

Acronis Cyber Cloud

***Primi Passi
per Service Provider***



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Acronis Cyber Protect Cloud

One platform, one agent, all within one protection plan. Complete coverage of NIST Framework: Govern, Identify, Protect, Detect, Respond and Recover

DATA PROTECTION

Backup

- Backup of 30+ workload types
- Full-image and file-level backups
- Application-aware backup
- Agentless backup for major hypervisors
- Local and cloud storage
- Immutable and geo-redundant storage
- Encryption and deduplication
- Ransomware-proof backup
- One-click mass recovery
- Malware-free recovery
- Continuous data protection
- Off-host validation, replication and conversion to VMs
- Backup validation via AI-assisted boot screenshot analysis
- Instant restore for VMs
- Physical-virtual cloud migrations
- Backup notarization

Microsoft 365

- Exchange Online, SharePoint Online, OneDrive, Teams, OneNote
- Back up to Acronis Cloud or to Microsoft DC
- Email archiving
- Group management

Direct Backup to Public Cloud

- Direct backup to any S3-compatible storage

Disaster Recovery

FREE

- Test failover
- Cloud-only VPN connection

Disaster Recovery

- Production and test failover to Acronis Cloud or Microsoft Azure
- Orchestration with runbooks
- AI-assisted, automated test failover
- Fast, automated fallback with near-zero downtime
- Multiple connectivity options:
 - IPsec Multisite VPN, L2 site-to-site open VPN, cloud-only VPN

CYBERSECURITY

Detection and Response

FREE

- AI-based anti-malware protection
- #CyberFit Score (security posture assessment)
- Device control

Endpoint Detection and Response (EDR)

- Gen AI-guided incident investigation, analysis, automated response
- Single-click response, including attack-specific rollback and recovery
- Next-generation antivirus (NGAV)
- Anti-ransomware protection
- Zero-day and exploit protection
- URL filtering
- Anti-malware scans of backups

Extended Detection and Response (XDR)

- Includes all the features of Advanced Security + EDR
- Extended endpoint protection with visibility and response across most vulnerable attack surfaces: email, identity, Microsoft 365 apps, network
- Gen AI-guided incident investigation, analysis, response and recovery

Managed Detection and Response (MDR)

- 24/7/365 Continuous monitoring with expedited investigation from security analysts
- Event triage, prioritization and rapid response including recovery

Data Loss Prevention (DLP)

- Control sensitive data transfers across local and network channels
- Prebuild data classifiers for common regulatory frameworks
- Automatic client-specific DLP policy creation and extension

SaaS Security

Email Security

- Phishing and quishing prevention
- Business email compromise prevention
- Malware protection
- APT and zero-day protection
- Account takeover detection
- Incident response service
- Microsoft 365, Google Workspace, Exchange and any SMTP supporting email service

Collaboration Security

- Microsoft 365 SharePoint, OneDrive and Teams security protection
- Malware protection
- APT and zero-day protection
- Incident response service

Security Posture Management for Microsoft 365

- Multitenant Microsoft 365 management
- Security posture baselines
- On-demand security audits
- Continuous monitoring of security posture
- Automatic and manual remediation of risks
- User onboarding and offboarding

Security Awareness Training

- Rich and engaging library of training courses
- Phishing simulation and exercises
- Mobile-friendly learning experience
- Available in multiple major languages

OPERATIONS

RMM

FREE

- Device Sense™ discovery
- Hardware inventory
- Vulnerability assessments for third-party Windows apps
- Remote desktop (RDP)

Remote Monitoring and Management (RMM)™

- Vulnerability assessments for Microsoft products, Apple and third-party applications and Linux
- AI-assisted patch management
- Fail-safe patching
- DeployPilot™ for AI-enhanced software deployment
- ML-based monitoring
- Auto-response actions
- AI-enabled remote scripting
- Remote desktop and assistance: advanced features
- Geolocation tracking for devices
- Software inventory

PSA

Professional Services Automation (PSA)

- Billing and invoicing
- Service desk
- Time tracking
- Contracts and quotes
- Project management
- Stock inventory management
- KPI reporting

Billing mode

New customer wizard

Before

1. Provide general information

2. Select services

Select the services and editions that you want to enable for the tenant.

Cyber Protect

All-in-one cyber protection solution that integrates advanced data protection, file sync and share, file notarization and e-signing, and physical data shipping functionality.

Protection

Provides all aspects of cyber protection for workloads through backup, antivirus, anti-malware, anti-ransomware, monitoring, management, and disaster recovery functionality.

Select a billing mode

Per workload

The billing is based on the number of protected workloads, and cloud storage is charged separately.

