

Overview

Currently delivering or planning to offer cyber protection solutions to your clients?

This guide shows what's included in Acronis Cyber Protect Cloud and its advanced packs so that you can increase your margins and internal productivity while protecting your clients.

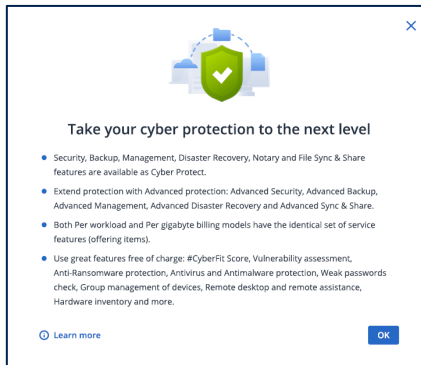
Whether you're just getting started or considering how to evolve your offerings and profit even more, this guide can help you meet your business goals now and in the future.



Acronis Cyber Protect Cloud: All-in-one

Acronis Cyber Protect Cloud

- Advanced Backup
- Advanced Security
- Advanced Disaster Recovery
- Advanced Email Security
- Advanced Data Loss Prevention
- Advanced Management
- Advanced Automation
- Advanced Security + EDR
- Acronis Cyber Files Cloud
- Advanced File Sync and Share
- Acronis Cyber Notary Cloud
- Acronis Cyber Cloud Physical Data Shipping Service
- Acronis Cyber Infrastructure



Cyber Protect

All-in-one cyber protection solution that integrates data protection, malware prevention, security controls, remote assistance, monitoring, reporting, file sharing, file notarization, and e-signing of files.

Protection

Provides features for cyber protection, monitoring, management, backup, disaster recovery to cover the majority of cyber protection needs.

The Advanced protection provides extra capabilities to cover the sophisticated cases. Please note that the Advanced protection might be subject to an additional charge.

Select a billing mode

Per workload

Provides cyber protection, monitoring, management, backup, and disaster recovery that satisfy most users' needs. The billing is according to the number of protected workloads, and cloud storage is charged separately. Advanced protection packs provide additional features by functional area. These packs are optional and are licensed separately.

Add Advanced protection:

- Advanced Backup
- Advanced Management
- Advanced Security
- Advanced Disaster Recovery

Acronis default location ▼

Per gigabyte

Provides cyber protection, monitoring, management, backup, and disaster recovery that satisfy most users' needs. The billing is according to the used cloud and local storage. Advanced protection packs provide additional features by functional area. These packs are optional and are licensed separately.

File Sync & Share

Provides file-sharing capabilities, enabling users to store, synchronize, and share encrypted content in the cloud and across their devices.

Select a billing mode

Per user

Provides file sharing that allows users to store and share encrypted content in the cloud, and to synchronize it across their devices. The billing is according to the number of users. The Advanced File Sync & Share pack provides additional features, such as file notarization and e-signing of files. The advanced pack is optional and is licensed separately.

Per gigabyte

Provides file sharing that allows users to store and share encrypted content in the cloud, and to synchronize it across their devices. The billing is according to the used cloud storage. The Advanced File Sync & Share pack provides additional features, such as file notarization and e-signing of files. The advanced pack is optional and is licensed separately.

Notary

Enables users to notarize and verify files by using the Blockchain technology, and sign files electronically.

Physical Data Shipping

Enables users to send data to the cloud data center on a hard disk drive instead of transferring the data over the Internet.

Flexible Licensing and Pricing

On a partner level, you can leverage both per-GB and per-workload licensing models via one management console for Acronis Cyber Protect Cloud and its advanced packs.

On a customer level, a client can have only one licensing model – either per-GB or per-workload.

The image shows two overlapping screenshots of the Acronis management console. The top screenshot displays the 'Per workload' licensing model, which is currently used. It lists several advanced protection features: Advanced Backup, Advanced Management, Advanced Security + EDR (marked as 'New'), Advanced Security, Advanced Email Security, Advanced Data Loss Prevention, and Advanced Disaster Recovery. The bottom screenshot displays the 'Per gigabyte' licensing model, which is also currently used. It shows the 'File Sync & Share' feature selected and the 'Notary' feature also selected. Both screenshots include descriptions of the billing modes and the specific advanced protection features available for each.

Select a billing mode

Per workload New Currently used

The billing is based on the number of protected workloads, and cloud storage is charged separately.

Add advanced protection:

- Advanced Backup ⓘ
- Advanced Management ⓘ
- Advanced Security + EDR ⓘ New
- Advanced Security ⓘ
- Advanced Email Security ⓘ
- Advanced Data Loss Prevention ⓘ
- Advanced Disaster Recovery ⓘ

File Sync & Share

Provides file sharing that allows users to store and share encrypted content in the cloud, and to synchronize it across their devices.

Select a billing mode

Per user New

The billing is based on the number of users.

Per gigabyte New Currently used

The billing is based on the used cloud storage.

Add advanced protection:

