

# ALTARO OFFICE 365 BACKUP FOR MSPs

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



## Multi-tenancy

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



## Pay per user per month

Pay one fee per user, per month - this includes backups, storage, 24/7 support and management console.



## No contracts

No annual commitment. Minimum starting subscription of up to 30 users (mailboxes only) across all your customers. Scale to tens of thousands of users.



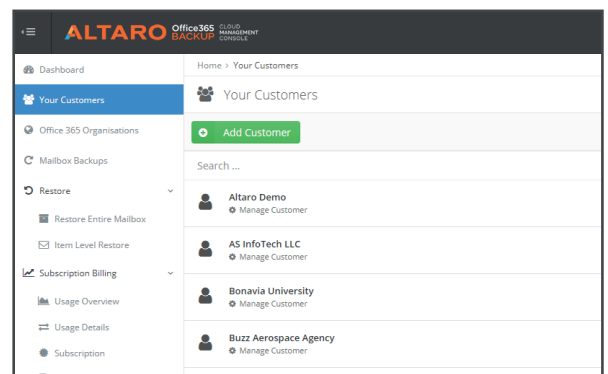
## Backup storage

Automatic backup storage 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 and files stored within OneDrive and SharePoint Document Libraries, backing them up 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. Scale up to thousands of users, according to your needs.
- **Low monthly requirement to get started:** Starting subscription of up to 30 users (mailboxes only) per month across all your customers combined.
- **No extras fees:** You get access to all product features across all your customers, backup storage on Microsoft Azure infrastructure, 24/7 support and our multi-tenant console for centralised management of all your Altaro Office 365 Backup customer accounts.
- **Outstanding 24/7 instant support:** 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 data?

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

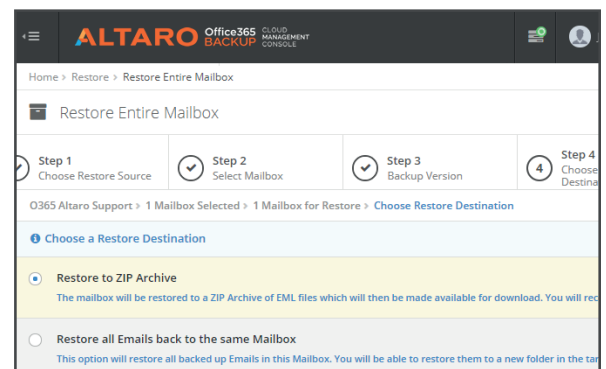
- **Microsoft doesn't provide native options to back up Office 365 mailboxes and files** – Microsoft is responsible for providing the necessary infrastructure and ensuring Office 365 works, but it's the customer's responsibility to protect its Office 365 data.
- **Microsoft cannot help with unexpected data loss or damage** – Having a solid backup solution in place ensures that even if mailboxes or files 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 or OneDrive and SharePoint files, this data cannot be protected and stored centrally for easy access, searching and recovery.

**That's why you need to back up your customers' Office 365 data.**

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

Data backup is a must. When trouble occurs resulting in loss or damage to Outlook 365 mailboxes or files, MSPs need to have the peace of mind that they can assist their customers with reliable mailbox and file 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 backups through Altaro's ground-breaking, multi-tenant cloud-based management console.
- **Pay per user per month:**  
Pay a single fee per user per month, covering backup, storage, use of our management console, and 24/7 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 or OneDrive/SharePoint accounts as needed. You only pay for those backed up per month.



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