



Simplify data protection and protect against ransomware

Deploy a cost-effective, simple
and reliable backup with Tech Data
Cloud Backup on Microsoft Azure





“Protect your data and applications no matter where they reside against ransomware, to avoid costly business interruptions, or to meet compliance requirements. Securely extend your on premises backup storage and data archiving solutions to Microsoft Azure – reducing cost and complexity, while achieving efficiency and scalability.”

Organisations are turning to their trusted advisors to enable safe backup of business-critical information.

Cloud Backup and Recovery is a \$5.2 billion market opportunity by 2020*. You can benefit by providing data protection services to small and midsize enterprises. Reassuring business continuity, and protect data and applications no matter where they are located. Helping your customers to avoid costly business interruptions – in a cost efficient way – or to meet compliance requirements.

*Source: Technavio Jan 21, 2016

Tech Data Cloud offers a scalable, repeatable SMB sized and productised solution to cover multiple backup scenarios, including backup on premise – or cloud applications and data with Cloud Backup on Microsoft Azure. Enabling you to run a successful data protection services business.

Why relevant?

Why for End Customer?

- Cost effective- predictable, monthly costs helps operational costs to stay low
- 99.9% availability- Customers want the flexibility of having one cloud solution to backup all data wherever located on premise or in the cloud
- Your data stay safe and encrypted with Azure Vault service. Azure Backup will securely keep three copies of your data in one datacenter and optionally at an additional remote datacenter with charges to it
- Future proofs your business- Capacity can grow in-line with your business needs.

Why for Partners?

- Reduce the time to market, and deploy this solution in minutes
- Support multiple use cases for customers, including Backup and Disaster Recovery, File sharing, and protection against Ransomware
- Solution architecture approved by Microsoft
- Runs on proven and secure Microsoft technology
- Anywhere at any time access to StreamOne Cloud Marketplace
- Solution centers of excellence provide Azure experts in the field to support and train you.

Cloud Backup on Microsoft Azure provides a cost-effective, simple and reliable backup to Microsoft Azure - simplifying data protection and protecting against ransomware. Packaged and direct available for you through Tech Data's StreamOne Cloud Marketplace. This solution requires no additional infrastructure and helps you to keep your data safe from ransomware with multiple authentication layers - with seamless support for virtual machines (VM) running on Azure and on premise.



Scenarios/options

1. Back up on premises applications and data to cloud

- Back up data and applications from an on premises system to Azure using Azure Backup or a partner solution.

2. Back up cloud applications and data to cloud

- Back up data and applications running on Azure to another Azure location by using Azure Backup or a partner solution.

Use this solution to provision the following environment on Azure:

- Automated deployment of Azure services in existing or new CSP subscription
- Automated deployment for backup policies and data redundancy
- Configured policy settings for backup cycles, retention and recovery policies

This solution includes:

- CSP subscription
- Azure Backup Vault

Partner/Customer requirements:

- Microsoft CSP Tier-2

What brings Tech Data Cloud Backup on Microsoft Azure?

Protection

Your data and applications are everywhere – on servers, clients and in the cloud. Tech Data Cloud Backup on Azure can protect your critical applications including Sharepoint, Exchange, SQL, files and folders, Windows Servers, Windows Clients, and Azure VMs.

Alternative

Due to business or compliance requirements, you need to protect your data for years. Over time this data grows exponentially. Tech Data Cloud Backup provides a compelling alternative to tape with significant cost savings, shorter recovery time and up to 99 years of retention.

Availability

Your data is encrypted before it leaves your datacenter, sent over a secure connection to, and stored encrypted on Microsoft Azure. 3 copies of the data are stored to a single datacenter location and optionally at an additional remote datacenter.

Benefits

- **Cost-effective Backup.** Get cost-effective short- and long-term retention, and restore the individual VMs, files, and folders you need—on Azure or on premises—at no additional cost
- **Scalable Cloud Storage.** Reduce forecasting risks while transforming capital expenditure commitments to a pay-as-you-go cloud model
- **Meet Compliancy.** Take advantage of policies designed to meet your business or regulatory compliance requirements. Benefit from the most comprehensive compliance portfolio available
- **Protect against ransomware.** Enable multifactor authentication, create alerts for suspicious online backup activity, and counteract unauthorised retention or deletions
- **Easy to deploy.** Easily back up any VM on Azure or on premises. Enable cloud backup that's tightly integrated on Azure VM experience.



Key features

Scheduling

Customers can specify daily, weekly, monthly and yearly policies

Retention

Data can be retained on Azure for up to 99 years. 3 copies of the data are stored to a single datacenter location and optionally at a remote datacenter

Throttling

Network throttling can be configured so that optimal bandwidth usage happens during off-peak time

Incremental

After the initial seeding, backups are incremental, ensuring that resources such as storage and bandwidth are efficiently used

Compression

Data is compressed on the client side so there is less bandwidth consumption and less storage consumed

Secure

Data is encrypted in your datacenter and stored encrypted on Azure-the encryption key is stored and managed locally

Q&A

1. What is a preconfigured and click-to-deploy solution?

A preconfigured and click-to-deploy solution gives a validated solution architecture, which is ready to use. After deployment of the solution, you can customise the solution using your own Microsoft credentials.

2. We're concerned about the cost of a cloud solution?

Cloud solutions are cost-effective as they are based on a 'pay as you go' subscription model; your monthly bill is directly linked to your monthly usage, which is pre-determined and monitored continuously.

3. How can I order this solution?

This solution can be ordered through Tech Data's StreamOne Cloud Marketplace. It requires a Microsoft CSP Tier-2 contract.

Why partner with Tech Data?

We are committed to delivering across four key areas, our team will help you to grow your sales, increase your profit margins, reduce your costs, and improve customer satisfaction.

- **Grow customer sales**
- **Improve your margins**
- **Reduce your costs**
- **Increase customer satisfaction**

Gold Distributor

Tech Data have established a long and trusted relationship with Microsoft and is fully committed to Microsoft technologies. Through its dedicated cloud team, Tech Data have been providing best in class cloud solutions to its partner ecosystem. Tech Data serve, support and work with over 15,000 cloud partners.





Next steps

Become a Tech Data CSP partner and open your business to growth and profitability.

Partner with Tech Data to transform, aggregate and orchestrate hybrid Cloud solutions for the modern Enterprise. With our commercial and technical enablement, end to end services and solutions portfolio, and multi-Cloud management platform, we put you in control. Deliver the best business outcomes for your customers by leveraging Tech Data 's comprehensive Cloud and next generation technology portfolio.

Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain exclusive access to programs and promotions.

Cloud Platform with Customer Lifecycle Management. Comprehensive Cloud Marketplace that provides greater exposure for partners' cloud offerings to help increase sales productivity and flexible billing to ease transitions to subscription and consumption models.

Use Tech Data learning materials to train your commercial and technical resources to sell Azure cloud based solutions. Be a cloud master.

For further information please contact your Microsoft specialist:

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Further Resources

Tech Data Cloud Backup on Microsoft Azure Battlecard

Tech Data Cloud Backup on Microsoft Azure Solution Presentation

Tech Data Cloud Backup on Microsoft Azure Step by Step Guide

Tech Data Azure SQL Database Product Leaflet