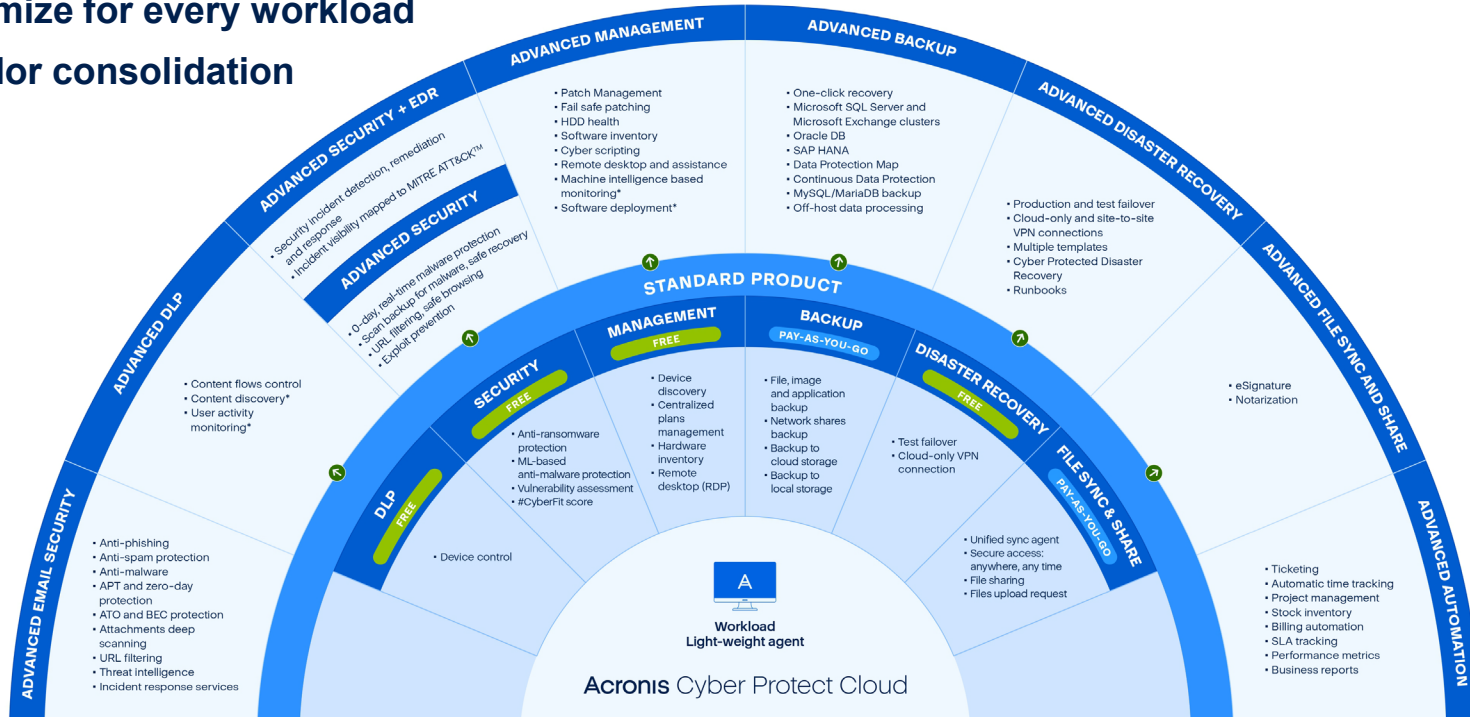
- Advanced File Sync & Share

Notary

Enables users to notarize and verify files by using the Blockchain technology, and sign files electronically.

Add advanced packs: Security, Security + EDR, Management, Backup, DR, Email Security, DLP, File Sync and Share & Automation

- Easy to upsell
- Optimize for every workload
- Vendor consolidation



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Acronis Cyber Protect Cloud Licensing

Acronis Cyber Protect Cloud: Cyber Protection at no cost

Protect your clients' data, systems and applications with core cyber protection functionalities at no cost and as “Complimentary Features”

Feature Group	Feature	Acronis Cyber Protect Cloud
Security	#CyberFit Score	Included
	Vulnerability assessment	Included
	Anti-Ransomware protection	Included
	Antivirus and Antimalware protection: Cloud signature-based file detection only (no local signature-based detection)	Included
	Antivirus and Antimalware protection: Pre-Execution AI based file analyzer, Behavior based Cyber Engine	Included
Cyber Protection Management	Group management of devices	Included
	Centralized plans management	Included
	Dashboards and reports	Included
	Remote desktop	Included
	Hardware inventory	Included
Data Loss Prevention	Device control	Included

Acronis Cyber Protect Cloud: Pay-as-you-go features

Ensure further protection of your clients' data, systems and applications with Acronis Cyber Protect Cloud pay-as-you-go features. Choose a licensing model and apply it on a client level. Both per-GB and per-workload are available.

	Features	Acronis Cyber Protect Cloud
Backup	Workstations, Servers (Windows, Linux, Mac) backup	PAYG
	Virtual machine backup	PAYG
	File backup	PAYG
	Image backup	PAYG
	Immutable backups	PAYG
	Standard applications backup (Microsoft 365, Google Workspace, Microsoft Exchange, Microsoft SQL)	PAYG
	Network shares backup	PAYG
	Backup to local storage	PAYG
	Backup to cloud storage	PAYG
Synology NAS backup	PAYG	
Disaster Recovery	Test failover in isolated network environment	32 compute points / month*
	Cloud-only VPN Connection	PAYG
	Firewall policies management	PAYG
File Sync and Share	File Sync and Share functionality	PAYG
Notary	Notarization, e-signature, document templates	PAYG

* Partners get 32 compute points for test failover that can be used to run several virtual machines of the same or different type. Fewer VMs or less powerful VM types will run for longer.

Two Licensing Models



Per-GB model

The per-GB model is simple – you only pay for the storage used, including native cloud storage (Acronis Cloud, Google Cloud Platform, Microsoft Azure), service provider cloud storage, third-party cloud storage and local storage. There is no limit on the number of protected devices.



Per-workload model

The per-workload model requires you to pay for each protected device (there are different prices for different types of devices) as well as for native cloud storage (Acronis Cloud, Google Cloud Platform, Microsoft Azure). However, you won't be charged additionally if using local storage or service provider cloud storage.

Per-GB Licensing Model



To choose the licensing model that's right for your client, consider how each option lets you optimize their costs. Let's start with per-GB pricing.

What are your clients' business requirements?

- High number of data, systems and applications that require protection
- Small amount of data per workload

Use case:

- If your client needs to protect their entire IT environment instead of just those pieces carrying business critical data, or if each of your clients' employees uses multiple types of devices, then you should consider the per-GB licensing model.

Per-workload Licensing Model



What are your clients' business requirements?

- Low number of data, systems and applications that require protection
- Large data sets per workload
- Local storage and service provider cloud storage included

Use case:

- If your client needs to protect the most critical pieces of their IT environment only instead of the company's entire network, or if your clients share the same devices, then you should consider the per-workload licensing model.

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How Pricing Works for Acronis Cyber Protect Cloud

Acronis Cyber Protect Cloud: Per-GB



Charges for the per-GB model are calculated using the following formula:

Core cyber protection functionality

Basic security and SP-ready management features at no cost



Backup to cloud (PAYG)

Storage space used in the cloud of your choice:

- Native cloud storage options: Acronis Cloud, Google Cloud Platform, Microsoft Azure
- Service provider cloud storage
- Third-party cloud storage



Local backup (PAYG)

On-premises storage used for local backups

i Notes:

- No limit on the number of protected data, systems and applications
- The formula describes charges if using the pay-as-you-go backup and recovery features

Acronis Cyber Protect Cloud: Per-workload



Charges for the per-workload model are calculated using the following formula:

Core cyber protection functionality

Basic security and SP-ready protection management features at no cost



Protected workloads (PAYG)

Includes the total number of cyber protected devices and the type of device:

- Server, Workstation, Virtual machine, Microsoft 365 seat, Google Workspace seat, Hosting server, Mobile device, Website



Backup to cloud (PAYG)

Total storage space used in Acronis Cloud, Google Cloud Platform and Microsoft Azure at a reduced rate

i Notes:

- Free, unlimited local storage + free, unlimited service provider cloud storage
- The formula describes charges if using the pay-as-you-go backup and recovery features

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Microsoft 365 Protection Licensing

Microsoft 365: Per-GB



Cost for cloud storage

Storage space used in the cloud of your choice:

- Native cloud storage options:
Acronis Cloud, Google Cloud Platform, Microsoft Azure
- Service provider cloud storage
- Third-party cloud storage
- Public clouds via Acronis Backup Gateway
- Local storage for mailboxes only

No limit on the number of Microsoft 365 seats



Microsoft 365: Per-seat (Acronis Hosted Cloud Storage)

Unlimited Acronis Hosted cloud storage at no cost – you are charged for the number of Microsoft 365 seats only

