring and reporting

Streamline your workflows, save time, reduce the number of human errors

- ✓ Reduce management burden – more efficient management of clients and their workloads with less resources
- ✓ Ease and increase the efficiency of work planning
- ✓ Gain thorough visibility over data protection, assets and applications
- ✓ Proactively minimize unplanned downtime – due to disk failure
- ✓ Deploy your resources more effectively and efficiently

Section Summary

- Advanced Pack Management comes on top of the pay-as –you-go Acronis Cyber Protect Cloud features, including additional powerful features
- Keep your clients` systems up-to date and simplify protection management
- With Advanced Management, service providers can spend less time juggling solutions and more time focusing on protecting their clients’ data, applications and systems. The add-on package enables automated patch management and easy work planning to reduce your administrative burden.

Acronis

Cyber Protect Cloud

Advanced Pack- Email Security

#CyberFit Academy

Higher profitability

Unlock new revenue streams

✓

Expand/Enhance your stack of services

Expand or enhance your stack of services with email security

✓

Start planning your services' upgrade

Start planning the upgrade of your services without worrying for the time needed to implement, email security is enabled with the flip of a switch.

✓

Upgrade your costs, margins, profitability

Upgrade your costs, margins, profitability, and business plan and secure additional revenue streams

✓

Leverage consumption-based pricing

Leverage pricing per protected mailbox (unique mailbox per user)

Stronger protection

Protect your clients’ #1 threat vector from any attack

✓

Minimize clients’ risks

Minimize risks to clients when communicating via email and stop threats before they reach end-users' Microsoft 365, Google Workspace, or Open-Xchange mailboxes

✓

Prevent email-borne threats

Prevent spam, phishing, business email compromise (BEC), spoofing, malware, malicious URLs, zero-days and APTs (Advanced Persistent Threats)

✓

Block advanced attacks

Block sophisticated attacks that evade conventional defenses: APTs, Zero- and N-days

✓

Cover 100% of traffic

Analyze every bit of content at any scale

✓

Don’t disrupt processes

Ensure minimum delays and receive clear verdict within 3 seconds on average with near-zero false positives, compared to 7-20 mins for sandboxing solutions

✓

Leverage a leading technology

Build your services on top of a leading technology in independent evaluations (SELabs)

Simplified Management

Consolidate and streamline your services while saving time and resources

✓

Consolidate solutions

Manage a single solution integrating email security, backup, disaster recovery, anti-malware, and cyber protection management – reduce resources needed to deliver services

✓

Cut costs

Cut costs through consolidation of solutions

✓

Reduce deployment complexity

Greatly reduce email security deployment complexity, reducing deployment times to a few minutes and eliminating the need for additional configurations

✓

Increase threat visibility

Gain increased visibility over all email security alerts and incidents

✓

Get access to security professionals

Empower your service delivery and security pros teams with direct access to cyber analysts and email security experts

Advanced Email Security: Stop any email-borne threat

Malware and ransomware

Phishing

Business email compromise (BEC)

Internal phishing

Account takeover

Zero-days and APTs

Evasion techniques

Acronis Cyber Protect Cloud with Advanced Email Security powered by PERCEPTION POINT

Improve client security by detecting any email-borne threat before it reaches end-users

Stop phishing and spoofing attempts

Minimize client risks with powerful threat intelligence, signature-based detection, URL reputation checks, unique image-recognition algorithms, and machine learning with DMARC, DKIM, and SPF record checks.

*Product UI supports English only

Catch advanced evasion techniques

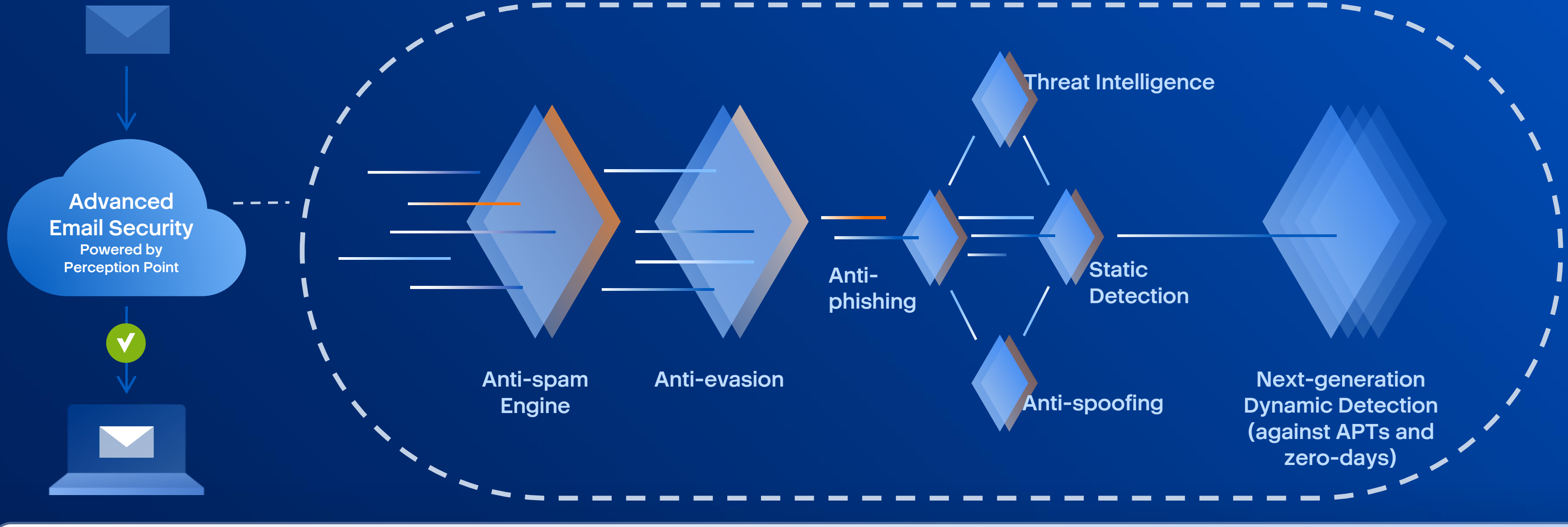
Detect hidden malicious content by recursively unpacking embedded files and URLs and separately analyzing them with dynamic and static detection engines.