Standard Protection

- Advanced Backup
- RMM
- Advanced Security + XDR
- Advanced Email Security
- Advanced Security Awareness
- Advanced Data Loss Prevention

Cloud resources

Select a destination for backups and a location for cloud resources

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Backup storage

Backup storage (S1)

3. Configure services

Select and configure the specific service features (offering items). You can limit the use of the selected offering items by specifying soft and hard quotas, or keeping them unlimited.

Cyber Protect

Protection	File Sync & Share	Advanced Automation (PSA)	Physical Data Shipping
Standard Protection			
Workstations			Unlimited
Servers			Unlimited
Virtual machines			Unlimited
Network-attached storages (NAS)			Unlimited
Web hosting servers			Unlimited
Mobile devices			Unlimited
Microsoft 365 seats			Unlimited
Mailboxes			

After

1. General information

2. Billing information

3. Administrator

SERVICES (OPTIONAL)

- Cyber Protection
- PSA
- Physical Data Shipping
- Acronis Support
- File Sync & Share

Billing mode

Solution-based (per workload) (NEW)

To simplify provisioning and billing, select from pre-built solution packages that bundle commonly used services for workload protection, monitoring, and management.

Service-based (per workload)

To simplify provisioning and billing, select from pre-built solution packages that bundle commonly used services for workload protection, monitoring, and management.

Service-based (per gigabyte)

For maximum flexibility, customize protection and management for each workload by combining standard and advanced features. Billing is based on consumed storage.

Configuration

Security and RMM

Comprehensive cybersecurity - antivirus, anti-malware, Active Protection, email security and EDR/XDR threat detection, paired with remote network management, EDR, XDR, MDR, data loss prevention, and disaster recovery for various types of endpoints and cloud workloads.

Name	Soft/Hard quotas
Endpoints	Unlimited
Microsoft 365 seats	Unlimited
Google Workspace seats	Unlimited

Backup and Disaster Recovery

Reliable data protection with backup, disaster recovery in Acronis Cloud or Azure, and email archiving.

Name	Soft/Hard quotas
Workstations	Unlimited
Servers	Unlimited
Virtual machines	Unlimited
Mobile devices	Unlimited
Websites	Unlimited

Acronis

DEMO

1. **Branding** del service provider
2. Creazione **nuovo cliente** e **provisioning** quote di servizio
3. **Installazione/registrazione** agent
4. Personalizza lista Dispositivi: Piani, Quote in vista
5. **FREE** : Inventario HW, Desktop Remoto, Vulnerabilità (solo OS)
6. **RMM**: Inventario SW
7. **EDR**: Antimalware con EDR
8. **RMM**: Scansione Vulnerabilità e Gestione Patch
9. **RMM**: Monitoring
10. **RMM**: Cyber Script
11. **RMM**: Remote Desktop and assistance - NEAR based
12. **BACKUP**: Piano Backup Intera Macchina
13. **DR**: aggiungere DR al backup su cloud Disaster Recovery
14. Notifiche
15. Panoramica e Report Operazioni
16. Utilizzo corrente dei servizi
17. Report Utilizzo

ACCA

Cos'è ?

Uno strumento offerto gratuitamente da Avangate Security per facilitare il calcolo dei costi associati a ciascun tenant Acronis Cyber Cloud.

Come lo ottengo ?

Nell'AREA PARTNER (<https://nova.avangate.it>)

Supporto → Inserisci una richiesta

Tipo: Acronis Cyber Cloud billing tool (ACCA)

Come si attiva

Alla prima esecuzione del tool, dovrai configurarlo con una chiave API, per ciascuno dei tuoi tenant Acronis ed attendere l'abilitazione da parte di Avangate Security.

Risorse

Slide di questa presentazione (PDF)

GoToWebinar → Documenti

Acronis Cyber Protect Cloud - Caratteristiche generali

<https://www.acronis.com/it/products/cloud/cyber-protect/features/>

Guide in linea, Release Notes, Knowledgebase, Video Quick Tips

<https://www.acronis.com/it-it/support/documentation/>

Webinar Registrati

www.avangate.it/eventi → <ARCHIVIO WEBINAR>

Spazio interattivo

*Sezione Domande del pannello GoToMeeting,
per scrivere le vs domande.*

Mano alzata per chiedere di aprire il microfono.



contatti per i partner

Login AREA PARTER Avangate Security
<https://nova.avangate.it>

Chat	In alto a destra:	LiveSupport
Telefono	In alto a sinistra:	Linea Diretta Partner
Ticket	Menu Supporto:	Inserisci una richiesta

AVANGATE
SECURITY



Roberto Novasconi

GRAZIE

Acronis