1. Microsoft 365 seats that are subject to licensing:

- Mailbox
- OneDrive
- Public folder (mailbox)
- Microsoft 365 seat (mailbox and/or OneDrive) with access to backed up SharePoint sites and Microsoft Teams. Applicable to the following types of access: full control, design, edit, contribute, read

2. Non-licensed Microsoft 365 items:

- Shared mailboxes
- Rooms and equipment
- A user with access to backed up SharePoint sites and Microsoft Teams, but without mailboxes and OneDrive
- External user(s) with access to backed up SharePoint sites and Microsoft Teams

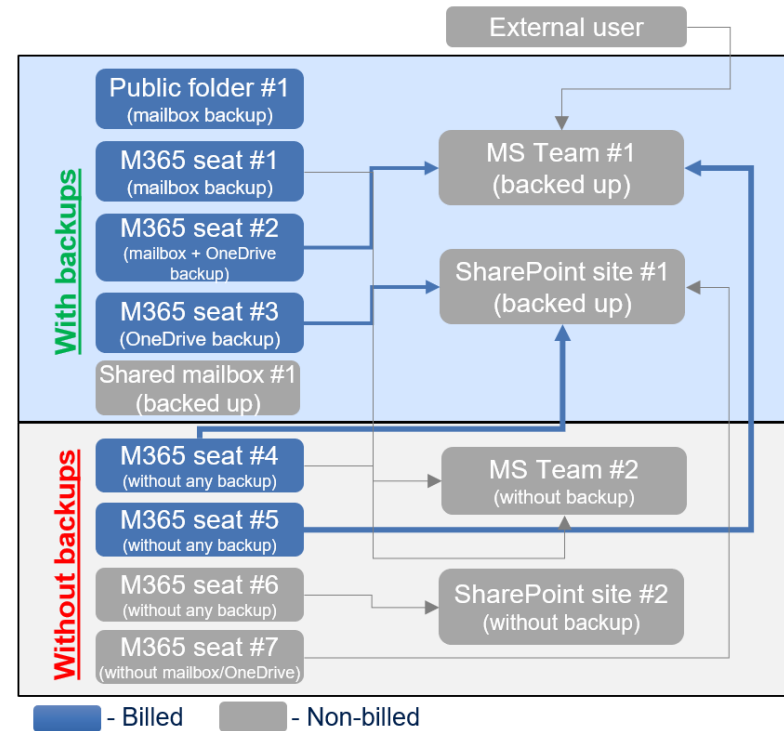
3. Cost for cloud storage for:

- All deleted or non-protected (without protection plan) items with backup archives, including: mailbox, OneDrive, public folder, Microsoft Teams, SharePoint sites, shared mailboxes

Partners can leverage their own service provider, third-party or public cloud storage under the same licensing, but at a **lower cost for a Microsoft 365 seat**.

A full list of all licensed Microsoft 365 seats with relevant licensing grounds is available for download via the Acronis Cyber Protect Cloud management console.

* If a seat is backed up and has access to backed up SharePoint site and/or Microsoft Teams it will be charged as one seat only.



Microsoft 365: Per-seat (Google and Azure Hosted Cloud Storage)

Charges apply **for the number of Microsoft seats** and for **Google and Azure Hosted cloud storage**

1. Microsoft 365 seats that are subject to licensing:

- Mailbox
- OneDrive
- Public folder (mailbox)
- Microsoft 365 seat (mailbox or/and OneDrive) with access to backed up SharePoint sites and Microsoft Teams. Applicable to the following types of access: full control, design, edit, contribute, read

2. Non-licensed Microsoft 365 items:

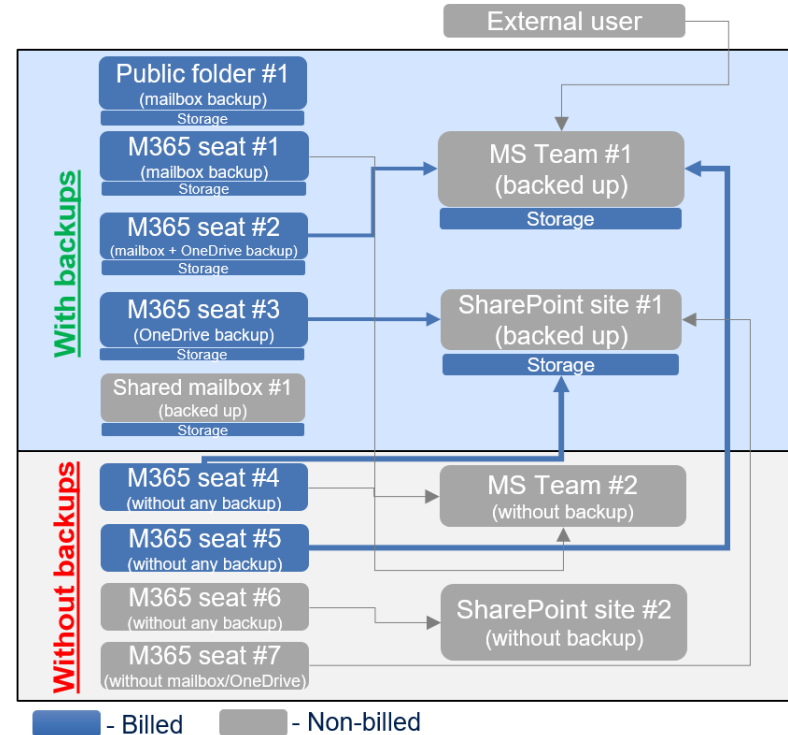
- Shared mailboxes
- Rooms and equipment
- A user with access to backed up SharePoint sites and Microsoft Teams, but without mailboxes and OneDrive
- External user(s) with access to backed up SharePoint sites and Microsoft Teams

3. Cost for Google or Azure hosted cloud storage:

- Total storage space used in Google Cloud Platform and Microsoft Azure

A full list of all licensed Microsoft 365 seats with relevant licensing grounds is available for download via the Acronis Cyber Protect Cloud management console.

* If a seat is backed up and has access to backed up SharePoint site and/or Microsoft Teams it will be charged as one seat only.



