

	MAXBACKUP	DATTO BACKUP	ACRONIS	STORAGECRAFT	INTRONIS	MOZY	CARBONITE	SYMANTEC NETBACKUP	VEAAM BACKUP	ASIGRA	EVault
HYBRID CLOUD	✓	✓	✓	✓	✓	✓	✓	✓	Both, independently	✓	✓
PROVIDER CLOUD	✓	✗	✗	✗	✗	✗	✗	✓	✓	✓	✗
BACKUP METHODS	File based	Image & Appliance	File based & Image	Image	Image	File based	File & Appliance	File based & Image	Image	File based	Image & Appliance
BEST FOR...	Data Loss Data Corruption Application DR Machine Failure DR Recovery to VM	Machine Failure DR	Machine Failure DR	Machine Failure DR	Machine Failure DR	File restores	Machine Failure DR	Internal IT moving to the cloud	VM Backup & replication Recovery of VMs only	Data Loss Data Corruption Application DR Machine Failure DR Recovery to VM	Data Loss Data Corruption Application DR Machine Failure DR Recovery to VM
WINDOWS OS SUPPORT	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
LINUX OS SUPPORT	✓	✓	✓	✗	✗	✗	✗	✓	✓	✓	✓
MAC OS SUPPORT	✓	✗	✓	✗	✗	✗	✗	✓	✓	✓	✗
NATIVE OS & APP PLUG-IN SUPPORT	✓✓✓	✓	✓✓	✓	✓	✗	✗	✓✓✓	✓	✓✓✓	✓✓✓
VMWARE SUPPORT	✓	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓
HYPER-V SUPPORT	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓
OTHER VM SUPPORT	✗	✗	✓	✓	✗	✗	✗	✗	✗	✓	✗
BACKUP EFFICIENCY TECHNOLOGIES	✓✓✓	✓✓	✓✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓	✓✓✓	✓✓✓
ENCRYPTION IN TRANSIT	✓✓✓	✗	✓✓✓	✓✓	✓✓	✓✓	✓✓	Based on cloud provider	✓✓✓	✓✓✓	✓✓
ENCRYPTION AT REST	✓✓✓	✓✓	✓✓	✓✓	✓✓	✓✓✓	✓✓	Based on cloud provider	✓✓	✓✓	✓✓
GRANULAR RECOVERY OF CRITICAL APPS	✓✓✓	✓	✓✓	✓	✓	✓✓	✓✓✓	✓✓✓	✓	✓✓✓	✓✓
P2V (VDR)	✓	✓	✓	✓	✓	✗	✗	✓	✗	✓	✓
BMR	✓	✓	✓	✓	✗	✗	✓	✓	✗	✓	✓
FOCUS ON SERVICE PROVIDERS	✓	✓	✓	✗	✓	✗	✗	✗	✗	✓	✗
PSA INTEGRATION	✓✓✓	✓✓✓	✓	✓	✓✓✓	✓	✗	✗	✓	✓	✗
DATA CENTERS	7, worldwide	2, US-based	Multiple, US, Asia, Europe	2, US & Canada	3, US & Canada	Several worldwide	2, Boston	Based on cloud provider	Based on cloud provider	Based on cloud provider	9, worldwide
TRAINING	✓✓✓	✓✓	✓✓	✓✓	✗	✓	✓	✗	✓	✓✓	✓



HOW DOES MAXBACKUP DIFFERENTIATE FROM THESE COMPETITORS?

BACKUP SOLUTIONS COME IN VARIOUS SHAPES AND SIZES. THE FOLLOWING BULLETS DESCRIBE HOW MAXBACKUP DIFFERENTIATES FROM ITS COMPETITORS.

DATTO BACKUP

VM-focused feature set, but requires proprietary hardware or virtual appliance

PLATFORM

- * Use of commodity hardware for local storage.
- * Lower cost of increasing local storage.
- * More backup destination choices (cloud, cloud+local, etc.) including using the provider's cloud environment.

BACKUP

- * File-based backups with the largest native OS and application coverage providing better backup granularity.

SECURITY

- * Better encryption at rest and more data center options worldwide (7 vs 2) provide better protection of data.

RECOVERY

- * OS and application plug-ins provide more recovery flexibility for anything besides full image restores.
- * Native support for recovering application data over trying to pull from an image file by file.

ACRONIS

VM recovery with fractured focused on Service Providers

PLATFORM

- * More backup destination choices (cloud, cloud+local, etc.) including using the provider's cloud environment.
- * Better native integration with PSAs.

BACKUP

- * Additional plug-in support for Oracle and MySQL (if applicable).
- * Easy archiving of backups for long-term retention.

SECURITY

- * Better encryption at rest and more data center options worldwide provide better protection of data.

RECOVERY

- * Native support for recovering application data over trying to pull from an image file by file.

STORAGECRAFT

Cloud-based virtualization with little ability to recover anything but an entire VM

PLATFORM

- * Single tier of service offerings versus SC's 3 tiers. Easier for customer to understand.
- * Better native integration with PSAs.