Prevent APTs and zero-day attacks

Prevent advanced email threats that evade conventional defenses with Perception Point's unique CPU-level technology, which acts earlier in the attack chain to block exploits before malware is released, delivering a clear verdict within seconds.

Multi-layered protection

7 layers of protection against any email-borne threat



Why?

Block any email-borne threat before it reaches end-users

Unmatched detection speed

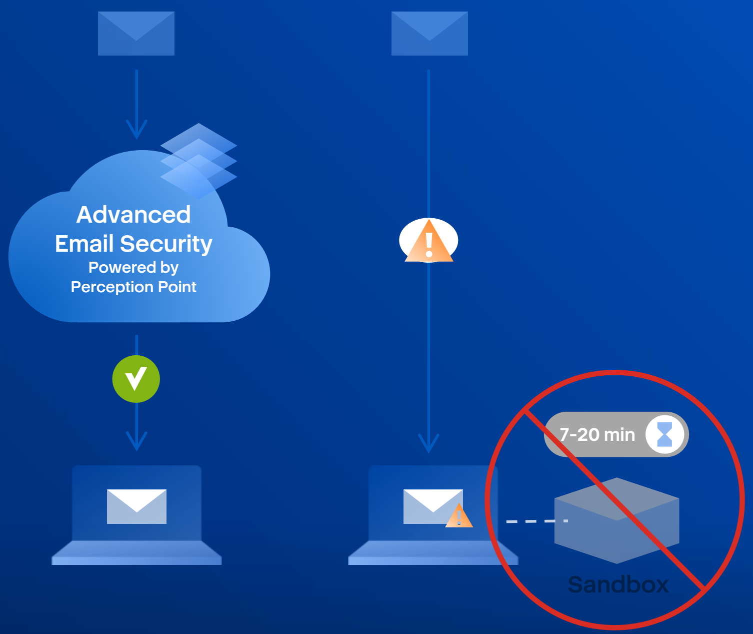
Get proactive and move from detection to prevention due near-zero delays

Legacy sandboxing technologies, are inherently slow: waiting to see how the malware acts, which leads to detection delays and forces CISOs to:

- Move their security solution to detection mode, with post-email delivery analysis
- Scan only a fraction of all incoming data, which leaves gaps in defenses, especially against unknown attack techniques

Moreover, Content Disarm and Reconstruction (CDR) solutions can make harm reconstructed content or make it unusable.

Perception Point's technology shortens content scanning from up to 20 minutes to under 30 seconds, with no tampering of any kind



Enhance your Microsoft 365 native defenses

Excel where native Microsoft defenses fall short – prevent more threats and leverage lightning-fast detection

Functionality	Advanced Email Security (powered by Perception Point)	Microsoft 365
Detection speed	**< 30 sec**	**5-20 mins**
Detection accuracy	•••••	•
Threat coverage	•••••	•••
URL scanning	•••••	••••
Detection of zero-days	•••••	•••
Prevention of APTs	•••••	×
Anti-evasion	•••••	×
Incident response services	•••••	×

Section Summary

- Improve client security, by detecting any email-borne threat before it reaches end-users
- Block email threats – including spam, phishing, business email compromise (BEC), malware, advanced persistent threats (APTs), and zero-days – before they reach end-users' Microsoft 365, Google Workspace, Open-Xchange, or on-premises mailboxes. Leverage a next-gen cloud-based email security solution powered by Perception Point.

Acronis

Cyber Protect Cloud

Advanced Pack- File Sync and Share

#CyberFit Academy

Acronis Cyber Protect Cloud with Advanced File Sync and Share

Take full control over data location, management, and privacy with a superior file sync and share service extended with fully remote notarization, verification, and online signing

Maximize productivity and collaboration

Support your clients' digital transformation with simple file and link sharing, controlled access with custom permissions, eSigning, and file notarization

Mitigate security risks

Leverage a HIPAA-compliant file sync and share service with encryption at rest and in transit, full control over data location, and data authenticity powered by the Ethereum blockchain to record and verify notarizations

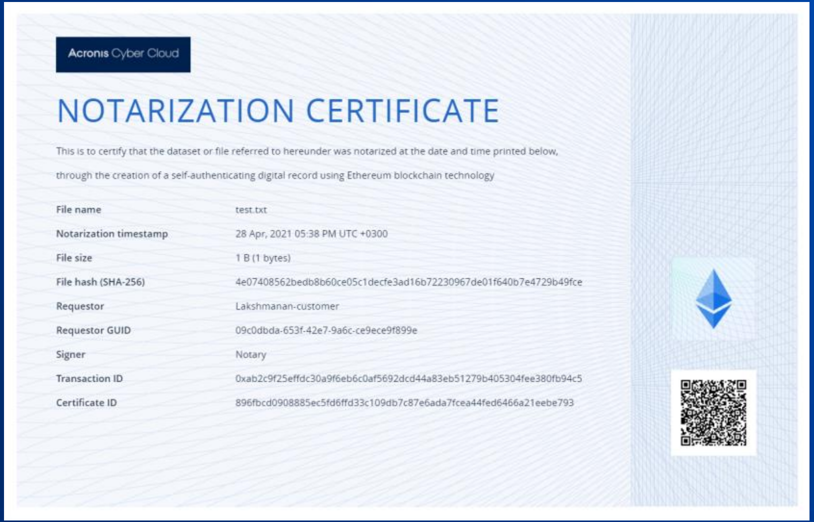
Boost revenue growth

Increase client retention and generate new revenue streams by expanding your offering with an advanced file sync and share service that supports all platforms

Fully remote file notarization

Provide confidence that business data is authentic

- Accelerate the pace of your client's business by digitizing their notarization processes
- Deter fraud and forgery: falsifying records or destroying entries to conceal malicious activity is not possible
- Eliminate the need to rely on a trusted third-party to guarantee immutability of records
- Elevate the credibility of a document
- Generate a time-stamped, blockchain-based certificate
- Prove data is original and unaltered