Complete Microsoft 365 protection



**Backup for
Microsoft
Exchange Online**



**Backup for
Microsoft OneDrive
for Business**



**Backup
for Microsoft
SharePoint Online**





**Backup for
Microsoft Teams**
Including call protection

- ✓ Back up from Microsoft data centers directly to cloud storage
- ✓ Automatically protect new Microsoft 365 users, groups and sites
- ✓ Search through Microsoft 365 backups to quickly access backed-up data

**Unlimited Acronis Hosted Cloud Storage for Microsoft 365 data
at no additional cost for per-seat licensing**

Microsoft 365: SKUs

	SKU	Product name	Description
 Per-GB	SPBAMSENS	Backup - GB - Acronis Hosted Storage (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPB2MSSENS	Backup - GB - Acronis Hosted Storage (per GB) - G2 - Acronis Cyber Protect Cloud	
	SPB3MSSENS	Backup - GB - Acronis Hosted Storage (per GB) - G3 - Acronis Cyber Protect Cloud	
	SP3AMSENS	Backup - GB - Google Hosted Storage (per GB) - Acronis Cyber Protect Cloud	Refers to native (Google and Azure) cloud storage space
	SQ2AMSENS	Backup - GB - Azure Hosted Storage (per GB) - Acronis Cyber Protect Cloud	
	SPBBMSSENS	Backup - GB - Partner Storage (per GB) - Acronis Cyber Protect Cloud	
	SP4BMSSENS	Backup - GB - Customer Storage (per GB) - Acronis Cyber Protect Cloud	
			Refers to service provider cloud storage
			Refers to customer storage

	SKU	Product name	Description
 Per-seat	SRJAMSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G1 - Acronis Cyber Protect Cloud	Refers to any Microsoft 365 seat with unlimited Acronis Hosted cloud storage space, used in different data center groups
	SRJ2MSSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G2 - Acronis Cyber Protect Cloud	
	SRJ3MSSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G3 - Acronis Cyber Protect Cloud	
	SRAAMSENS	Backup - WL - Microsoft 365 seat (for SP/Local/Azure/Google Hosted storage) - Acronis Cyber Protect Cloud	Refers to any Microsoft 365 seat if using service provider, Azure, or Google Hosted cloud storage
	SPDAMSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPD2MSSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G2 - Acronis Cyber Protect Cloud	
	SPD3MSSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G3 - Acronis Cyber Protect Cloud	
	SPXAMSENS	Backup - WL - Google Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud	Refers to native (Google and Azure) cloud storage space
SQ1AMSENS	Backup - WL - Azure Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud		

Microsoft 365 & Google Workspace group management licensing

The Group Management feature simplifies protection management for multiple seats by eliminating the need to configure custom protection settings for each individual Microsoft 365 or Google Workspace workload.

- Once the customer starts using this group management feature on their Microsoft 365 seats, the Advanced Backup license will be automatically assigned to these seats
- Depending on the level of the customer, they will be charged for both Microsoft 365 seat and for Advanced Backup – meaning for every seat that is included in the Group Management there will be additional cost applied



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Google Workspace Protection Licensing

Google Workspace backup



Get an efficient cloud-to-cloud solution with nothing to install



Ready-to-use cloud storage options include Google, Microsoft and Acronis



Protection for Gmail, Drive (including Team Drives), Calendar and Contacts



Flexible restore options – from single items to a user's entire Drive or Gmail data



Search Google Workspace backups – with metadata and full-text (email body copy) capabilities



Verify the authenticity of files in Drive backups with blockchain

New

Unlimited Acronis-hosted storage for all Google Workspace data at no additional cost for per-seat licensing

Two easy ways to license Google Workspace



Per-GB model

Charged for every GB of storage used:

- Native cloud storage options: Acronis Cloud, Google Cloud Platform, Microsoft Azure
- Service provider cloud storage

No limit on the number of Google Workspace seats





Per-seat model

Charged for every Google Workspace seat + for Google/Azure cloud storage if used (at a reduced rate)

Free, unlimited service provider or Acronis Hosted cloud storage

Google Workspace: SKUs

	SKU	Product name	Description
 Per-GB	SPBAMSENS	Backup - GB - Acronis Cyber Protect Cloud - Acronis Hosted Storage (per GB) - G1	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPB2MSSENS	Backup - GB - Acronis Cyber Protect Cloud - Acronis Hosted Storage (per GB) - G2	
	SPB3MSSENS	Backup - GB - Acronis Cyber Protect Cloud - Acronis Hosted Storage (per GB) - G3	
	SP3AMSENS	Backup - GB - Acronis Cyber Protect Cloud - Google Hosted Storage (Per GB)	Refers to native (Google and Azure) cloud storage space
	SQ2AMSENS	Backup - GB - Acronis Cyber Protect Cloud - Azure Hosted Storage (Per GB)	
	SP4BMSSENS	Backup - GB - Acronis Cyber Protect Cloud - Hybrid Storage (Per GB)	

	SKU	Product name	Description
 Per-seat	SQ8AMSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G1 - Acronis Cyber Protect Cloud	Refers to any protected Google Workspace seat with unlimited Acronis Hosted cloud storage space, used in different data center groups
	SQ82MSSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G2 - Acronis Cyber Protect Cloud	
	SQ83MSSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G3 - Acronis Cyber Protect Cloud	
	SPDAMSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPD2MSSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G2 - Acronis Cyber Protect Cloud	
	SPD3MSSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G3 - Acronis Cyber Protect Cloud	
	SPXAMSENS	Backup - WL - Google Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud	Refers to native (Google and Azure) cloud storage space
	SQ1AMSENS	Backup - WL - Azure Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud	

Microsoft 365 & Google Workspace group management licensing

The Group Management feature simplifies protection management for multiple seats by eliminating the need to configure custom protection settings for each individual Microsoft 365 or Google Workspace workload.

- Once the customer starts using this group management feature on their Microsoft 365 seats, the Advanced Backup license will be automatically assigned to these seats
- Depending on the level of the customer, they will be charged for both Microsoft 365 seat and for Advanced Backup – meaning for every seat that is included in the Group Management there will be additional cost applied




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Acronis Cyber Protect Cloud SKUs

Acronis Cyber Protect Cloud Per-GB: SKUs

	SKU	Product name	Description
 Per-GB	SPBAMSENS	Backup - GB - Acronis Hosted Storage (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPB2MSSENS	Backup - GB - Acronis Hosted Storage (per GB) - G2 - Acronis Cyber Protect Cloud	
	SPB3MSSENS	Backup - GB - Acronis Hosted Storage (per GB) - G3 - Acronis Cyber Protect Cloud	
	SP3AMSENS	Backup - GB - Google Hosted Storage (per GB) - Acronis Cyber Protect Cloud	Refers to native (Google and Azure) cloud storage space
	SQ2AMSENS	Backup - GB - Azure Hosted Storage (per GB) - Acronis Cyber Protect Cloud	
	SPBBMSSENS	Backup - GB - Partner Storage (per GB) - Acronis Cyber Protect Cloud	Refers to service provider cloud storage
	SP4BMSSENS	Backup - GB - Customer Storage (per GB) - Acronis Cyber Protect Cloud	Refers to customer storage

