

# **Ceeva Maximizes Microsoft Azure Uptime with Datto**





### DATTO CONTINUITY FOR MICROSOFT AZURE IS AN IDEAL SOLUTION FOR CEEVA AND OUR END CUSTOMERS"

**Rick Topping**

Vice President of Operations and Technology for Ceeva.



## Datto Continuity for Microsoft Azure provides multi-cloud protection at a predictable cost

### SMBs Continue to Embrace Microsoft Azure.

Public cloud adoption is accelerating for small and medium sized businesses (SMBs). When it comes to a seamless cloud adoption, managed service providers (MSPs) have the opportunity to provide a major assist to their clients. Ceeva, a Pittsburgh-based MSP serving 200+ SMBs, sees their clients moving rapidly towards comprehensive cloud adoption.

Ceeva frequently points its clients to Microsoft Azure for their public cloud platform. "Most businesses are almost there already in some form," says Rick Topping, Vice President of Operations and Technology for Ceeva. "There's a good chance they're using Microsoft 365 for email services at minimum, which integrates easily with Azure Active Directory (Azure AD) on the backend. It's an easy decision to guide people that way when they're already using familiar authentication methods and interfaces."

### Azure Customers Are Responsible for Data Protection, and MSPs Can Help.

There are challenges in transitioning from on-prem to the cloud, where workloads are hosted by leading Infrastructure as a Service (IaaS) platforms like Azure.

When SMBs adopt Azure IaaS, they agree to a shared responsibility model. In this model, Microsoft handles the security of the physical hosts, network, and data centers, while the customer remains responsible for protecting everything else: applications, data, endpoints, and more. "SMBs understand they have the same responsibility with public cloud as with on-premises systems to ensure that their data is available to employees at all times. Meanwhile, company information and workloads must remain safe and secure," states Topping.

As SMBs transition to the cloud, they're relying on the MSPs to ensure that their business continuity and disaster recovery (BCDR) coverage remains firmly in place. "Our customers tell us that minimizing downtime is the most important thing," says Topping. "However, there are challenges for MSPs with the native Azure Backup system that Microsoft provides. The costs are not predictable and it doesn't integrate with our existing systems, which makes it hard to know if you have a functioning backup."

To deliver the level of protection that SMBs expect, MSPs need a secure and reliable solution that maximizes uptime, while also complementing their existing toolset and billing model.



**DATTO CONTINUITY FOR MICROSOFT AZURE CENTRALIZES EVERYTHING IN A SINGLE PANE OF GLASS, SO YOU CAN UNDERSTAND EVERYTHING THAT'S HAPPENING AT A GIVEN MOMENT "**

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**About Datto**

As the world's leading provider of cloud-based software and security solutions purpose-built for delivery by managed service providers (MSPs), Datto believes there is no limit to what small and medium businesses (SMBs) can achieve with the right technology. Datto's proven Unified Continuity, Networking, and Business Management solutions drive cyber resilience, efficiency, and growth for MSPs. Delivered via an integrated platform, Datto's solutions help its global ecosystem of MSP partners serve over one million businesses around the world. From proactive dynamic detection and prevention to fast, flexible recovery from cyber incidents, Datto's solutions defend against costly downtime and data loss in servers, virtual machines, cloud applications, or anywhere data resides. Since its founding in 2007, Datto has won numerous awards for its product excellence, superior technical support, rapid growth, and for fostering an outstanding workplace.

**Ceeva Chooses Datto to Protect its Azure Clients.**

Datto is introducing Datto Continuity for Microsoft Azure (DCMA), a BCDR solution built specifically for MSPs. With DCMA, MSPs get a solution that eliminates single-cloud vulnerability, offers predictable pricing, and simplifies management so they can free up billable hours. It does so by delivering multi-cloud protection at a simple, flat-fee price.

"Datto Continuity for Microsoft Azure is an ideal solution for Ceeva and our end customers," Topping says. "We rely on Datto SIRIS for on-premises BCDR. When Datto launched DCMA we knew we'd be able to provide the same high performance that our customers expect."

Datto Continuity for Microsoft Azure was built specifically for MSPs. It allows MSPs to manage protection for cloud and on-premises workloads from a single portal, organized by client for efficiency. "MSPs have to manage backups for hundreds of other businesses, which Microsoft's tools aren't designed for," Topping continues. "Datto Continuity for Microsoft Azure centralizes everything in a single pane of glass, so you can understand everything that's happening at a given moment — that's paramount for an MSP to be sure we're delivering on our promise."

As SMBs continue gravitating toward the public cloud, Ceeva has the confidence that comes with a Datto solution made for the needs of MSPs. "Datto Continuity for Microsoft Azure gives us the reliability and trust we require for BCDR," Topping concludes.

**To learn more about Datto Continuity for Microsoft Azure, [chat with a product specialist today.](#)**

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