

# ALTARO for Office365 BACKUP MSPs

Altaro Office 365 Backup for MSPs enables you to back up and restore all your customers' Office 365 mailboxes through a centralised multi-tenant online console, on a monthly subscription.



## Multi-tenancy

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



## Pay per mailbox per month

Pay one fee per mailbox, per month - this includes backups, storage, support and management console.



## No contracts

No annual commitment. Minimum monthly payment of only 30 mailboxes across all your customers. Scale to tens of thousands of mailboxes.



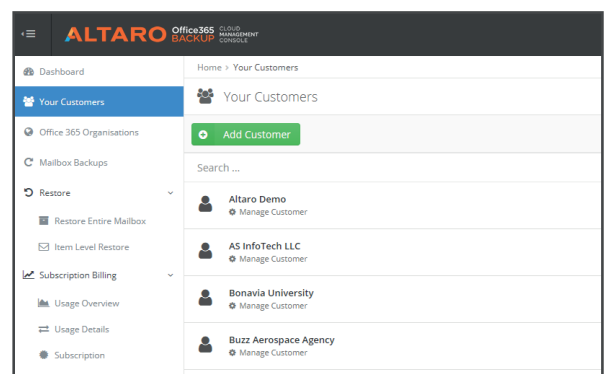
## Storage is provided

Unlimited backup storage (within reason) on Altaro's Azure infrastructure, so you don't need to set up your own servers.

Developed for Managed Service Providers (MSPs), Altaro Office 365 Backup for MSPs enables you to provide your customers with backup and recovery services for Office 365 mailboxes, backing up their Office 365 emails to Altaro's Microsoft Azure infrastructure.

## Benefits of the Altaro Office 365 Backup for MSPs subscription program

- **Unbeatable value:** Ask us about our advantageous pricing; you are then free to establish your own pricing model. Volume discounts apply for 500+ mailboxes, making it even more cost-effective for you as you scale to tens of thousands of mailboxes.
- **Low monthly requirement to get started:** Start off by paying for a minimum of 30 mailboxes per month across all your customers combined.
- **No extras fees:** You get access to all product features across all your customers, our unlimited storage on Microsoft Azure infrastructure for backups, and our multi-tenant console for centralised management of all your Altaro Office 365 Backup customer accounts.
- **Lightning Fast Call Response Guarantee:** 22-second average support call pickup, live chat, speak directly with an expert, no tier 1 agents or gatekeepers.



Sign up for your 30-day trial  
[www.altaro.com/office-365-msp](http://www.altaro.com/office-365-msp)

# Why do I need a backup solution for my customers' Office 365 mailboxes?

There's a common misconception that Microsoft fully backs up Office 365 data as part of the subscription, but this is not the case.

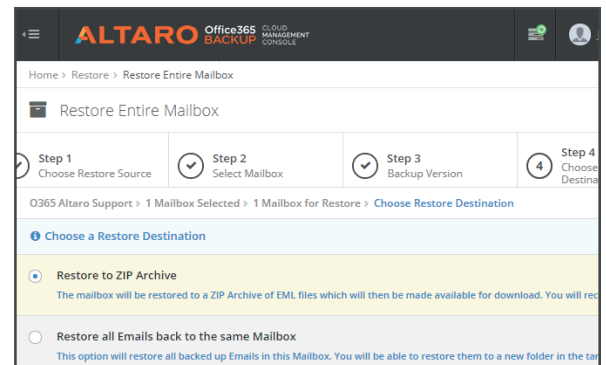
- **Microsoft doesn't provide native options to back up Office 365 mailboxes** - Microsoft is responsible for providing the necessary infrastructure and ensuring Office 365 works, but it's the customer's responsibility to protect its Office 365 data.
- **Microsoft cannot help with unexpected data loss or damage** - Having a solid backup solution in place ensures that even if mailbox items disappear from the network or are rendered useless, the customer has access to a backed-up copy, eliminating problems or repercussions that could arise from the missing data.
- **Problems with accessing and searching email data** - Without a single backup location for a company's mailboxes, this data cannot be protected and stored centrally for easy access, searching and recovery.

**That's why you need to back up Office 365 mailboxes.**

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

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

- **Central multi-tenant management:**  
Manage and monitor all your customers' Office 365 mailboxes through Altaro's ground-breaking, multi-tenant cloud-based management console.
- **Pay per mailbox, per month:**  
Pay a single fee per mailbox per month, covering back up, storage, use of our management console, and support. No contracts or upfront costs!
- **No local storage infrastructure or software required:**  
You don't have to think about setting up your own servers to save backups to, or worry about SLAs - backups are saved to Altaro's Microsoft Azure infrastructure as part of the package.
- **Recurring revenue:** Charge your customers a recurring monthly fee at the price point you decide on!
- **Flexibility:** Add or remove mailboxes as needed. You only pay for those backed up per month.



Sign up for your 30-day trial  
[www.altaro.com/office-365-msp](http://www.altaro.com/office-365-msp)

**ALTARO**

[www.altaro.com](http://www.altaro.com) | [sales@altaro.com](mailto:sales@altaro.com)

Tel (UK). +44 (0) 203 397 6280  
Tel (US). +1 (919) 251 6279  
Tel (GER). +49 89 20802 6955



**Microsoft** Partner  
Gold Application Development

Authorized Distributor