

Datto Backup for Microsoft Azure

Business continuity and disaster recovery solution for Microsoft Azure workloads, designed for MSPs - at 30-50% lower cost than native solution.



Datto Backup for Microsoft Azure is a unique business continuity and disaster recovery (BCDR) solution, designed exclusively for managed service providers (MSPs) to build a customized and profitable BCDR practice protecting clients' critical business infrastructure residing in Microsoft Azure.

1,400+ daily cyberattacks on Microsoft Azure

With its growing popularity, Microsoft Azure became one of the primary targets for cybercriminals, and businesses and MSPs must realize that no infrastructure is immune to cyberattacks, including public clouds.

While preparing robust business continuity and disaster recovery plans for Azure, MSPs face several challenges:

Whopping 98% of ransomware targets backups first

If you choose native Azure data protection tools or third-party solutions enclosed in Azure, you are increasing the risks of backups being inaccessible, as they are stored under the same organization account, or compromised by sleeper ransomware variants - exactly like if you were to keep backups of your on-premises servers on the same premises.

High costs of native solutions

Hyperscale clouds are notorious for an attractive "cheap" price, but ending up being expensive due to the complex web of costs for workloads, storage, egress, support, etc. While the price may look attractive on the surface, the total cost often are higher than all-in-one solutions, and it can be hard for MSPs to realize healthy margins from their services.

Management complexity weighs on technicians

Microsoft Azure is an extremely powerful hyperscale cloud with a lot of capabilities, which comes with complexity and can easily overload your MSP's Azure-certified techs. Adding dozens of configuration parameters and settings - and the lack of built-in integrations with your MSP technology stack - can reduce the efficiency and profitability of your BCDR practice.

Datto Backup for Microsoft Azure

Datto Backup for Microsoft Azure is purpose-built for MSPs: It offers single-pane-of-glass management, easy deployment, and streamlined day-to-day operation, all delivered at a simple pricing, 30%-50% lower than native solution, designed to build healthy margins.

It offers hourly replication to the "invisible", secure Datto Cloud that eliminates single-cloud risk to provide rapid recovery during downtime, cyberattacks and outages.

Enterprise-grade protection

- **Trusted, comprehensive BCDR** built on Datto's proven SIRIS technology, delivering consistent management and protection from endpoint to server to cloud.
- **Outstanding resilience** with secondary offsite replication to the secure, reliable Datto Cloud, which ensures better RTO and eliminates single-cloud risk.
- **Secure architecture** protects each client with a single-tenant model and encrypted disks.

Rapid and reliable recovery

- **Multi-cloud continuity** with hourly backups to the secure offsite Datto Cloud, enabling maximum redundancy and optimal RTO/RPO.
- **Rapid recovery** by instantly virtualizing a VM (virtual machine) in the Datto Cloud or restoring it to the original Azure environment.
- **Streamlined restore** via a simple recovery process managed through a single, intuitive interface, allowing recovery of multiple files, folders or the entire disks as required.

Built to scale for MSPs

- **Profitability and predictability** with unique licensing and pricing, lower by 30-50% than the native solution, and no surprise fees – \$0 egress for multi-cloud replication, \$0 DR, and \$0 DR testing – enabling MSPs to build healthy margin for their services.
- **Single pane of glass** to manage on-premises and Azure backups, organized in a client-centric view for consistent data protection.
- **Integrations with major PSA and RMM tools**, including billing, ticketing, and backup management, significantly reduce time spent managing data protection.
- **DR planning & support** helps with planning, tests, actual recoveries/restores and live disaster support.
- **Easy deployment and day-to-day management** from a turnkey solution that is ready to use in a few clicks, increasing efficiency with smart features like screenshot verification, automated testing and email alerts.

How it works

Datto Backup for Microsoft Azure backs up your clients' virtual machines (VMs) to the Datto-owned Azure tenant. Every hour, the backups are replicated to the Datto Cloud for an extra layer of protection.

Datto Cloud

The Datto Cloud is purpose-built for cloud backup and disaster recovery. Its immutable architecture sets the standard for a secure cloud infrastructure with features like Cloud Deletion Defense.

- **Multi-regional presence** to help you support geographically redundant backups.
- **Consistent stack** for you to protect client PCs, SaaS apps and servers.
- **Cloud Deletion Defense** for protection against ransomware, enabling access to deleted cloud snapshots when an agent is either mistakenly or maliciously deleted.
- **Virtualization to Datto Cloud** within minutes when you need to recover workloads outside of Azure.



datto

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