BACKUP

- * File-based backups with the largest native OS and application coverage providing better backup granularity.
- * Easy archiving of backups for long-term retention.

SECURITY

- * Better encryption in transit and at rest with more data center options worldwide (7 vs 2) to provide better protection of data.

RECOVERY

- * OS and application plug-ins provide more recovery flexibility for anything besides full image restores.
- * Native support for recovering application data over trying to pull from an image file by file.

INTRONIS

Image based backups without native plug-ins makes granular recovery difficult

PLATFORM

- * More backup destination choices (cloud, cloud +local, etc.) including using the provider's cloud environment.

BACKUP

- * File-based backups with the largest native OS and application coverage providing better backup granularity.
- * Easy archiving of backups for long-term retention

SECURITY

- * Better encryption in transit and at rest with more data center options worldwide (7 vs 3) to provide better protection of data

RECOVERY

- * OS and application plug-ins provide more recovery flexibility for anything besides full image restores.
- * Native support for recovering application data over trying to pull from an image.

TRAINING

- * World-class partner academy and annual partner conference.

MOZY

No BMR, system state recovery, integration with PSAs, nothing

PLATFORM

- * Designed for MSPs and IT Providers and not a file backup tool trying to be one.
- * Native integration with PSAs.
- * More backup destination choices (cloud, cloud +local, etc.) including using the provider's cloud environment.

BACKUP

- * Complete backups with the largest native OS and application coverage providing better backup granularity and the recovery of the entire system in mind.
- * Easy archiving of backups for long-term retention.

RECOVERY

- * OS and application plug-ins provide more recovery flexibility, accuracy and efficiency for anything more advanced than restoring a few files.

TRAINING

- * World-class partner academy and annual partner conference.

CARBONITE



No support beyond Windows, requires proprietary hardware to achieve hybrid cloud

PLATFORM

- ★ Designed for MSPs and IT Providers; not competing with own partnerbase
- ★ Ability to whitelabel
- ★ Native integration with PSAs
- ★ Use of commodity hardware for local storage resulting in lower costs to increase local storage
- ★ More backup destination choices (cloud, cloud+local, etc.) including using the provider's cloud environment

BACKUP

- ★ Better native OS and virtualization support
- ★ Easy archiving of backups for long-term retention

SECURITY

- ★ Better encryption in transit and at rest with more data center options worldwide (7 vs 2) to provide better protection of data

TRAINING

- ★ World-class partner academy and annual partner conference

SYMANTEC NETBACKUP



No focus on Service Providers

PLATFORM

- ★ Designed for MSPs and IT Providers.
- ★ Ability to whitelabel.
- ★ Native integration with PSAs.

BACKUP

- ★ Native archiving to the cloud.

STORAGE

- ★ Offer turnkey solution that includes backup management and storage.
- ★ No need to identify, select, and configure your own cloud storage.

RECOVERY

- ★ Simplified recovery over complicated enterprise software.

TRAINING

- ★ Dedicated focus on making partners more effective and profitable with world-class partner academy and annual partner conference.

VEAAM BACKUP, CLOUD EDITION



Unusable outside of virtual environments

PLATFORM

- ★ Multi-tenant solution designed for MSPs and IT Providers.
- ★ Ability to whitelabel.
- ★ Native integration with PSAs.

BACKUP

- ★ Support for both physical and virtual systems.
- ★ Better Native OS Support (we support Mac OS). ★ File-based backups with the largest application coverage providing better backup granularity.

STORAGE

- ★ Offer turnkey solution that includes backup management and storage.
- ★ No need to identify, select, and configure your own cloud storage.

SECURITY

- ★ Better encryption at rest.

RECOVERY

- ★ Recovery of physical systems (in addition to recovery of VMs).
- ★ OS and application plug-ins provide more recovery flexibility for anything besides full VM restores.
- ★ Native support for recovering application data over trying to pull from an image.

ASIGRA



Good support for OS and applications but uses a pricing model based on both storage and % recovered

PLATFORM

- ★ Single, simple cost/GB licensing model.
- ★ Native integration with PSAs.

STORAGE

- ★ Offer turnkey solution that includes backup management and storage.
- ★ No need to identify, select, and configure your own cloud storage.

SECURITY

- ★ Better encryption at rest.

TRAINING

- ★ World-class partner academy and annual partner conference.

EVault



Requires proprietary appliance to achieve hybrid cloud

PLATFORM

- ★ Use of commodity hardware for local storage
- ★ Lower cost of increasing local storage
- ★ Native integration with PSAs.

BACKUP

- ★ Better native OS and application coverage providing better backup granularity.
- ★ Better deduplication resulting in faster backups and lower bandwidth used.

SECURITY

- ★ Better encryption in transit and at rest.

TRAINING

- ★ World-class partner academy and annual partner conference.

Connect with us!

Please get in touch if you have any questions about any of our services.



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