Acronis Cyber Cloud

NOTARIZATION CERTIFICATE

This is to certify that the dataset or file referred to hereunder was notarized at the date and time printed below, through the creation of a self-authenticating digital record using Ethereum blockchain technology

File name	test.txt
Notarization timestamp	28 Apr, 2021 05:38 PM UTC +0300
File size	1 B (1 bytes)
File hash (SHA-256)	4e07408562bedb8b60ce05c1decfe3ad16b72230967de01f640b7e4729b49fce
Requestor	Lakshmanan-customer
Requestor GUID	09c0dbda-653f-42e7-9a6c-ce9ece9f899e
Signer	Notary
Transaction ID	0xab2c9f25effdc30a9f6eb6c0af5692dcd44a83eb51279b405304fee380fb94c5
Certificate ID	896fbcd0908885ec5fd6ffd33c109db7c87e6ada7fcea44fed6466a21eebe793

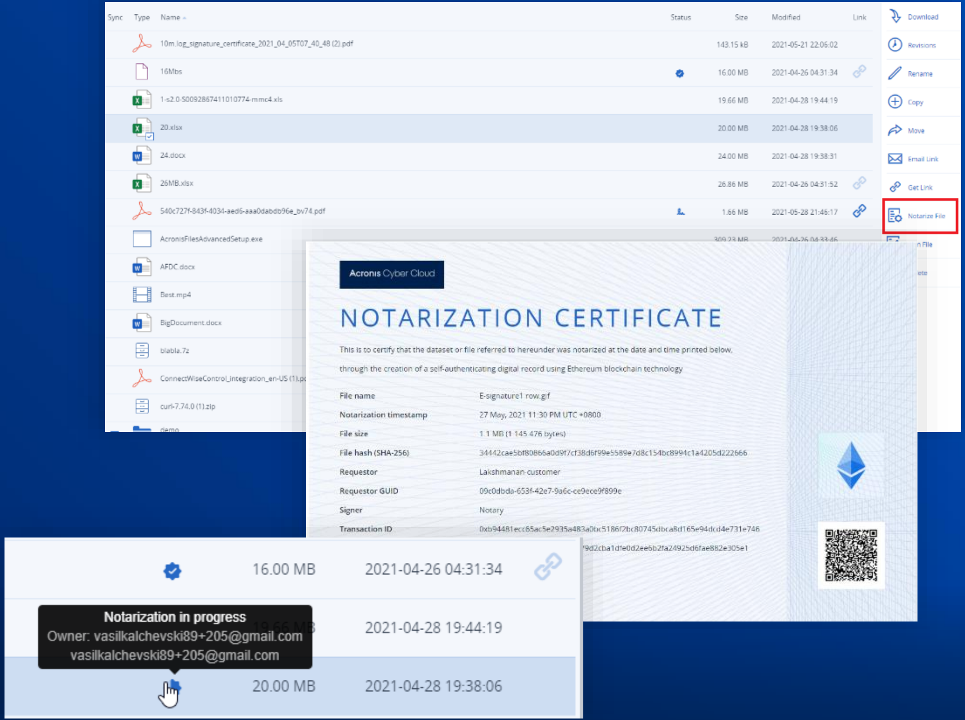
Reduce the cost and time necessary to notarize a file

File Notarization: Step by step

1. Select an existing file you need to notarize directly from the file sync and share interface, or upload a new one
2. Click on the Notarize file button
3. Wait until the file is notarized or check the status: notarization in progress, notarization failed, current version - notarized
4. Receive a certificate when notarization process is finished

Best for:

- Interdepartmental communication request forms
- Media (video, image, recordings, etc.)
- Power of attorney



Sync	Type	Name	Status	Size	Modified	Link
		10m.log_signature_certificate_2021_04_05T07_40_48 (2).pdf		143.15 kB	2021-05-21 22:06:02	
		16Mbs	✓	16.00 MB	2021-04-26 04:31:34	🔗
		1-s2.0-S0092867411010774-mmc4.xls		19.66 MB	2021-04-28 19:44:19	
		20.xlsx		20.00 MB	2021-04-28 19:38:06	
		24.docx		24.00 MB	2021-04-28 19:38:31	
		26MB.xlsx		26.86 MB	2021-04-26 04:31:52	🔗
		540c727f-843f-4034-aed6-aaa0dabdb96e_bv74.pdf		1.66 MB	2021-05-28 21:46:17	🔗
		AcronisFilesAdvancedSetup.exe		309.23 MB	2021-04-26 04:33:46	
		AFDC.docx				
		Best.mp4				
		BigDocument.docx				
		blabla.7z				
		ConnectWiseControl_integration_en-US (1).pd				
		curl-7.74.0 (1).zip				
		demo				

Acronis Cyber Cloud

NOTARIZATION CERTIFICATE

This is to certify that the dataset or file referred to hereunder was notarized at the date and time printed below, through the creation of a self-authenticating digital record using Ethereum blockchain technology

File name	E-signature1 row.gif
Notarization timestamp	27 May, 2021 11:30 PM UTC +0800
File size	1.1 MB (1 145 476 bytes)
File hash (SHA-256)	34442cae5bf80866a0d9f7cf38d6f99e5589e7d8c154bc8994c1a4205d222666
Requestor	Lakshmanan-customer
Requestor GUID	09c0dbda-653f-42e7-9a6c-ce9ece9f899e
Signer	Notary
Transaction ID	0xb94481ecc65ac5e2935a483a0bc5186f2bc80745dbca8d165e94dcd4e731e746 9d2cba1dfe0d2ee6b2fa24925d6fae882e305e1