Acronis Cyber Protect Cloud Per-workload: SKUs

	SKU	Backup - WL - Server - Acronis Cyber Protect Cloud	Description
 Per-workload	SPEAMSENS	Backup - WL - Server - Acronis Cyber Protect Cloud	Refers to any protected server
	SPD5MSENS	Backup - WL - NAS - Acronis Cyber Protect Cloud	Native protection for data stored on Synology NAS devices (includes backup and recovery)
	SPFAMSENS	Backup - WL - VM - Acronis Cyber Protect Cloud	Refers to any protected virtual machine
	SPGAMSENS	Backup - WL - Workstation - Acronis Cyber Protect Cloud	Refers to any protected workstation
	SQ7AMSENS	Backup - WL - Hosting Server - Acronis Cyber Protect Cloud	Refers to any protected hosting server
	SRJAMSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G1 - Acronis Cyber Protect Cloud	Refers to any Microsoft 365 seat with unlimited Acronis Hosted cloud storage space, used in different data center groups
	SRJ2MSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G2 - Acronis Cyber Protect Cloud	
	SRJ3MSENS	Backup - WL - Microsoft 365 seat (with unlimited Acronis Hosted Cloud storage) - G3 - Acronis Cyber Protect Cloud	
	SRAAMSENS	Backup - WL - Microsoft 365 seat (for SP/Customer/Azure/Google Hosted storage) - Acronis Cyber Protect Cloud	Refers to any Microsoft 365 seat if using service provider, Azure, or Google Hosted cloud storage
	ST6AMSENS	Backup - WL - Microsoft Hosted Exchange - Acronis Cyber Protect Cloud	Refers to any protected Microsoft Hosted Exchange mailbox
	SQ8AMSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G1 - Acronis Cyber Protect Cloud	Refers to any protected Google Workspace seat with unlimited Acronis Hosted cloud storage space, used in different data center groups
	SQ82MSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G2 - Acronis Cyber Protect Cloud	
	SQ83MSENS	Backup - WL - Google Workspace (with unlimited Acronis Hosted Cloud storage) - G3 - Acronis Cyber Protect Cloud	
	SRBAMSENS	Backup - WL - Mobile - Acronis Cyber Protect Cloud	Refers to any protected mobile device
	SEAAMSENS	Backup - WL - Website - Acronis Cyber Protect Cloud	Refers to any protected website
	SPDAMSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SPD2MSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G2 - Acronis Cyber Protect Cloud	
SPD3MSENS	Backup - WL - Acronis Hosted Storage for per Workload model (per GB) - G3 - Acronis Cyber Protect Cloud		
SPXAMSENS	Backup - WL - Google Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud	Refers to native (Google and Azure) cloud storage space	
SQ1AMSENS	Backup - WL - Azure Hosted Storage for per Workload model (per GB) - Acronis Cyber Protect Cloud		

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Acronis Cyber Protect Cloud: Advanced Packs Licensing

Advanced Packs

Advanced packs **can be added** to Acronis Cyber Protect Cloud, applicable to both per-GB and per-workload licensing models. Different advanced packs can be added to different devices on a client level.

Advanced packs for free cyber protection functionalities or PAYG features

- Advanced Security
- Advanced Email Security Powered by Perception Point
- Advanced Data Loss Prevention
- Advanced Management
- Advanced Security + EDR
- Advanced Automation

Advanced packs for PAYG features only

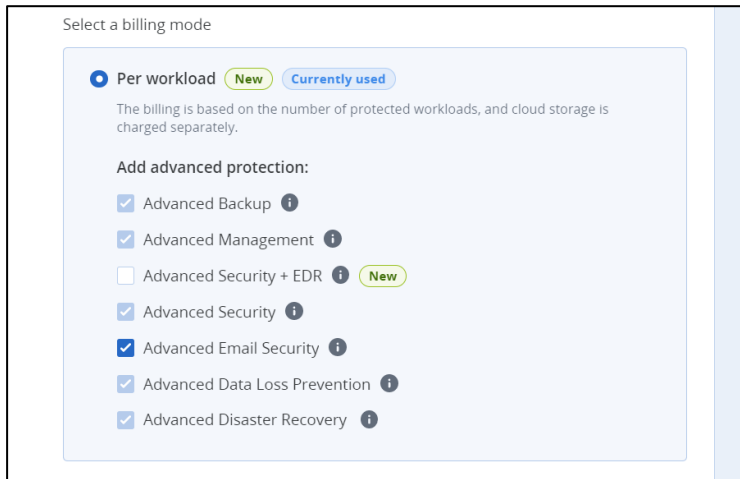
- Advanced Backup
- Advanced Disaster Recovery
- Advanced File Sync and Share

! Advanced Packs like Security, Security + EDR, Email Security, DLP, and Management can be used as a standalone solution without being charged for the backup part

Advanced Packs: Overview

Advanced packs	Description
Advanced Security	Protect your client's data, systems, and applications with next-generation cybersecurity features
Advanced Backup	Protect your client's data, systems, and applications with advanced backup and recovery features
Advanced Disaster Recovery	Protect your client's data, systems, and applications with world-class disaster recovery features
Advanced Email Security <small>Powered by Perception Point</small>	Protect your clients' easiest point of entry with advanced email security features
Advanced Data Loss Prevention	Provide advanced data loss prevention features to your client and stay ahead of threats
Advanced Management	SP-ready advanced protection management pack for greater control
Advanced File Sync and Share	Extend your clients' file sync and share capabilities with secure notarization and e-signature services
Advanced Security + EDR	Protect your client's data, systems, and applications with advanced endpoint threat detection, investigation, and response features
Advanced Automation	With Acronis Advanced Automation, you can drive your Acronis-based services and customer relationships with the power of native automation between your services and operational data

Advanced Packs: Administration



Partners can leverage **all advanced packs** within the Acronis Cyber Protect Cloud management console

Client devices can be protected by **one, multiple, or all advanced packs** in both per-GB and per-workload licensing models

You can easily **enable or disable an advanced pack** via the Acronis Cyber Protect Cloud management console

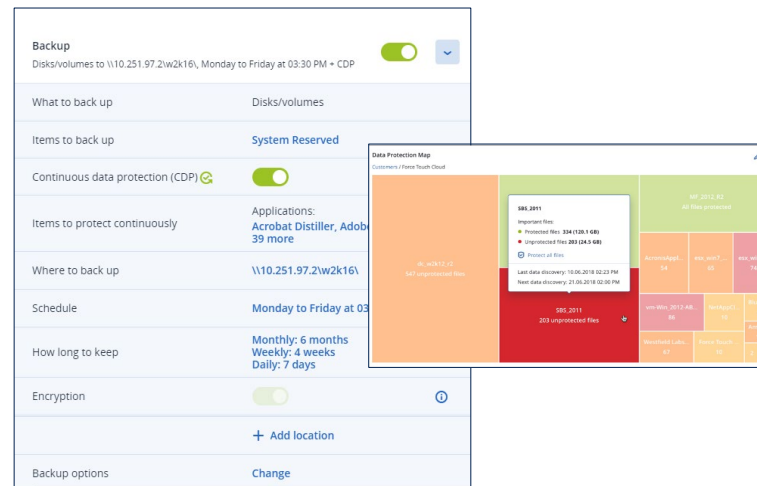
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Advanced Backup Licensing

Advanced Backup: Licensing and SKUs

- Advanced Backup is applicable to both per-GB and per-workload licensing models
- The pack cannot be added to the free core cyber protection functionality, it can only be used along with the Acronis Cyber Protect Cloud pay-as-you-go backup features as it further extends them
- Advanced Backup is only priced per workload
- You pay for the total number of protected devices with advanced backup features and the type of workload: Server, Virtual machine, Workstation, Hosting server, MS365 or Google Workspace seat



