



phoenixNAP[®]
GLOBAL IT SERVICES

veeam

BATTLE CARD


Managed Backup for Microsoft 365

Veeam Backup for Microsoft 365

Businesses need to stay in control over their mission-critical workload

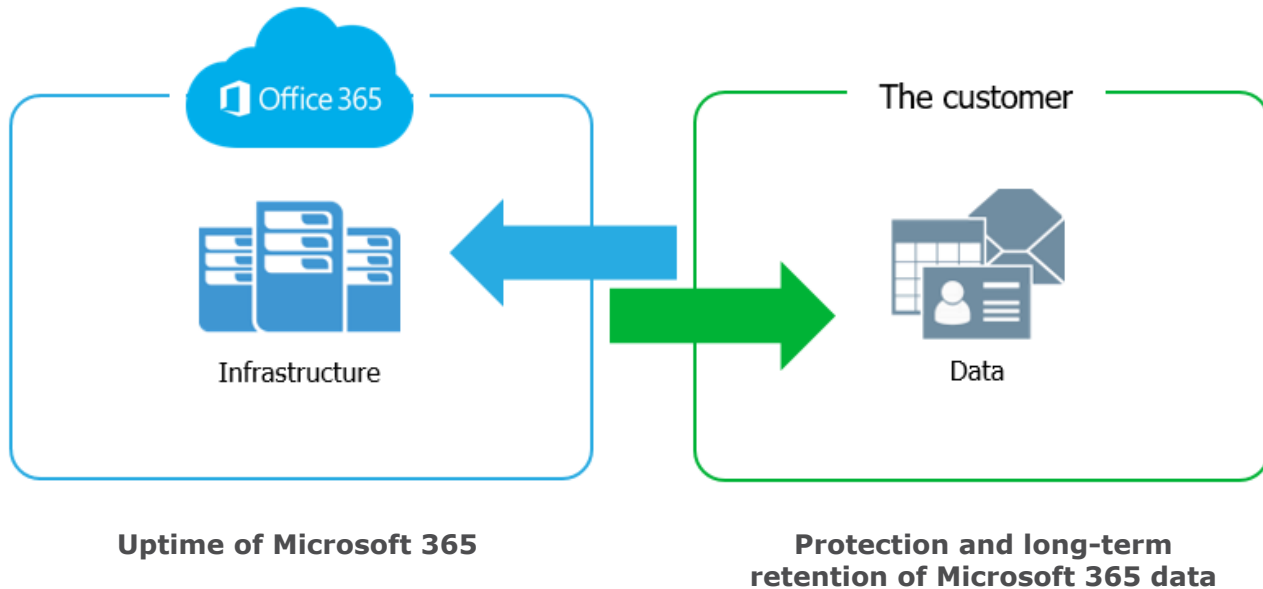
NEW Backup & Recovery Services for Microsoft 365 helps your clients eliminate the risk of losing access to business-critical data and ensures that they remain in complete control of their Microsoft 365 data, including Exchange Online, SharePoint Online, OneDrive for Business, and Microsoft Teams.

With phoenixNAP, it's now easier than ever for your clients to fully backup and reliably restore their data. With our help, they can search granularly, scale easily, and quickly manage backup jobs across millions of Microsoft 365 users! They can also meet legal and compliance requirements with efficient eDiscovery of Microsoft 365 backup data.



Microsoft's primary role is to manage the Microsoft 365 infrastructure and maintain uptime for its users. It's a common misconception that Microsoft fully backs up clients' data.

Microsoft takes care of infrastructure, but protecting data remains the customer's responsibility.



7 REASONS TO PROTECT MICROSOFT 365 DATA?

- ✓ Accidental Deletion
- ✓ Retention Policy Gaps
- ✓ Internal Security Threats
- ✓ External Security Threats
- ✓ Legal & Compliance Requirements
- ✓ Managing Hybrid Email Deployments & Migrations to Office365
- ✓ Teams Data Structure

What's new in v6

Veeam Backup for Microsoft 365 v6 brings the Self Service Restore Portal for Microsoft 365 environments. Businesses can now securely delegate restores of emails, files, and more from one centralized location.

AUTOMATED AND SCALABLE – for enterprise organizations and service providers.

TIME-SAVING – from handling restores to building and maintaining your own portal.

HIGHLY SECURE – with multi-factor authentication (MFA) required to restore data.

DEPENDABLE RECOVERY – with a backup copy in low-cost object storage.

V6 allows you to leverage cost-efficient object storage for your Microsoft 365 data, Amazon Simple Storage Service (Amazon S3) Glacier, Glacier Deep Archive, and Azure Archive, enhancing cloud object storage integrations with Amazon Web Services (AWS) S3, Azure Blob, IBM Cloud, Wasabi, and other S3 compatible providers.

- › Offer a Backup as a Service (BaaS) solution that gives customers full control and protection over their Microsoft 365 data – Exchange, SharePoint, OneDrive, and Teams.
- › Get unlimited storage for mailbox-only data.
- › Configure and customize retention schedules.
- › Instantly restore lost data to minimize business disruptions.
- › Help clients to retain complete control over their critical data.



Why Choose phoenixNAP to Backup Microsoft 365

phoenixNAP's Managed Backup for Microsoft 365 combines best-in-class technology to provide you with off-cloud backup for cloud-based email services. With a robust network of six strategic global data centers, phoenixNAP offers comprehensive cross-platform solutions suitable for different types of businesses.



GLOBAL REACH

phoenixNAP delivers Veeam Managed Backup for Microsoft 365 as a stand-alone product, helping you securely back up to any location, including on-premises, with Azure, AWS, or a service provider like phoenixNAP.



EFFICIENTLY SCALE

Veeam Backup for Microsoft 365 multi-repository, multi-tenant architecture delivers unmatched scalability.



FLEXIBLE RETENTION OPTIONS

Each customer can now choose their own retention option: the traditional, item-level approach, or the snapshot-based approach (full + forever incremental, like Veeam Backup & Replication).

QUALIFYING QUESTIONS

- 1 Do your clients know that 60% of sensitive data is stored in Office documents?
- 2 Do your clients know that 75% of that sensitive data is NOT backed up, as Microsoft does not assume the responsibility for protecting data?
- 3 Do your clients know that a point-in-time restoration of mailbox items is not within the scope of Microsoft?
- 4 Do your clients need to meet legal and compliance requirements?

phoenixNAP was awarded the **Best New Product Award** for Microsoft 365 Managed Backup at the Channel Partners Evolution Conference in Philadelphia, PA, in 2018.



1.2B

Office 365 users



250M

Microsoft Teams active users



200K+

Product downloads



**It's the customer's
responsibility to
protect their data.**

phoenixNAP Channel Sales
phoenixnap.com/partners | partner@phoenixnap.com