16.00 MB	2021-04-26 04:31:34
19.66 MB	2021-04-28 19:44:19
20.00 MB	2021-04-28 19:38:06

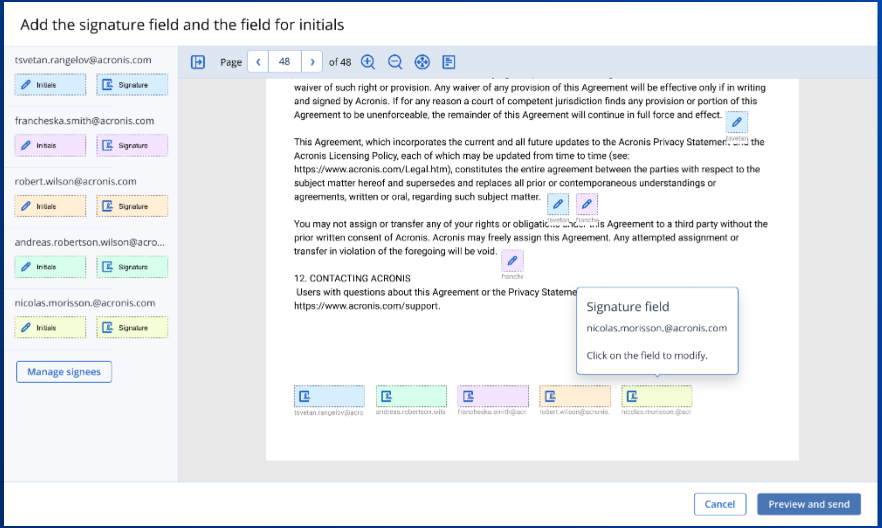
Notarization in progress
Owner: vasilkalchevski89+205@gmail.com
vasilkalchevski89+205@gmail.com

#CyberFit Academy

Embedded eSigning

Streamline and secure document workflows

- Turn data into decisions by enabling clients to quickly sign off on vital documents with an embedded eSignature
- Enable compliance with the relevant regulatory bodies
- Address privacy concerns with the most stringent global security standards and data encryption
- Generate a certificate to guarantee the signature's integrity
- Gain instant status visibility: always know where a file is in the signing process



Add the signature field and the field for initials

waiver of such right or provision. Any waiver of any provision of this Agreement will be effective only if in writing and signed by Acronis. If for any reason a court of competent jurisdiction finds any provision or portion of this Agreement to be unenforceable, the remainder of this Agreement will continue in full force and effect.

This Agreement, which incorporates the current and all future updates to the Acronis Privacy Statemen the Acronis Licensing Policy, each of which may be updated from time to time (see: https://www.acronis.com/Legal.htm), constitutes the entire agreement between the parties with respect to the subject matter hereof and supersedes and replaces all prior or contemporaneous understandings or agreements, written or oral, regarding such subject matter.

You may not assign or transfer any of your rights or obligatic is Agreement to a third party without the prior written consent of Acronis. Acronis may freely assign this Agreement. Any attempted assignment or transfer in violation of the foregoing will be void.

12. CONTACTING ACRONIS
Users with questions about this Agreement or the Privacy Stateme
https://www.acronis.com/support.

Signature field
nicolas.morisson.@acronis.com

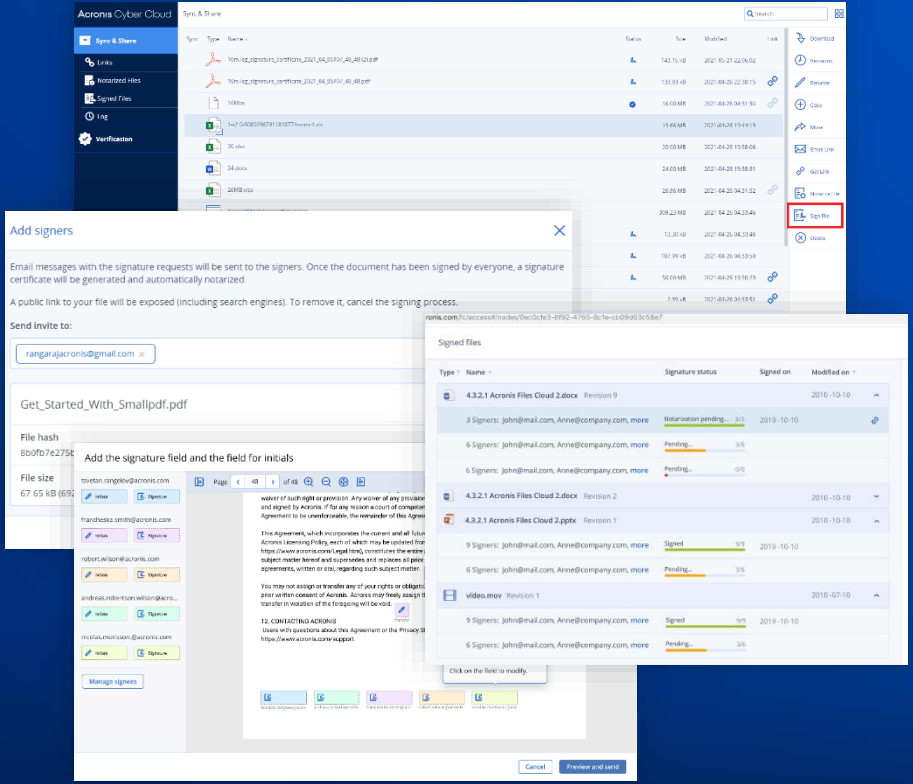
Click on the field to modify.

Why?

Eliminate manual tasks, reduce errors, and increase convenience for your clients

eSigning: Step by step

1. Select an existing file you need to eSign directly from the file sync and share interface, or upload a new one
2. Click on the Sign file button
3. Specify the signers by inserting their email addresses
4. All participants authenticate themselves, then sign the file online with embedded eSignatures
5. When all signatures are sent, the requestor receives a certificate, proving the integrity of the signatures
6. You can then get and email a link to an eSigned document



Add signers

Email messages with the signature requests will be sent to the signers. Once the document has been signed by everyone, a signature certificate will be generated and automatically notarized.

A public link to your file will be exposed (including search engines). To remove it, cancel the signing process.