SKU	Product name	Description
SRDAMSENS	Advanced Backup - WL - Server - Acronis Cyber Protect Cloud	Refers to any protected server with advanced backup features
SREAMSENS	Advanced Backup - WL - VM - Acronis Cyber Protect Cloud	Refers to any protected virtual machine with advanced backup features
SRFAMSENS	Advanced Backup - WL - Workstation - Acronis Cyber Protect Cloud	Refers to any protected workstation with advanced backup features
SRGAMSENS	Advanced Backup - WL - Hosting Server - Acronis Cyber Protect Cloud	Refers to any protected hosting server with advanced backup features
SQKBMSSENS	Advanced Backup - WL - Microsoft 365 seat - Acronis Cyber Protect Cloud	Refers to group management for Microsoft 365 seats
SQBBMSSENS	Advanced Backup - WL - Google Workspace seat - Acronis Cyber Protect Cloud	Refers to group management for Google Workspace seats

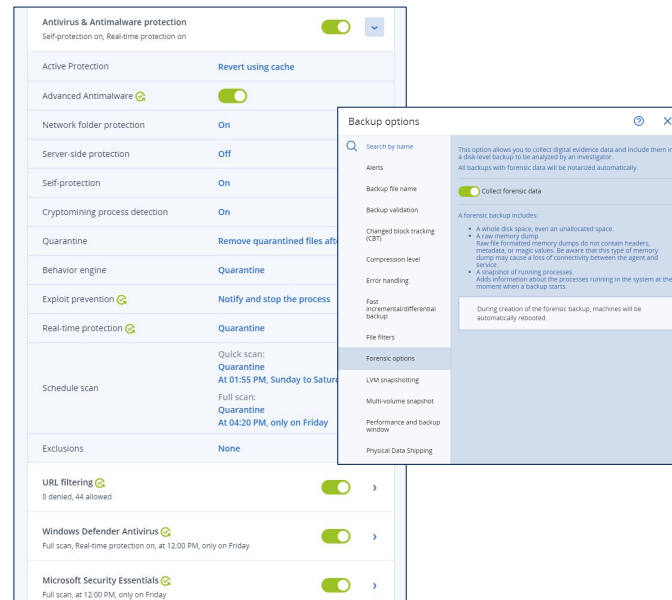
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Advanced Security Licensing

Advanced Security: Licensing and SKU

- Advanced Security is applicable to both per-GB and per-workload licensing models
- The pack can be added either to the free core cyber protection functionality or used along with the pay-as-you-go features
- Advanced Security is priced per workload as it's independent of the storage used
- You pay for any protected device with advanced security features – these are billed on a monthly basis, regardless of the device type



SKU	Product name	Description
SRIAMSENS	Advanced Security - WL - Acronis Cyber Protect Cloud	Refers to any protected workload with advanced security features

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Advanced Security + EDR Licensing

Advanced Security + EDR: Licensing and SKU

- Advanced Security + EDR is applicable to both per-GB and per-workload licensing models
- The pack can be added either to the free core cyber protection functionality or used along with the pay-as-you-go features
- Advanced Security + EDR is priced per workload as it's independent of the storage used
- You pay for any protected device with advanced security & EDR features – these are billed on a monthly basis, regardless of the device type

SKU	Product name	Description
SRI1AMSENS	Advanced Security + EDR - WL - G1 - Acronis Cyber Protect Cloud	Refers to any protected workload with advanced security + EDR features
SRI2MSENS	Advanced Security + EDR - WL - G2 - Acronis Cyber Protect Cloud	
SRI3MSENS	Advanced Security + EDR - WL - G3 - Acronis Cyber Protect Cloud	

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Advanced Disaster Recovery Licensing

Advanced Disaster Recovery: Licensing Highlights

- Advanced Disaster Recovery is applicable to both per-GB and per-workload licensing models
- The pack cannot be added to the free core cyber protection functionality, it can only be used along with the Acronis Cyber Protect Cloud pay-as-you-go backup and disaster recovery features as it further extends them
- Disaster recovery storage is a single billing item – it is similar to regular backup cloud storage in regards to its unit of measure and usage calculation.
- Acronis Hosted cloud storage and service provider cloud storage are the only options available. The cost is per GB for both storages.

The image displays two overlapping screenshots from the Acronis Cyber Protect Cloud management console. The primary screenshot is the 'Create recovery server' dialog box, which is configured with the following details:

- CPU and RAM:** 1 vCore, 4.00 GB RAM
- Cost:** 2 compute points per hour
- Cloud network:** 192.168.1.0/24
- IP address in production network:** 192.168.1.234
- Test IP address:** (empty field)
- Internet access:** Checked
- Public IP address:** (empty field)
- Set RPO threshold:** (unchecked)
- Name:** DC-Win2016 - recovery
- Description:** (empty field)

The secondary screenshot, titled 'Production failover', shows a workflow diagram with three steps:

- Step 1:** Failover server (DSEWER0211 - recovery) and Start server (JPMWER0211 - recovery).
- Step 2:** Execute network (My cool network).
- Step 3:** Manual operation (Change M0 record to x.x.x.x).

On the right side of the failover diagram, there are instructions: 'Add apps and actions. All actions of a step start simultaneously.' and 'Use drag and drop to move actions and steps.'

Advanced Disaster Recovery: Costs



When protecting your workloads with advanced disaster recovery features in both per-GB and per-workload models, you also pay for:

DR to Acronis Cloud or Service Provider Cloud

Total DR storage space used in Acronis Cloud or in a service provider cloud. You pay only after a cloud backup is created.



Compute resources

Compute resources refer to the amount of vCPUs and RAM you are using with assigned per-hour compute values.

Compute cost is per hour and is applied only when a cloud server is active (e.g. in a failover, testing mode, or running as a primary server).



Disaster Recovery IP (optional)

Dedicated public-facing IP addresses can be added to servers that require external network access. You will only be charged if an external IP address is added to a server.

Note: Charges for compute resources and disaster recovery IP are calculated only if used with Acronis Hosted cloud storage

Compute Resources: Licensing

Let's look more closely at how compute resources are priced:

- Compute resources are priced per hour and if used with Acronis Hosted cloud storage.
- The price depends on the cloud server configuration and is measured in compute points (see the table below).
- Total account compute-resources usage is calculated as the sum of compute points consumed by all cloud servers, then rounded to the next highest integer.

Type	vCPU	RAM	Compute points
F1	1 vCPU	2 GB	1 point
F2	1 vCPU	4 GB	2 points
F3	2 vCPU	8 GB	4 points
F4	4 vCPU	16 GB	8 points
F5	8 vCPU	32 GB	16 points
F6	16 vCPU	64 GB	32 points
F7	16 vCPU	128 GB	64 points
F8	16 vCPU	256 GB	128 points

Example

If you have two cloud servers - an F2 type (2 points) that ran for 15 minutes, and an F5 type (16 points) that ran for 30 minutes, then:

$$(2 \text{ points} \times 15 \text{ minutes}) + (16 \text{ points} \times 30 \text{ minutes}) = (2 \text{ points} \times 15/60) + (16 \text{ points} \times 30/60) = 0.5 + 8 = 8.5$$

or 9 points after rounding.

i Notes: Pricing for compute resources is the same for both models – per GB and per workload.

