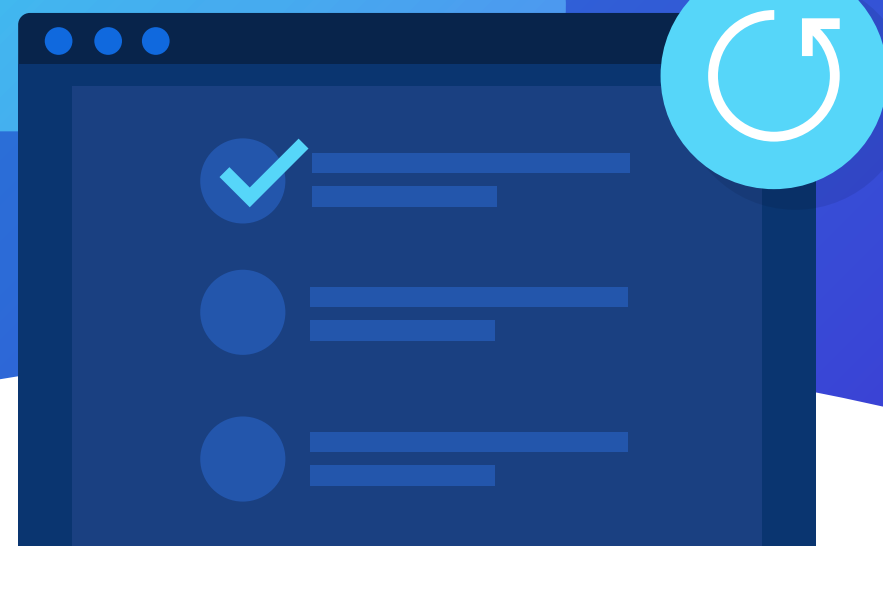


## The Importance of Deployment Flexibility for MSPs



Businesses of all sizes across various industries have found an increasing need for comprehensive data protection, and managed service providers (MSPs) serving small and medium businesses (SMBs) are no exception. **SMB challenges with data retention can stem from many different sources.**



Ransomware



SaaS Provider Failure



Natural Disaster



Strict Regulations



Malicious Users



Accidental Deletion



Hardware Failure

**SMBs are 4X more likely to get hacked and 2X more likely to be infected with malware than larger enterprises.<sup>1</sup>**

As advisors for all-things IT to their SMB clients, MSPs have a responsibility to support client data with best-in-class data protection solutions. **Luckily, there are various backup and continuity options available to MSPs.**

- Traditional tape backup
- Cloud backup
- Business continuity and disaster recovery (BCDR)



## BCDR Prevents Business Downtime

BCDR tools are trusted by MSPs as they not only back up clients' critical data but can recover the data in a new, non-compromised location to ensure continuity for their clients, enabling them to continue business operations and avoid downtime.

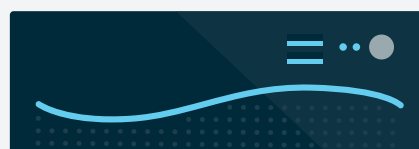


According to our annual State of the Channel Ransomware Report, **91% of MSPs report that clients with BCDR solutions in place** are less likely to experience significant downtime during a ransomware attack.



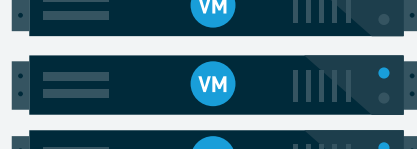
## Deployment Flexibility is Key

Every MSP is unique, so deployment options should be too. From deployment flexibility that spans a software-only implementation to hardened backup appliances, MSPs can implement the solution that fits their clients' requirements.



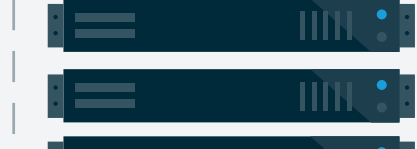
### Appliance

Purpose-built, hardened hardware device



### Virtual

Software implementation as a VM running in VMware or HyperV



### Imaged

Software implementation running on a native Linux server

## Introducing Datto BCDR Solutions

With a Datto BCDR, MSPs can choose their best fit. SIRIS is a fully-featured total data protection platform delivered in a single integrated package.

**Reliable Data Protection:** Automated, verified backups, stored locally and in the cloud, ready to address any recovery scenario.

**Flexible Restores:** From ransomware recovery to instant cloud recovery to full bare metal restores and everything in between, Datto has you covered.

**Global Cloud Infrastructure:** Our secure, highly available (99.99999%) cloud gives you a range of data retention options, a choice of regional data centers, and the ability to recover clients' data and business operations quickly.

**Reliable Backups:** Our proprietary Inverse Chain Technology combats the high failure rates associated with traditional incremental backup to deliver more resilient protection and efficient storage management.

**Built-In Ransomware Detection:** All backups are scanned for ransomware and backup files are resilient against ransomware attacks.

**Automated Data and Boot Verification:** Datto eliminates the need to worry if the system will boot or be recoverable by verifying the backup is good before disaster strikes.