Send invite to:

rangarajacronis@gmail.com ×

Get_Started_With_Smallpdf.pdf

File hash
8b0fb7e275b

File size
67.65 kB (692

Add the signature field and the field for initials

tsvetan.rangelov@acronis.com
francheska.smith@acronis.com
robert.wilson@acronis.com
andreas.robertson.wilson@acro...
nicolas.morisson.@acronis.com

waiver of such right or provision. Any waiver of any provision
and signed by Acronis. If for any reason a court of competen
Agreement to be unenforceable, the remainder of this Agree

This Agreement, which incorporates the current and all futur
Acronis Licensing Policy, each of which may be updated fron
https://www.acronis.com/Legal.htm), constitutes the entire
subject matter hereof and supersedes and replaces all prior
agreements, written or oral, regarding such subject matter.

You may not assign or transfer any of your rights or obligatic
prior written consent of Acronis. Acronis may freely assign th
transfer in violation of the foregoing will be void.

12. CONTACTING ACRONIS
Users with questions about this Agreement or the Privacy St
https://www.acronis.com/support.

Click on the field to modify.

ronis.com/fc/access#/nodes/0ec0cfe3-8f92-4765-8c1e-cb09d63c58e7

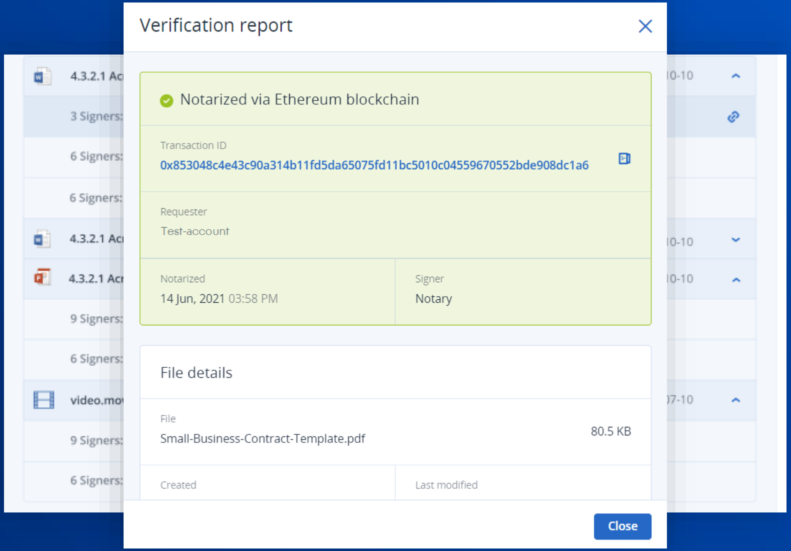
Signed files

Type	Name	Signature status	Signed on	Modified on
	4.3.2.1 Acronis Files Cloud 2.docx Revision 9			2010 -10-10
	3 Signers: John@mail.com, Anne@company.com, more	Notarization pending... 3/3	2019 -10-10	
	6 Signers: John@mail.com, Anne@company.com, more	Pending... 3/6		
	6 Signers: John@mail.com, Anne@company.com, more	Pending... 0/0		
	4.3.2.1 Acronis Files Cloud 2.docx Revision 2			2010 -10-10
	4.3.2.1 Acronis Files Cloud 2.pptx Revision 1			2010 -10-10
	9 Signers: John@mail.com, Anne@company.com, more	Signed 9/9	2019 -10-10	
	6 Signers: John@mail.com, Anne@company.com, more	Pending... 3/6		
	video.mov Revision 1			2010 -07-10
	9 Signers: John@mail.com, Anne@company.com, more	Signed 9/9	2019 -10-10	
	6 Signers: John@mail.com, Anne@company.com, more	Pending... 3/6		

Auditing and file verification

Enable trusted and independent file verification

- Empower your clients with an enterprise-class audit trail, including a history of all transactions
- Drastically reduce the cost and time necessary to conduct an audit
- Verify that a document is unchanged, or confirm that it's been changed, by leveraging the Ethereum blockchain
- Integrate the data verification process within notarization and eSignature



Verification report

✓ Notarized via Ethereum blockchain

Transaction ID
0x853048c4e43c90a314b11fd5da65075fd11bc5010c04559670552bde908dc1a6

Requester
Test-account

Notarized
14 Jun, 2021 03:58 PM

Signer
Notary

File details

File
Small-Business-Contract-Template.pdf
80.5 KB

Created

Last modified

Why?

Automate the process with conclusive verification. No intermediary needed.

File verification:
Step by step

After a file is notarized, signed or both, clients can verify it at any time. Two options are possible:

1. File verification directly from the file sync and share interface:

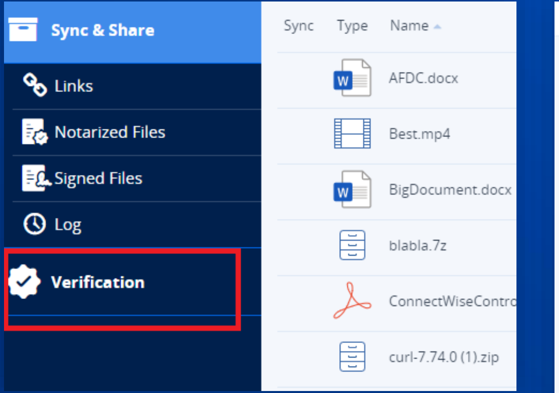
a. Select an existing file you need to verify or upload a new one

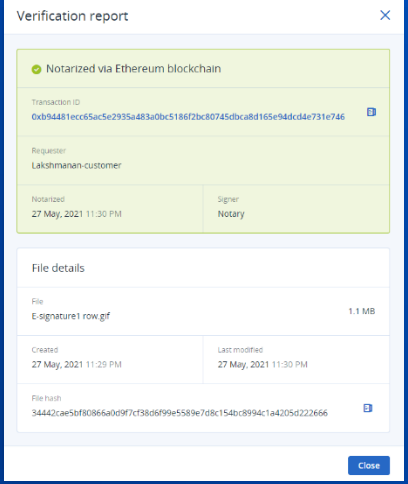
b. Check the status of the document

2. File verification through the blockchain ledger:

a. Copy the Transaction ID from the notarization certificate

b. Paste it here: https://ropsten.etherscan.io/




Verification report

Notarized via Ethereum blockchain

Transaction ID
0xb94481ecc65ac5e2935a483a0bc5186f2bc80745dbca8d165e94dcd4e731e746

