



Plug-And-Protect. Anywhere, Anytime Management

Right-fit for Your SMB Customers

Solution providers know better than anyone that business continuity is essential for organizations of all sizes. But, for small to medium sized businesses (SMBs) it's become a crucial part of the infrastructure management. In 2017 one third of small businesses were hit by at least one malware attack in which one fifth of them were forced to freeze operation¹. Why? Small businesses are often precluded from investing in enterprise-class data protection to fully protect their data, whether due to budget or resources constraints. This leaves managed service providers (MSPs) challenged with finding an easier to maintain and affordable data protection solution for their SMB clients — one that provides MSPs with set-and-forget management capabilities while delivering enterprise-class features at SMB pricing for their customers. Arcserve is the first and only vendor to offer data protection solutions in both software and appliance form to the SMB space, making it the right fit for customers of all sizes, environments, and levels of complexity.

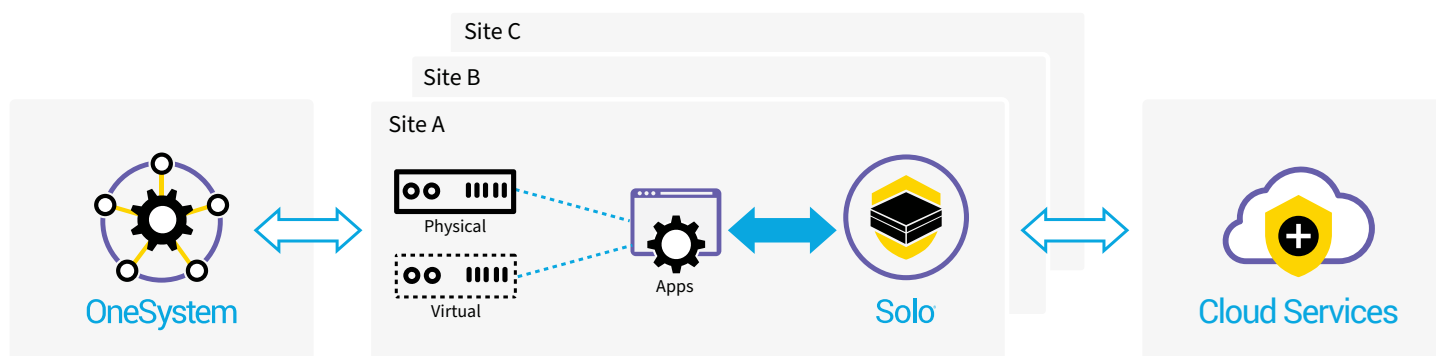
Data Protection for SMBs. Enterprise-class. Cost-effective. Simple.

Arcserve is bringing partners Arcserve Solo – a zero cost, set-it-and-forget-it appliance that allows partners to offer a right-fit solution to their small business customers. Imagine providing powerful data protection at SMB pricing in a compact device form for a differentiated level of simplicity – that allows you to maximize margin. Simply put, plug Solo in, connect to the internet, and start protecting customers in minutes.

Unlock Set-and-forget Opportunities

Solo's SLA-based policy administration enables MSPs to manage data protection on an exception basis, reducing the overhead costs and complexity. MSPs can now focus their resources on the high-margin business of more complex environments with ShadowXafe, while expanding their footprint into the SMB market with Solo.

- **Serve the SMB Segment in a Profitable Way:** set-and-forget capability delivers efficient management without requiring dedicated resources, whether staffing or capital, for data protection.
- **Anywhere, Anytime Management:** with Arcserve OneSystem for cloud-based management from anywhere, anytime through any web browser.



Boost Efficiencies Within Your Service Desk

Solo makes it easy to efficiently serve customers with its cloud-driven anywhere, anytime data recovery model. Using OneSystem for cloud-based management, Solo will have tremendous impact on service desk efficiencies and ultimately the profitability of the business.

- **Drive Service Desk Profitability:** OneSystem's unified management service for all our products makes oversight powerful, simple, and intuitive.
- **Lower Total Cost of Ownership (TCO):** OneSystem eliminates the need for onsite dedicated servers and time-consuming software upgrades to manage data protection.
- **Reduce Significantly Onsite Infrastructure Requirements:** by streaming data directly to the cloud while disaster-proofing the data at the same time.
- **Accelerate – Recover Quickly and Keep Costs Down:** allows MSPs to recover customer data instantly, with patented VirtualBoot technology, for virtual machines within milliseconds, recreates entire sites in the cloud, and backs up systems efficiently.
- **Customize – Right-fit Data Protection:** with innovative cloud-based, SLA-based policy management to meet different SLA requirements and recovery time objectives (RTOs).
- **Support Multi-tenants Seamlessly and Easily Manage:** across a multitude of customers and deployments with OneSystem via a single pane of glass.

Cloud-based DRaaS for Total Business Continuity

Solo is fully integrated with Arcserve Cloud Services (DRaaS) to provide total business continuity with an orchestrated one click failover in the cloud, easily recovering the entire infrastructure. This reduces downtime costs and improves productivity, while offering the highest service level agreements (SLAs) with one throat to choke.

The Ultimate Flexibility for Any Environment

Solo provides MSPs with the ultimate flexibility and a range of deployment options independent of the environment they're protecting. Solo can be deployed in environments with limited infrastructure, whether the limitations stem from lack of local storage or virtual environments.

Scales as You Grow. Maximize Revenue

Solo is built especially for MSPs, empowering scale and customer acquisition without having to increase service desk staff at the same rate. With the same set of tools, MSPs can address multiple use cases, physical or virtual server protection, on-premises or direct to cloud backup, one machine or over a dozen, all with always-on offsite disaster recovery (DR).

- **Plug-and-Protect:** easily onboard new customers and provision services rapidly
- **Primes MSPs to Run the Business at a Faster Pace:** easily accommodate additional data protection policies and manage at scale with just a few clicks
- **Provides the Ability to Back up to External Storage:** such as to another NAS device, making it easy to scale

Right-fit for Your Portfolio

Arcserve delivers a suite of data protection products, across the entire business continuity spectrum, from midsize enterprises all the way to SMBs, designed to meet the individual needs of customers and to allow for future-proofing. Standardizing on Arcserve provides consistency in services, pricing and costs, better user experience, resolve tickets quicker, empower service desk engineers to be more effective, scale business faster, and ultimately increase profitability.

Take the Next Step

Find out more at arcserve.com
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