### Innovative features include:

- Inverse Chain Technology™ for reliable backups
- Patented Screenshot Verification for recovery assurance
- Integrated ransomware scanning
- Intuitive Recovery Launchpad for failproof recovery
- Fast Failback™ to primary system after a disaster recovery
- Instant virtualization recovery, local or in the cloud

## Datto SIRIS: All-In-One BCDR For Managed Services

### Full VMware and Microsoft HyperV support

- Complete system image backup
- Granular backup down to 5-minute increments
- File or image-level restore
- Instant recovery, local or cloud
- ESXi upload capability

### Industry-leading features

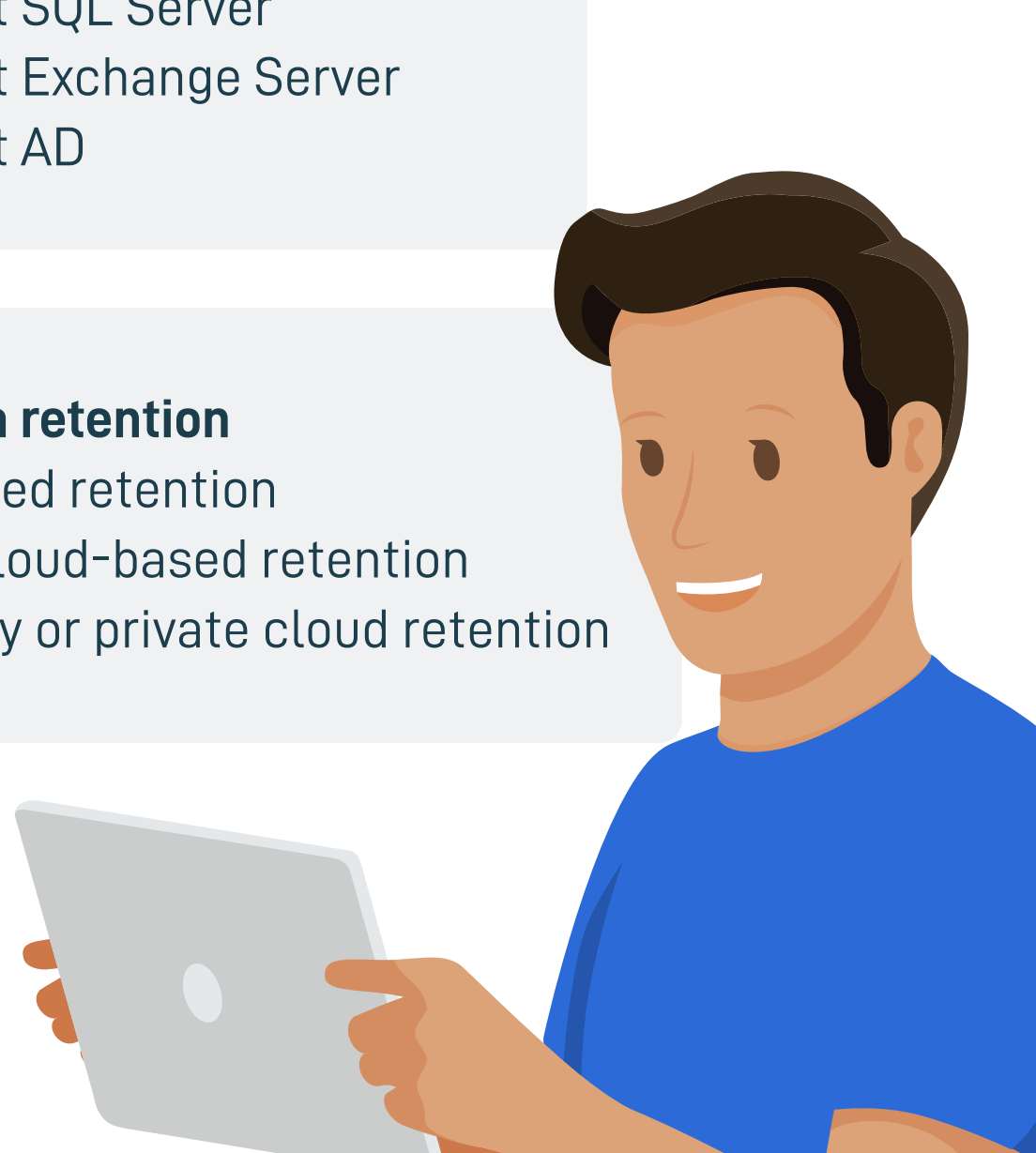
- Inverse Chain Technology™ backup
- Fast Failback™ to revert to the original system
- Backup Insights™ to see what changed between backups and optionally restore

### Application and database support

- Microsoft SQL Server
- Microsoft Exchange Server
- Microsoft AD

### Flexible data retention

- Time-based retention
- Infinite cloud-based retention
- Local only or private cloud retention



## Datto vSIRIS: Bringing Flexible Deployment to MSPs

With vSIRIS, you have the full feature set of SIRIS with the flexibility to choose more custom and economical deployment configurations.

- ✓ Fast, remote deployment
- ✓ Use your existing virtual environment and hardware
- ✓ Software only implementation
- ✓ Easily scale as your clients grow
- ✓ Flexible design to support a myriad of custom configurations
- ✓ A wide range of resource configurations to meet client cost objectives
- ✓ Support for custom availability configurations (e.g., clustered hosts)
- ✓ Support for custom storage configurations (e.g., SAN or NAS for additional targets or capacity)

**Datto's deployment flexibility offers MSPs a customized BCDR implementation experience, so you have what you need - nothing more, and nothing less.**

**To learn more about the deployment flexibility of Datto's business continuity and disaster recovery solutions, [schedule a demo today.](#)**

<sup>1</sup>Verizon 2020 Data Breach Investigation Report