Requester
Lakshmanan-customer

Notarized
27 May, 2021 11:30 PM

Signer
Notary

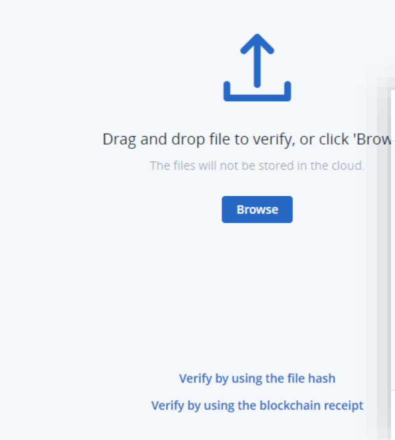
File details

File
E-signature1 row.gif
1.1 MB

Created
27 May, 2021 11:29 PM

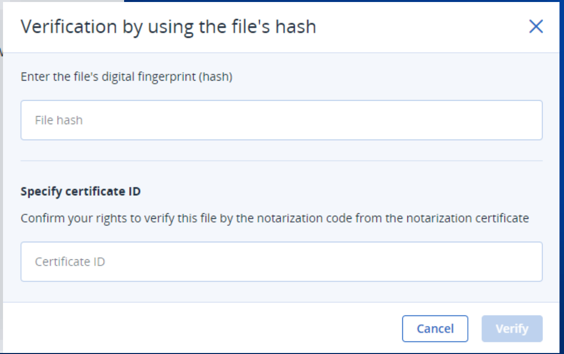
Last modified
27 May, 2021 11:30 PM

File hash
34442cae5bf80866a0d9f7cf38d6f99e5589e7d8c154bc8994c1a4205d222666


Drag and drop file to verify, or click 'Brow

The files will not be stored in the cloud.

Browse
Verify by using the file hash
Verify by using the blockchain receipt


Verification by using the file's hash

Enter the file's digital fingerprint (hash)

File hash

Specify certificate ID

Confirm your rights to verify this file by the notarization code from the notarization certificate

Certificate ID

Drive transformation across industries

Healthcare

- **Share** patient documents and records **without violating any regulations**
- **Access medical records from a mobile device** and make any needed changes while on the go
- **Notarize and electronically sign** patient onboarding processes, patient intake forms, billing and consent documents

Education

- **Meet regulatory requirements** with secure cloud storage, and complete audit trails that show who accessed which records and when
- **Automate the processes** of handling administrative documents
- **Get student and other contracts eSigned** quickly and effortlessly
- Confirm that **a creative work originated** on a certain date

Financial services

- **Monitor and report** on content access, permissions, and sensitive data like customer information, financial assets, and PII
- Manage content lifecycle through **retention policies**
- **Securely capture eSignatures** for account openings, consumer loans, internal approvals, employee policy agreements, etc.

Section Summary

- Advanced File Sync and Share offer secure collaboration services with imbedded data authenticity
- Improve the collaboration and productivity of your clients' teams. The Advanced File Sync and Share pack extends Acronis Cyber Protect Cloud's integrated secure file-sharing capabilities with fully remote notarization, verification, and electronic signing. Ensure data authenticity and reduce fraud by layering advanced features on top of the essential, pay-as-you-go service.
- Ensure the integrity of business-critical data .Take full control over data location, management, and privacy with a superior file sync and share service. Includes a transaction ledger to enable notarization and eSigning capabilities, and supports all platforms.

What’s Next?

#CyberFit Academy

Review the Materials

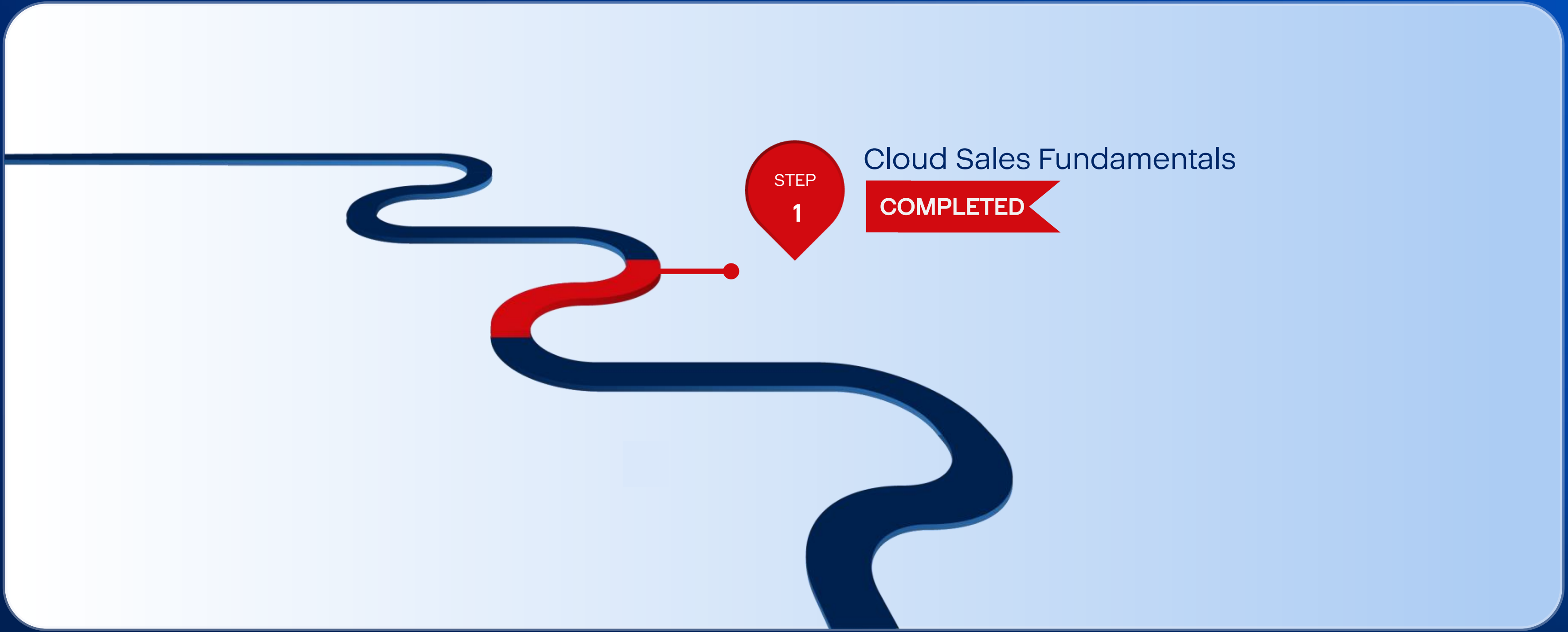
Download and review the course materials