Advanced Disaster Recovery: SKUs

SKU	Product name	Description
SVEAMSENS	Advanced Disaster Recovery - GB - Acronis Hosted Storage (per GB) - G1 - Acronis Cyber Protect Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
SVE2MSSENS	Advanced Disaster Recovery - GB - Acronis Hosted Storage (per GB) - G2 - Acronis Cyber Protect Cloud	
SVE3MSSENS	Advanced Disaster Recovery - GB - Acronis Hosted Storage (per GB) - G3 - Acronis Cyber Protect Cloud	
SVFAMSENS	Advanced Disaster Recovery - GB - Partner Storage (per GB) - Acronis Cyber Protect Cloud	Refers to a service provider's cloud storage
SQYAMSENS	Advanced Disaster Recovery - GB - Acronis Hosted - 1 compute point (per running hour) - Acronis Cyber Protect Cloud	Refers to standard preconfigured vCPU and RAM configurations with assigned per-hour compute values
SEDAMSENS	Advanced Disaster Recovery - GB - Acronis Hosted Public IP address - Acronis Cyber Protect Cloud	Refers to a public-facing IP addresses added to servers

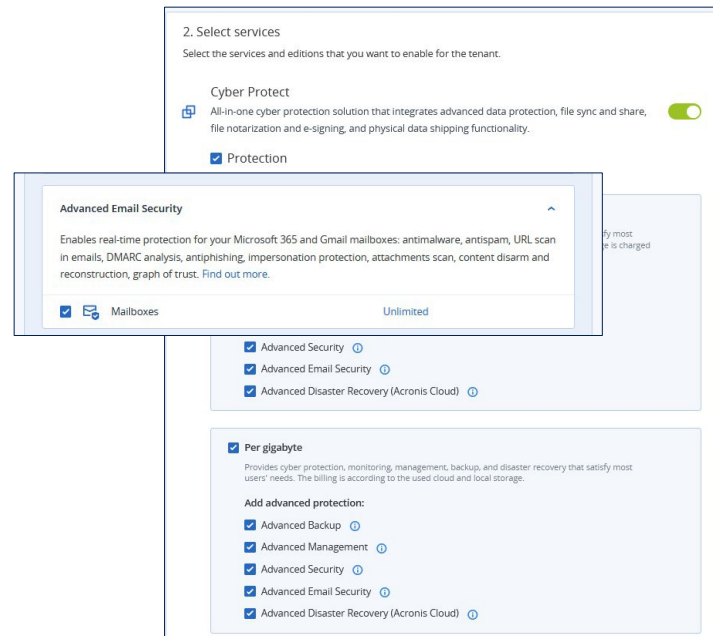
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Advanced Email Security Licensing

Advanced Email Security: Licensing and SKU

- Advanced Email Security is powered by Perception Point's next-generation technology
- Advanced Email Security is applicable to both per-GB and per-workload licensing models
- The pack can be added either to the free core cyber protection functionality or used along with the pay-as-you-go features
- Advanced Email Security is priced per unique user (shared and group mailboxes are not charged separately) as it's independent of the storage used



SKU	Product name	Description
SO4AMSENS	Advanced Email Security (Perception Point) - Acronis Cyber Protect Cloud	Refers to any unique user protected with advanced email security features.

Advanced Email Security: Microsoft 365 licensing

When protecting Microsoft 365 with Advanced Email Security in both per-GB and per-workload models, you are charged for the number of Microsoft 365 seats only.

1. Microsoft 365 seats that are subject to licensing:

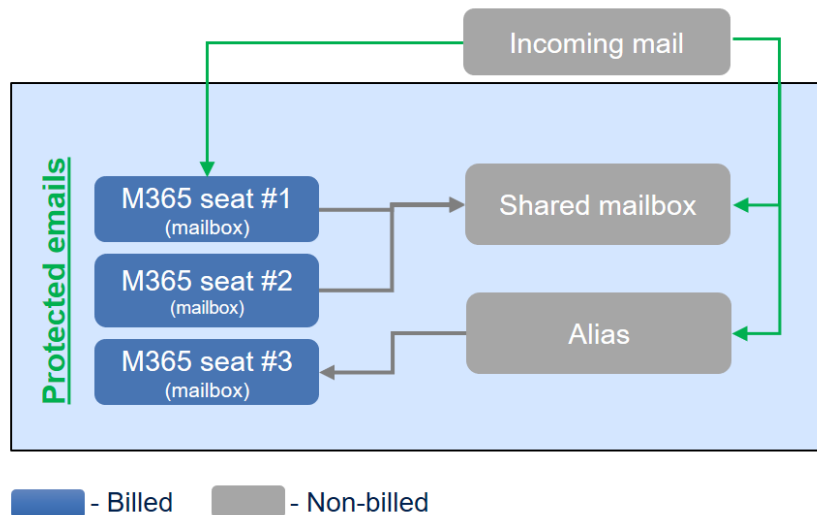
- a) Personal mailboxes

2. Non-licensed Microsoft 365 items:

- a) Shared mailboxes
- b) Aliases
- c) Distribution groups
- d) Rooms and equipment
- e) Microsoft 365 seats without assigned license
- f) Disabled Microsoft 365 seats
- g) Microsoft 365 seats of domains that are not protected by Acronis

A full list of all licensed seats can be found with the following query to Microsoft 365:

```
GET /v1.0/users/?Select=mail%2cassignedLicenses&filter=(accountEnabled+eq+true)+and(mail+ne+null)$count=true HTTP/1.1
Host: graph.microsoft.com
```



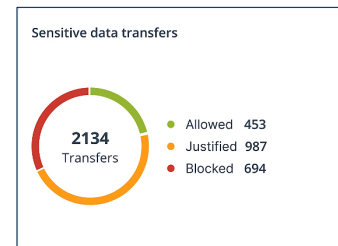
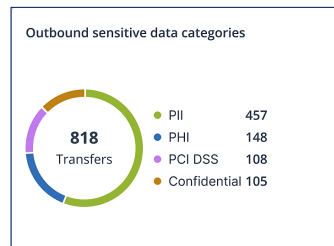
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Advanced Data Loss Prevention (DLP) Licensing

Advanced DLP: Licensing and SKU

- Advanced DLP is applicable to both per-GB and per-workload licensing models
- The pack can be added to the free core cyber protection functionality or used along with the pay-as-you-go features
- Advanced DLP is priced per workload as it's independent of the storage used
- You pay for any protected devices with advanced DLP features – these are billed on a monthly basis, regardless of the device type



Top senders of blocked sensitive data transfers

Total data transfers: 2786

User	Count
John Smith	322
Peter Smallpox	214
Maria Klein	121
Ornella Patrick	78
Lester Appleseed	51