Re-watch the videos as many times as you'd like

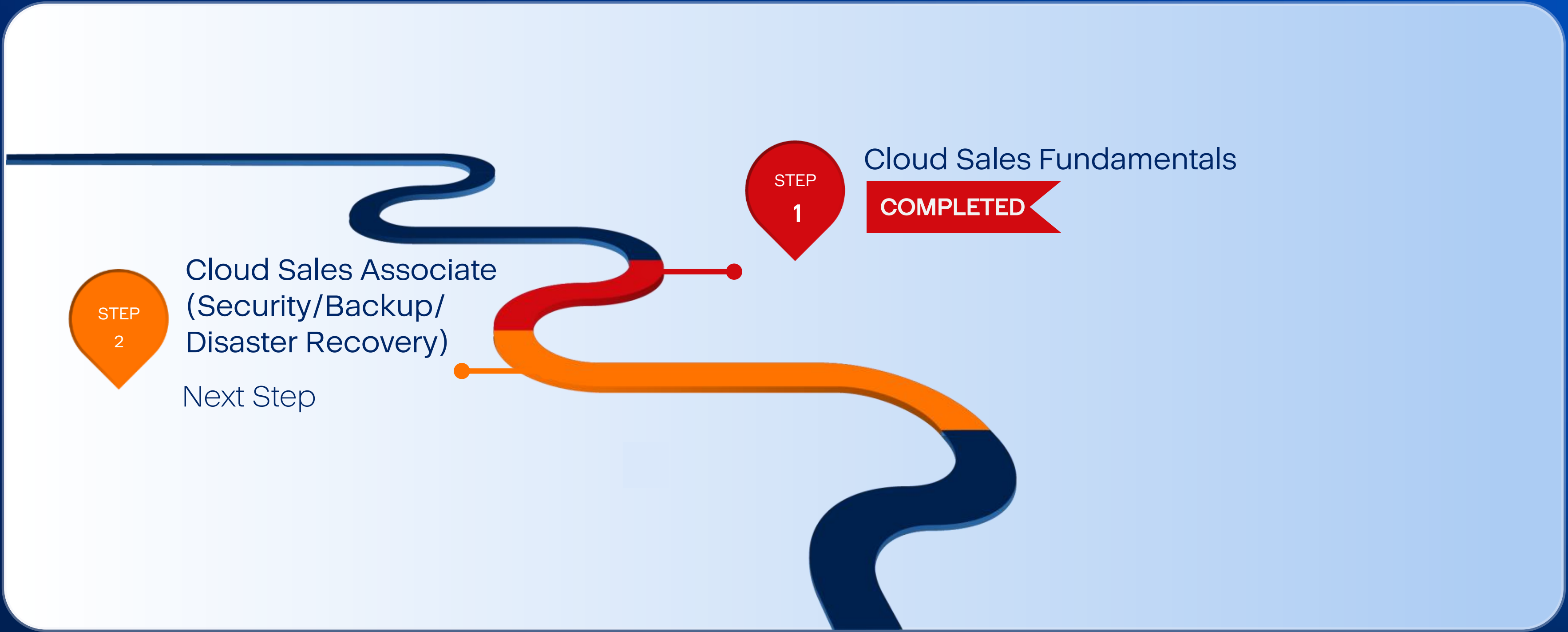
Take your test

- 20 MCQ questions
- 60 Minutes working time
- 70% Passing Grade
- Two Attempts given
- Open Book

Certification Track



Certification Track



STEP 1

Cloud Sales Fundamentals

COMPLETED

STEP 2

Cloud Sales Associate (Security/Backup/ Disaster Recovery)

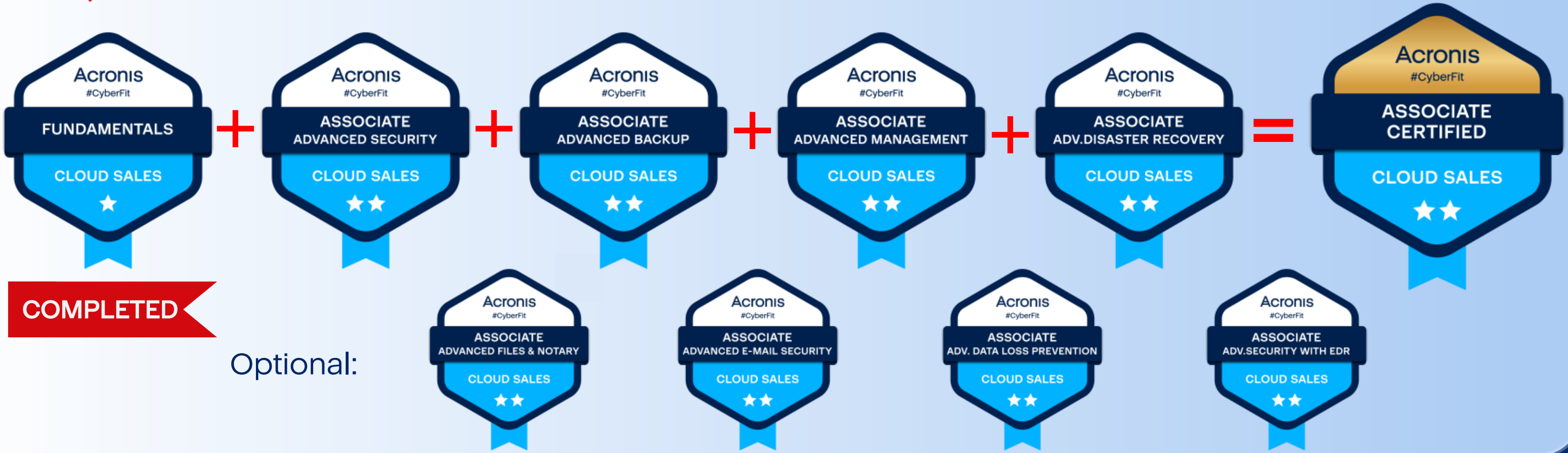
Next Step

Certification Track

STEP
1

Acronis #CyberFit Cloud Sales Associate Certifications

Consists of the following courses (specializations)



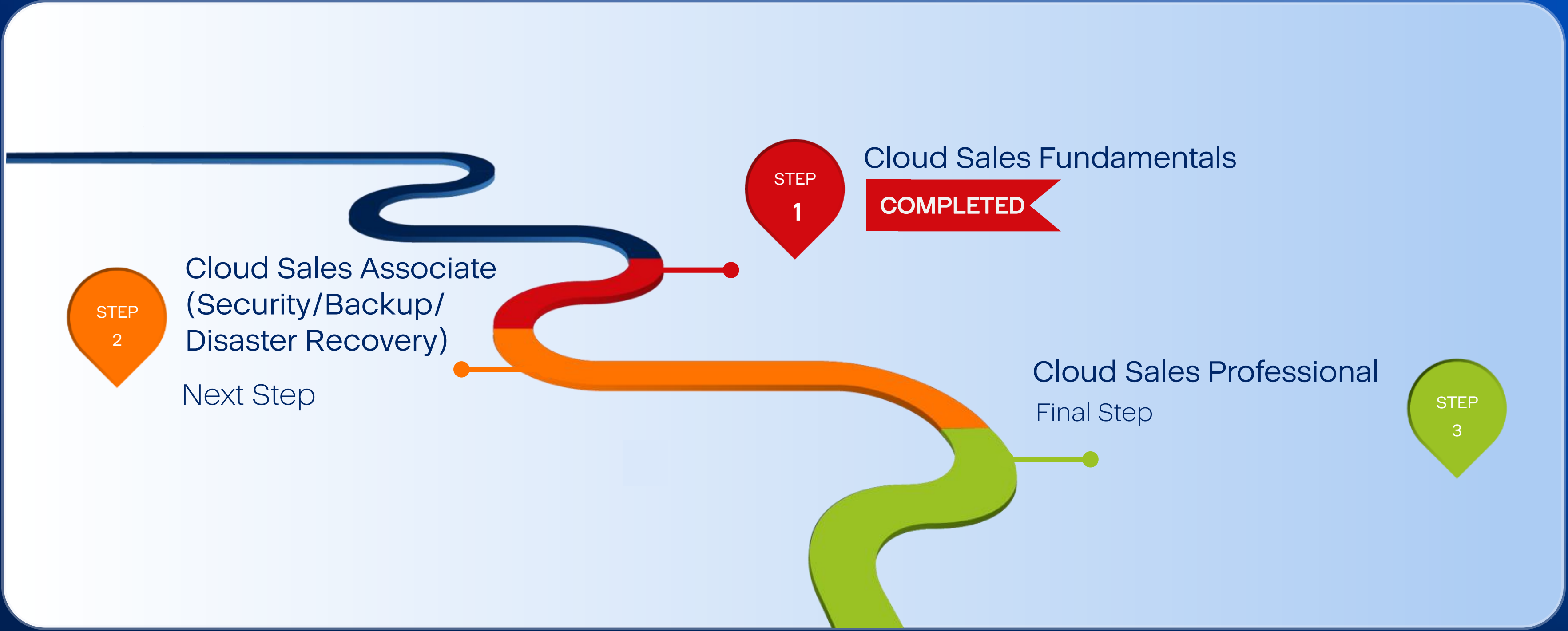
Acronis #CyberFit FUNDAMENTALS CLOUD SALES ★ + Acronis #CyberFit ASSOCIATE ADVANCED SECURITY CLOUD SALES ★★ + Acronis #CyberFit ASSOCIATE ADVANCED BACKUP CLOUD SALES ★★ + Acronis #CyberFit ASSOCIATE ADVANCED MANAGEMENT CLOUD SALES ★★ + Acronis #CyberFit ASSOCIATE ADV.DISASTER RECOVERY CLOUD SALES ★★ = Acronis #CyberFit ASSOCIATE CERTIFIED CLOUD SALES ★★

COMPLETED

Optional:

- Acronis #CyberFit ASSOCIATE ADVANCED FILES & NOTARY CLOUD SALES ★★
- Acronis #CyberFit ASSOCIATE ADVANCED E-MAIL SECURITY CLOUD SALES ★★
- Acronis #CyberFit ASSOCIATE ADV. DATA LOSS PREVENTION CLOUD SALES ★★
- Acronis #CyberFit ASSOCIATE ADV.SECURITY WITH EDR CLOUD SALES ★★

Certification Track



STEP 1

Cloud Sales Fundamentals

COMPLETED

STEP 2

Cloud Sales Associate (Security/Backup/ Disaster Recovery)

Next Step

STEP 3

Cloud Sales Professional

Final Step

Other Acronis Resources

- Inside Sales
- Field Sales
- Partner Success Managers
- Solution Engineers
- Sales Enablement Team
- Partner Portal for More #CyberFit Academy Training Courses

Supplemental Materials

The Evangelism Team at Acronis will be periodically releasing new content

Please check back often

Check email for #CyberFit Academy Updates

https://kb.acronis.com/academy

Social Media Accounts

- Instagram: https://www.instagram.com/acronis
- Facebook: https://www.facebook.com/acronis
- Twitter: https://twitter.com/Acronis
- Reddit: https://www.reddit.com/r/acronis
- YouTube: https://www.youtube.com/user/Acronis

Acronis
Cyber Foundation

Building a More
Knowledgeable Future

Create, Spread and Protect Knowledge with Us!

www.acronis.org

Building New Schools
Publishing Education Programs
Publishing Books

#CyberFit Academy