Top senders of outbound sensitive data

Total data transfers: 2786

User	Count
John Smith	322
Peter Smallpox	214
Maria Klein	121
Ornella Patrick	78
Lester Appleseed	51

SKU	Product name	Description
SRI5MSENS	Advanced Data Loss Prevention - Acronis Cyber Protect Cloud	Refers to any protected workload with advanced DLP features

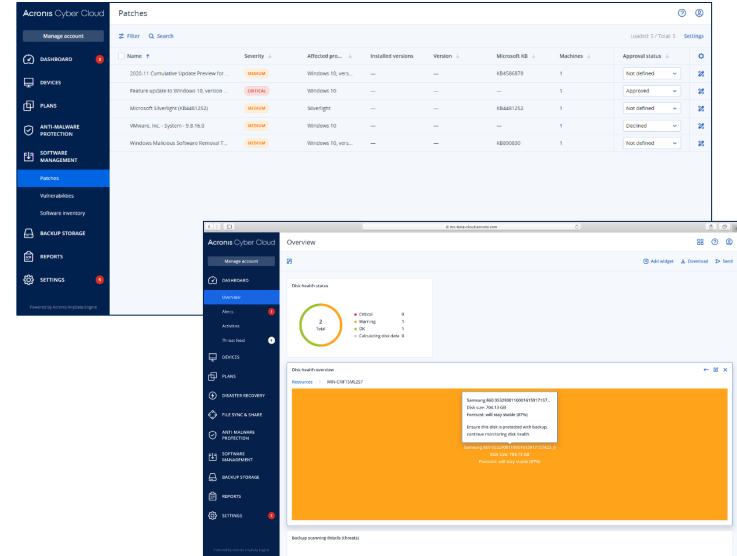
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Advanced Management Licensing

Advanced Management: Licensing and SKU

- Advanced Management is applicable to both per-GB and per-workload licensing models
- The pack can be added to the free core cyber protection functionality or used along with the pay-as-you-go features
- Advanced Management is priced per workload as it's independent of the storage used
- You pay for any protected devices with advanced management features – these are billed on a monthly basis, regardless of the device type



SKU	Product name	Description
SRHAMSENS	Advanced Management - Acronis Cyber Protect Cloud	Refers to any protected workload with SP-ready advanced management features

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Acronis Cyber Files Cloud Licensing

Two easy ways to license Acronis Cyber Files Cloud



Per-GB model

Cost per GB:

- Acronis Hosted cloud storage
- Service provider cloud storage
 - Third-party cloud storage
- No limit on the number of users and devices



Per-user model

Cost per user:

No limit on the number of users

Cost for data storage:

- Acronis Hosted cloud storage at a reduced rate
 - Free, unlimited service provider cloud storage

Acronis Cyber Files Cloud: SKUs

SKU		Product name	Description
Per-GB	SP1AMSENS	Files Sync & Share - GB - Acronis Hosted Storage (per GB) - G1 - Acronis Cyber Files Cloud	Refers to Acronis Hosted cloud storage space, used in different data center groups
	SP12MSSENS	Files Sync & Share - GB - Acronis Hosted Storage (per GB) - G2 - Acronis Cyber Files Cloud	
	SP13MSSENS	Files Sync & Share - GB - Acronis Hosted Storage (per GB) - G3 - Acronis Cyber Files Cloud	
	SP2AMSENS	Files Sync & Share - GB - Partner Storage (per GB) - Acronis Cyber Files Cloud	Refers to service provider cloud storage

SKU		Product name	Description
Per-user	SPIAMSENS	Files Sync & Share - User (per user) - Acronis Cyber Files Cloud	Refers to any Acronis Cyber Files Cloud user
	SUVAMSENS	Files Sync & Share - User - Acronis Hosted Storage (per GB) - G1 - Acronis Cyber Files Cloud	Refers to Acronis Hosted cloud space, used in different data center groups to store files
	SUV2MSSENS	Files Sync & Share - User - Acronis Hosted Storage (per GB) - G2 - Acronis Cyber Files Cloud	
	SUV3MSSENS	Files Sync & Share - User - Acronis Hosted Storage (per GB) - G3 - Acronis Cyber Files Cloud	

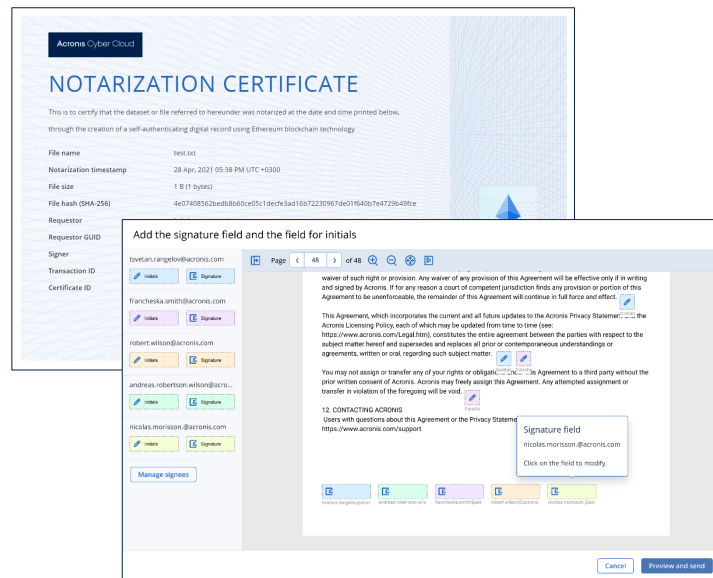
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Advanced File Sync and Share Licensing

Advanced File Sync and Share: Licensing and SKUs

- Advanced File Sync and Share is applicable to both per-GB and per-user licensing models
- The pack cannot be added to the free core cyber protection functionality, it can only be used along with the Acronis Cyber Protect Cloud pay-as-you-go file sync and share features as it further extends them
- Advanced File Sync and Share is priced per notarized and/or electronically signed file
- You pay for the total number of notarized and/or electronically signed files, regardless of the file type or the number of signees



SKU	Product name	Description
SR1AMSENS	Files Sync & Share - eSignature (per eSignature) - Acronis Cyber Files Cloud	Refers to any electronically signed file
SR2AMSENS	Files Sync & Share - Notarization (per notarization) - Acronis Cyber Files Cloud	Refers to any notarized file

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Acronis Cyber Protect Cloud Physical Data Shipping Service Licensing

Acronis Cyber Cloud Physical Data Shipping Service: Licensing Model and SKU

- Acronis Cyber Cloud Physical Data Shipping Service has only one licensing model. You will be charged for a hard disk drive that's shipped to an Acronis data center. This service enables you to quickly upload large volumes of data to the cloud.
- One hard disk drive can contain backups of multiple devices so you can send initial backups of multiple customers in one drive/disk.

SKU	Product name	Description
SEGAMSENS	Acronis Cyber Cloud Physical Data Shipping to Cloud, 1 disk	Refers to one hard disk drive, sent to an Acronis data center